

**CITY OF SAN ANTONIO  
INTERDEPARTMENTAL MEMORANDUM  
City Manager's Office**

**TO:** Mayor and City Council

**FROM:** Christopher J. Brady, Assistant City Manager

**THROUGH:** Terry M. Brechtel, City Manager

**COPIES:** J. Rolando Bono; Roland Lozano; Ramiro Cavazos; Melvin Tennant; Michael Sawaya; Milo Nitschke; Trey Jacobson; Manuel Longoria; Andrew Martin; Veronica Zertuche

**SUBJECT:** Presentation on developer selection process for the Convention Center Hotel Project

**DATE:** June 10, 2004

**SUMMARY AND RECOMMENDATIONS**

This presentation pertains to the developer selection process for the Convention Center Hotel Project, including evaluation criteria. City staff and consultants will present their recommendations for proposal evaluation criteria.

**BACKGROUND INFORMATION**

The City has been pursuing the development of a 1,000-room convention center hotel adjacent to the Henry B. Gonzalez Convention Center. In 2002, the City issued a Request for Qualifications (RFQ) to a broad list of nationally recognized development companies. The planned Request for Proposals (RFP) will be submitted to the four respondents to the RFQ:

- Hines Interests, L.P.
- Faulkner U.S.A.
- Related Lodging
- Ryan Companies

In February 2003, the City Council established the Convention Center Hotel Advisory Board (CCHAB), which is composed of local representatives from Finance/Banking, Real Estate/Corporate, and Hotel/Tourism business sectors, as well as a community representative. Over the past 13 months, the CCHAB has become familiar with the project and financing issues. The CCHAB has presented its recommendations to the City Council pertaining to: (1) the preferred financing structure for the hotel, (2) the degree of municipal support necessary to ensure completion of the project, and (3) developer selection process.

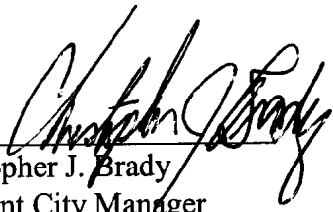
This presentation will provide additional information about the request-for-proposal (RFP) process, schedule, and evaluation criteria.

### **POLICY ANALYSIS**

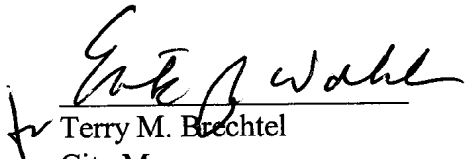
The purpose of this presentation is to brief the City Council on the process for evaluation and selection of a preferred developer for the project. City staff seeks City Council direction regarding evaluation criteria and scoring.

### **COORDINATION**

This item has been coordinated with the Economic Development Department, City Attorney's Office, Convention & Visitors Bureau, Convention Facilities Department and Finance Department, as well as outside advisors.

  
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Christopher J. Brady  
Assistant City Manager

Approved:

  
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Terry M. Brechtel  
City Manager

CJB:TJ