

**CITY OF SAN ANTONIO
CITY MANAGER'S OFFICE
CITY COUNCIL AGENDA MEMORANDUM**

TIME CERTAIN
ITEM NO. 5
3:00PM

TO: Mayor and City Council

FROM: Christopher J. Brady, Assistant City Manager

SUBJECT: Discussion Regarding the Selection of a Preferred Hotel Developer for the Convention Center Hotel Project

DATE: December 16, 2004

SUMMARY AND RECOMMENDATIONS

This agenda item establishes time for the City Council to discuss matters related to the selection of a preferred hotel developer for the Convention Center Hotel Project. The discussion could entail a review of City staff's recommendation and provide City Council an opportunity to ask questions to City staff, City consultants and to the hotel development teams.

It is anticipated that City Council could direct staff to prepare an ordinance to consider the selection of a specific development team for December 21, 2004.

BACKGROUND INFORMATION

A Limited Invitation Request for Proposals for Development Opportunity for a Full-Service Convention Center Headquarters Hotel was issued on June 15, 2004. Three proposals were received on the closing date of August 24, 2004. The following companies submitted proposals: Hines (Centex), FaulknerUSA, Related (Zachry). The Evaluation Committee analyzed these proposals and received presentations by the three companies on November 8, 2004.

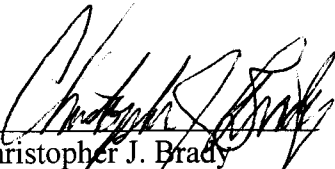
During a B Session on December 7, 2004, each company was given 20 minutes to present their proposal and 40 minutes for questions and answers. City staff presented a summary of the proposal specifics including:


- Financing plan
- Development proposal
- Development schedule
- Developer qualifications

Staff presented the assessment of the Evaluation Committee and made a recommendation on selection of the preferred developer, FaulknerUSA. City Council directed staff to schedule a discussion of the issues during the December 16, 2004 City Council meeting. The City Council also requested that the selection of a preferred hotel developer be set for a special council meeting on December 21, 2004.

COORDINATION

This item has been coordinated with the CCHAB, City Attorney's Office, Convention and Visitors Bureau, Economic Development, Convention Facilities and Finance Departments.



Christopher J. Brady
Assistant City Manager

J. Rolando Bono
Interim City Manager