

## **West Haymarket Invitation for Redevelopment Proposals**

### **Proposals Submitted February 15, 2008**

*The following are summaries of the five proposals submitted for all or portions of the West Haymarket Redevelopment Project, including the arena, convention center, and hotel. The summaries include the development team name, team members, and excerpts from the proposal. The excerpts are paraphrased at times, and should not be taken as direct quotes.*

#### **John Q. Hammons Industries**

John Q. Hammons Hotels and Resorts is a leader in the development and management of full service hotels and conference centers across the country.

John Q. Hammons Hotels management team provides experience and expertise for the management of each hotel and ensures the financial success of the company. The team works with each property to identify sales opportunities, manage food and beverage services, and oversee the operations of each hotel, ensuring a quality lodging experience, rewarding, employee tenure and the fiscal health of the hotel.

John Q. Hammons Hotels has had preliminary discussions with the event center team of Global Entertainment, Dial Realty Development Corporation, and Harpool, Morgan, and Haney Development to work together in providing a master plan for the redevelopment project.

#### *Other Companies Mentioned:*

Flintco, Inc. – Commercial Contractor

Killian Construction Company

Pellham Phillips Architects and Engineers

Butler Rosenbury & Partners – Architectural Services

#### **Dial Realty Corp/Global Entertainment/Harpool Morgan Haney**

The principals of Harpool Morgan Haney, LLC (HMH) and Dial Realty Corp (Dial) have 15 years of experience working together while HMH and Global Entertainment (Global) have worked together over the last 18 months to bring fruition the Independence Events Center in Independence, Missouri.

Our partnership brings considerable retail and events center experience along with substantial redevelopment expertise. IN addition, the Dial/MHM team has developed and owns a number of hotel properties including the Hilton Garden Inn Hotel and Conference Center in Independence, Missouri and is developing the Manhattan Hilton Garden Inn Hotel and Conference Center in Manhattan, Kansas. On this project, West Haymarket, we have communicated with John Q. Hammons group.

## **Garfield Traub Development**

Garfield Traub Development has recently completed, under construction, or awarded an in process more that \$2 billion in public and public/private development, including downtown arenas, convention centers, headquarters hotels and structured parking. All of the developments for which Garfield Traub has had responsibility from concept to completion have been delivered on or ahead of schedule and within or substantially under budget.

The deep development and financing experience and resources of Garfield Traub and its team enables us to take on a broad scope of responsibilities in a project of such complexity and diverse risks. Our team is without parallel in the business of delivering high quality essential public facilities that utilize innovative financing and ownership solutions tailored to the client's financial, legal, and political objectives and constraints.

## **Acquest/HOK/Pizzuti Solutions**

Proposal involves two professional developers, Acquest – specializing in hotel/convention centers, and Pizzuti Solutions – specializing in arena/sporting venues, which will both employ the same architect, HOK Sport Venue Event, to assure integration of the elements and design continuity.

Acquest Realty Advisors, a hotel and convention center asset manager, will lead the team through preliminary feasibility analysis and design, identification of an owner, hotel operator and appropriate flag as well as project funding, including both private and public contributions. Acquest will then hand oversight of the development process to its sister company, Acquest Development. Acquest Development will lead the development team through the final stages of design, entitlements and through construction to project delivery, including both the hotel and convention center. Similarly, Pizzuti Solutions will work as the developer of the arena on behalf of the owner and handle all aspects of predevelopment through oversight of construction. As mentioned above, HOK SVE will serve as the redevelopment site planner and architect facilitating an overall design consistent with the objectives of the West Haymarket stakeholders and assuring integration of the elements physically and architecturally.

## **Lincoln Traction Partners**

We formed our team, calling it LincolnTraction Partners to signal our Haymarket roots. With forward vision, we aligned with inventive local architects and a leading commercial and hotel developer/operate, the Woodbury Corporation, who seeks enduring value and shares our long-term orientation. We also partnered with industry leaders offering specialized disciplines in structuring public/private partnerships and developing, designing, constructing, and opening major arenas.

Much of WRK's bread and butter has been the involvement of historical and old building renovations. While the costs and labor involved in renovations is much greater than new construction, WRK has found that a mixture of historical character with modern design and function is a combination that wins with the minds and hearts of many parties looking for new space.

Woodbury Corporation is a privately held company. It was founded in 1919 and operated since then as a multi-disciplined, full-service real estate development company. The company offers professional brokerage, management, development, consulting, and architectural services for all types of commercial, retail, office, hospitality, and other land developments throughout the western United States.