

VISITOR FACILITIES IGA & OR CONVENTION CENTER HOTEL

IF YOU WISH TO SPEAK TO CITY COUNCIL, PRINT YOUR NAME, ADDRESS, AND EMAIL.

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✓ David Welch	6327c SW Capitol Hwy #263 Portland OR 97239	zwtg@thebeyondtours.com
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✓ Melissa Espinoza		
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✓ Andrew Stoltz		
✓ Joe Rastatter		
✓ Tom Chamberlain		

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✓ LAURA WILLIAMS		
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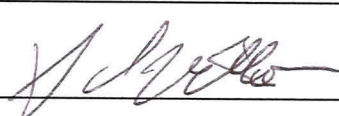
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Harold Pollin	8255 NE August Way - PDX 97220	hpollin@pollinhotels.com
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✓ Bob Carroll	IBEW LU 48	
ANDREW J. HARRIS		
Jennifer Graham		
Lew Frederic		
✓ TIA. HARRIS		

September 18, 2013

Dear Members of the Portland City Council and the Multnomah County Commission,

As a resident of metro Portland and a local hotel owner and operator I have been following the developments in the proposed convention center hotel deal with keen interest. The more I learn, the more I'm concerned.

If hotel revenue projections aren't met the bonds will still have to be paid and as the deal is currently structured, neither Hyatt nor the developer/builder will have any responsibility for those payments. Only us, the local taxpayers.

For a moment let's set aside my sense of injustice and unfairness at the fact that the lodging taxes from my business will go directly to subsidize a wealthy out of state hotel corporation, paying 40% of their cost for a new hotel. For the moment let's not think of me as a local minority business owner who employs other local residents and would jump at the chance to expand my business and employ more folks by using my lodging tax revenue as a repayment source for my expansion.

For the moment, let's just consider the deal before us.

We are giving the developers 10 times as much public money as Metro indicated would be available for the project in their original RFP process - \$78 million so far.

And we are giving the developers all the money up front, unlike the Daimler deal that was just announced where the public subsidy has to be earned by meeting performance goals, like the number of jobs actually created.

\$80 million is way too much public subsidy to pay upfront, especially for what we are getting in return. According to Metro Councilor Sam Chase, what taxpayers are really buying is access to room blocks to book convention business. I'm betting we can get that for a lot less than \$80 million. And how about the hotel design itself? If the hotel is supposed to be a partner of the convention center then they should not have any significant meeting space in the hotel, and the convention center should get all the meeting business. Certainly the convention center could use the business. They were half empty last year and that qualified as their best year yet. The current design has 35,000 sq ft of meeting space, which will put it in direct competition with the OCC for much of the year.

Again, Hyatt makes money, taxpayers foot the bill.

Even the site selection looks to have been an insider deal. The PDC owns land adjacent to the convention center already, yet in this deal Metro is agreeing to pay top dollar for private land - private land owned by a member of the hotel development team.

Successful convention centers have shopping and restaurants right outside their doors. We don't and OCC occupancy rates reflect that reality. Metro is telling us that building the hotel will spur the revitalization of the area around the OCC. We've been promised this before. You're Metro's partner in this deal. What are you, the PDC, or Metro doing to bring shopping and restaurants the OCC neighborhood? And are you including the downtown merchants in the planning process?

Now let's go back to me and the many small business owners like me who make up the bulk of local hotel owners. If the new hotel revenue projections do not come in as stated then we, the public, will still need to pay the \$60 million bond. That money is first going to be taken from the pool of taxes paid from other

hotels, which is meant to benefit the regional travel and tourism industry. Less money for advertising and incentives to get people to our region means we all suffer – except for Hyatt.

Hyatt not only doesn't have to worry about the bond repayment but their income from the new hotel will all come off the top of the hotels revenue stream in the form of licensing and management fees. And if they run short, look out, Metro will have to get the money from somewhere.

I know that ultimately Metro is the "deal maker" here, not the city or the county, but look at the deal they've made so far. Metro has repeatedly put the hotel developer's and Hyatt's interests before that of local taxpayers. If you don't call them on it, who will?

Regards,



Jatin Patel
Local Hotelier
Red Lion Hotel Portland Airport



186263

Sept.18, 2013

**Hispanic Metropolitan Chamber Testimony
To Portland City Council
RE: Oregon Convention Hotel**

Mayor Hales and City Commissioners

The Hispanic Metropolitan Chamber (Hispanic Chamber) supports the construction of the proposed Oregon Convention Hotel.

This project leverages private development with low-cost financing to:

- create jobs
- boost the state's tourism industry and
- enhance the regional economy

Nearly 3,000 jobs are expected to be created in the construction and hospitality industries and an estimated \$11 million in state and local taxes will be generated each year.

Latinos are highly represented as workers in both

- the construction industry and
- the hospitality industry.

Therefore, we see this as a very important project for our community.

In addition, this project will stimulate other investments in the area.

The Hispanic Chamber knows from personal experience how important this hotel can be for our total community.

We tried to recruit the U.S. Hispanic Chamber, in Washington D.C. to bring their national convention to Portland.

They dismissed this idea since we did not have a convention hotel adjacent to the Oregon Convention Center.

The Oregon Convention Hotel project will:

- protect our past investments
- improve the livability of our city's central core and
- create good jobs now and in the future.

We urge the City of Portland to support this important project.

Thank you

Pacific Northwest Regional Council of Carpenters



*Affiliated with
United Brotherhood of Carpenters and Joiners of America*

1636 East Burnside • Portland, OR 97214
Phone: 503.261.1862 • Toll Free: 800.974.9052 • Fax: 503.261.0893



September 18, 2013

Dear Mayor & Council Members:

The Pacific Northwest Regional Council of Carpenters which represents 6 states throughout the Northwest - Washington, Oregon, Idaho, Montana, Wyoming and Alaska, and nearly 17,000 working men and women in Washington and Oregon alone believe it is economically and socially imperative that the Metro Council, City of Portland, Multnomah County, and the Portland Development Commission work together to see the Headquarters Hotel Project moves forward.

The Pacific NW Regional Council of Carpenters has invested a lot of time and effort into seeing that this hotel is built. Our interests are in the job creation and the positive economic impact this project could have on our region. Not only will this hotel bring hundreds of good family wage construction jobs during this economic downturn in the construction industry, but also thousands of jobs post-completion. Obvious jobs include the hotel staff. However with a Headquarters Hotel, Portland's tradeshow market will see increases also which will boost sales at local restaurants, nightclubs, and tourism sites. Furthermore, the workforce needed to install these larger shows will be another boost, providing even more decent, blue-collar jobs.

It is widely known that Portland is not a destination for larger tradeshows, conventions, and conferences and this is primarily due to the lack of a hotel connected to our Convention Center. These tradeshows and conferences will still happen if we choose not to move forward with this project--they will just happen in Seattle, or San Francisco. Portland needs to make the smart choice, and reap the benefits brought on from increases in tradeshow traffic.

Building this hotel will be an immediate boost to the construction industry, and a sustaining boost to our city's economy and to local business. For these reasons the Pacific NW Regional Council of Carpenters urges you to move forward with building this hotel, and all important aspects needed to move forward such as the VFGIA (Visitors Facilities Intergovernmental Agreement). Thank you.

Sincerely,

Michael A Burch
PNWRCC Political Representative

MB:bas/opeiu#11/afl-cio

Honorable Mayor Hales
Portland City Council Commissioners
1221 SW 4th Ave, Room 340,
Portland, Oregon 97204
Wednesday, September 18, 2013
Re: Ordinance to amend Contract Nos. 51557 and 25921

Dear Mayor Hales and Council members,

I support the ordinance referenced above.

Our city and region stand to benefit greatly by allowing this project to be completed. As a life-long building trades union member, naturally I want to see a project of this magnitude union built here and operated by union staff for the jobs it promises. Beyond that, what we do in Portland and in Oregon is in a national spotlight. Our commitment to our city and region, and how we treat our businesses, workers, citizens and environment can continue to can be a model for cities across the country. The developers promising Green Building in order to have a LEEDs Silver Certification for the completed project is another demonstration of our continuing commitment to our future. The fact that this will be a union built and operated facility covered under a labor peace agreement will also be a major draw for conventions that have overlooked us in the past and would continue to do so were it not for these provisions.

While under construction, the OCC Hotel project will provide family wage jobs and benefits, allowing people to earn money for their livelihoods, health and children's education while also provisioning for retirement. The built-in CBA agreements will help continue to lift some of our more disadvantaged citizens into prosperity. Once completed, the OCC Hotel will provide not only good jobs, but also an economic stimulus to the entire region, raising everyone's standard of living. Furthermore, as I mentioned, it will showcase our beautiful city and state to the nation and enable us to continue to demonstrate to our fellows that we are not only a beautiful city but also a progressive and visionary one.

The current plan to build and operate the OCC Hotel seems sound, as does this ordinance. As our elected officials, you have done your duty by analyzing the data compiled by the experts and by proposing this ordinance. Their analysis shows that any risk that the public may be exposed to is more than warranted by the rewards to the region. I trust you and I trust your consultants.

Please approve this ordinance enabling the OCC Hotel project to move forward. Let's make our slogan "PORTLAND - THE CITY THAT WORKS" continue to mean just that.

Thank you.



Ron A. Hebron
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