SUMMARY REPORT PURSUANT TO
CALIFORNIA GOVERNMENT CODE SECTION 53083
ON AN
OPERATING COVENANT AGREEMENT
BY AND AMONG
THE CITY OF ANAHEIM
AND
GOOD HOPE INTERNATIONAL

The following Summary Report has been prepared pursuant to California Government Code Section 53083. The report sets forth certain details of the proposed Operating Covenant Agreement (Agreement) between the following parties:

1. The City of Anaheim (City), a charter city and municipal corporation; and

2. Good Hope International, a California corporation (Developer).

The Agreement requires the City to provide a development incentive to the Developer for the purpose of constructing a hotel. The project is located on an 8.42-acre parcel at the southeast intersection of Harbor Boulevard and Disney Way in the City of Anaheim (Site). The project will consist of building a 580-room hotel with not less than 50,000 square feet of accompanying retail, spa, conference/meeting room(s), event space and restaurants (Project).

This summary report considers only the proposed Agreement. The purpose of this Agreement is to effectuate economic development in the City.

The following Summary Report is based upon the information contained within the Agreement, and is organized into the following seven sections:

I. Identity of the Developer: This section provides the name and address of the Developer.

II. Salient Points of the Agreement: This section summarizes the major responsibilities imposed on the Developer and the City by the Agreement.

III. Economic Incentives Provided and Cost of the Agreement: This section details the economic incentives provided and the costs incurred by the City to implement the Agreement.

IV. Consideration Received and Comparison with the Economic Incentives Provided: This section describes the financial compensation to be received by the City.

V. Creation of Economic Opportunity and Public Purpose: This section explains how the Agreement will assist in creating economic opportunity in the City.
VI. **Job Creation:** This section describes the number of full-time, part-time and temporary jobs created under the Agreement.

This report and the Agreement are to be made available for public inspection prior to the approval of the Agreement.

I. **IDENTITY OF DEVELOPER**

Information on the Developer is provided below:

**Good Hope International, a California Corporation**

c/o Wincome Group  
1506-1508, 15/F., West Tower, Shun Take Centre  
200 Connaught Road Central  
Hong Kong, China

II. **SALIENT POINTS OF THE AGREEMENT**

A. **Project Description**

The Site was previously used as a hotel and retail center. The Developer acquired the property and will be developing a large-scale, high quality hotel on the Site. The proposed Project will include the following:

1. 580 hotel rooms
2. Signature restaurants
3. Pool bar and grill
4. Rooftop bar
5. Meeting and pre-function space
6. Retail
7. Two pools
8. Fitness facilities

The hotel will be built to a minimum AAA Four Diamond quality level. The Developer indicates the shell costs for the Project are currently estimated at $235,000 per key and the FF&E costs are estimated at $35,000 per key. The projected costs will exceed the minimum requirements established by the City’s Hotel Incentive Policy of $225,000 ($2015) per key for shell costs and $30,000 ($2015) per key for FF&E costs.
B. Developer Responsibilities

The Agreement requires the Developer to accept the following responsibilities:

1. The Project shall be constructed in accordance with the Entitlements, Schedule of Performance, the Scope of the Development, the Design and Finish, the Plans, all Governmental Requirements, and the terms and provisions set forth therein;

2. Developer shall bear all costs incurred in connection with the construction, operating, and maintenance of the Project, including without limitation all costs incurred in connection with the acquisition, investigation and/or preparation of the Site for development, all costs of preparation of any plans or other submissions made by Developer pursuant to the Agreement, and all on- and off-site costs incurred in connection with the construction, operation or maintenance of the Project;

3. The minimum actual and direct third party hard construction costs shall be not less than the Minimum FF&E Costs and Minimum Shell Costs as stated in the City's Hotel Incentive Policy. Within sixty (60) days after the Project Completion Date, the Project Architect shall certify to the City in writing the actual Construction Costs incurred in connection with the Project, and shall deliver to the City all backup documentation necessary to calculate and confirm those Construction Costs.;

4. Upon completion of the Hotel, the Developer shall provide to the City, at Developer's sole cost and expense, an independent third party audit, by an auditor approved by the City confirming that the Hotel is operating or will operate consistent with the AAA Four Diamond Hotel Requirements;

5. Developer shall use good faith efforts to hire local residents and contract with local subcontractors, suppliers and other businesses; and,

6. Developer shall comply with the Prevailing Wage Statutes.

C. City Responsibilities

The Agreement imposes the following responsibilities on the City:

1. City shall pay Incentive Payments to the Developer pursuant to the Agreement, in an amount equal to seventy percent (70%) of the Transient Occupancy Tax (TOT) collected and remitted to the City during the Operating Period.
III. ECONOMIC INCENTIVES PROVIDED AND COST OF THE AGREEMENT

The City is making economic incentive payments to facilitate the development of the Project and the operation of the hotel. Per the Agreement and consistent with the City’s Hotel Incentive Policy, the cost to be incurred by the City is equal to 70% of the TOT generated by the Project over a term of 20 years.

IV. CONSIDERATION RECEIVED AND COMPARISON WITH THE ECONOMIC INCENTIVES PROVIDED

The City expects to receive a significant increase in TOT, property tax, sales tax and other revenues from the development of the Project. The analysis in this report only considers the revenue gains and losses at this specific parcel. As shown in Table 1, the key revenues are summarized below:

1. **Transient Occupancy Tax**—The current City TOT rate is 15% of room revenues. As shown in Attachment 1 – Table 1, the Project is projected to have an initial Average Daily Rate of $317 and an occupancy rate that stabilizes at 78.0%. In the first stabilized operating year, the room revenue is projected to be $53.8 million, which generates $8.1 million in TOT. At this level of performance, the Project will generate $206.8 million in TOT over the term of the Agreement. Assuming an 8% discount rate, the net present value of this revenue is $94.6 million.

2. **Property Tax** – Within the Site’s Tax Rate Area, the City receives 10.960% of the general property tax levy of 1.0% of assessed value, with the balance of the collected property taxes going to other taxing jurisdictions. As shown in Attachment 1 – Table 2, the assessed value of the Project is estimated at $265.8 million ($2016). The Project is projected to generate $306,000 in property tax to the City in the first stabilized operating year. At this level of value, the Project will generate $7.7 million in property tax to the City over the term of the Agreement. Assuming an 8.0% discount rate, the net present value of this revenue is $3.8 million.

3. **On-Site Sales Tax** – The City receives 1.0% of the taxable sales generated by the Project, with the balance of the sales tax going to other taxing jurisdictions. As a full-service hotel, the Project will have in-house dining facilities, bar facilities and meeting facilities that serve food and drink. In addition, the hotel has 17,600 square feet of commercial that will be leased to third-party operators. The sales of these tenants are estimated at $400 per square foot. As shown in Attachment 1 – Table 3, in the first stabilized operating year, taxable sales generated by the Project are estimated at $35.1 million, which generates $351,000 in sales tax to the City. Over the term of the Agreement, the Project would generate $9.1 million in sales tax. Assuming an 8.0% discount rate, the net present value of this revenue is $4.3 million.

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1 The hotel is projected to reach stabilization in Year 2 at a 78% occupancy level. The opening year occupancy level is estimated at 72%.
The Project would generate $8.7 million in TOT, sales tax and property tax in the first stabilized operating year and $223.6 million over the term of the Agreement, which has net present value of $102.7 million assuming an 8.0% discount rate. In addition, the Project will generate other miscellaneous tax revenues.

Per the Agreement and consistent with the City's Hotel Incentive Policy, the City's assistance is equal to 70% of the TOT generated by the Project over the Operating Period of 20 years. As shown in Table 2, the Incentive Payments are projected to be $144.8 million over this term, which have a net present value of $66.2 million assuming an 8.0% discount rate. Assuming these payments are made, the net revenue to the City over the term of the Agreement is $78.9 million, which has a net present value of $36.5 million assuming an 8.0% discount rate.

Currently, the Site generates $1.4 million in Existing City Revenues from TOT, property tax and sales tax. The Project will not generate these revenues at the Site during construction. In the first stabilized operating year (Year 3), the Project would generate $1.6 million in Net Incremental Revenue to the City (Project Revenues less Incentive Payments less Existing City Revenues). As shown in Table 2, the Net Incremental Revenue to the City over the term of the Agreement is $38.5 million, which has a net present value of $16.3 million (discounted at 8.0%).

V. CREATION OF ECONOMIC OPPORTUNITY AND PUBLIC PURPOSE

The implementation of this Agreement will provide economic incentives to encourage the development, construction and operation of the Project within the City which will:

1. Provide desirable and attractive experiences for both local residents and tourists;
2. Promote job creation opportunities in the City;
3. Indirectly encourage other property owners to upgrade and enhance properties;
4. Maintain and enhance a consistent business friendly environment;
5. Generate net increased TOT revenue to the City, which will assist in the revitalization of neighborhoods and support the public services provided by the City to its residents, visitors, and businesses;
6. Increase the economic competitiveness of the City;
7. Encourage maximum utilization of the Anaheim Convention Center; and,
8. Increase the number of visitors to the City, which will spend money on dining, retail and entertainment activities in the City.
VI. JOB CREATION

The Project is projected to create temporary jobs during construction, and full-time and part-time jobs during operation. It is estimated that 1,970 temporary construction jobs will be created during the construction period. After opening, the Developer estimates the Project will create 470 total jobs. These jobs are estimated to include 420 full-time time positions and 50 part-time positions.
# TABLE 1

CITY REVENUE PROJECTIONS
ANAHEIM PLAZA HOTEL
ANAHEIM, CALIFORNIA

<table>
<thead>
<tr>
<th>Project Year</th>
<th>Transient Occupancy Tax 1</th>
<th>City Share of Property Tax 2</th>
<th>On-Site Sales Tax 3</th>
<th>Gross Public Revenues</th>
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<td>-</td>
<td>$146,000</td>
<td>$86,000</td>
<td>$232,000</td>
</tr>
<tr>
<td>Const. 2018 - 19</td>
<td>-</td>
<td>294,000</td>
<td>86,000</td>
<td>380,000</td>
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<tr>
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<td>$7,246,000</td>
<td>300,000</td>
<td>320,000</td>
<td>7,866,000</td>
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<td>2 2020 - 21</td>
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<td>306,000</td>
<td>351,000</td>
<td>8,732,000</td>
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<tr>
<td>3 2021 - 22</td>
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<td>312,000</td>
<td>361,000</td>
<td>8,995,000</td>
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<tr>
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<td>371,000</td>
<td>9,259,000</td>
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<tr>
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<td>383,000</td>
<td>9,551,000</td>
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<tr>
<td>6 2024 - 25</td>
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<td>331,000</td>
<td>393,000</td>
<td>9,814,000</td>
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<tr>
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<td>338,000</td>
<td>404,000</td>
<td>10,105,000</td>
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<td>417,000</td>
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<td>463,000</td>
<td>11,584,000</td>
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<td>12,778,000</td>
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<tr>
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<td>537,000</td>
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<td>550,000</td>
<td>13,754,000</td>
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<tr>
<td>20 2038 - 39</td>
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<td>437,000</td>
<td>564,000</td>
<td>14,096,000</td>
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</tbody>
</table>

20 Year Term

| Nominal Total | $206,605,000 | $7,732,000 | $9,102,000 | $223,839,000 |
| NPV @ 8% | $94,622,000 | $3,847,000 | $4,265,000 | $102,734,000 |

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1 See ATTACHMENT 1 - TABLE 1.
2 See ATTACHMENT 1 - TABLE 2.
3 See ATTACHMENT 1 - TABLE 3.
## TABLE 2

**NET NEW CITY REVENUES**
ANAHEIM PLAZA HOTEL
ANAHEIM, CALIFORNIA

<table>
<thead>
<tr>
<th>Project Year</th>
<th>Gross Public Revenues</th>
<th>(Less) Project Subsidy at 70% of TOT</th>
<th>Net City Revenues</th>
<th>(Less) Annual Base Period Amount</th>
<th>Net Incremental Revenue to City</th>
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<tbody>
<tr>
<td>Const. 2017-18</td>
<td>$232,000</td>
<td>-</td>
<td>$232,000</td>
<td>($1,403,000)</td>
<td>($1,171,000)</td>
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<tr>
<td>Const. 2018-19</td>
<td>380,000</td>
<td>-</td>
<td>380,000</td>
<td>(1,437,000)</td>
<td>(1,057,000)</td>
</tr>
<tr>
<td>1 2019-20</td>
<td>7,868,000</td>
<td>(5,074,000)</td>
<td>2,794,000</td>
<td>(1,473,000)</td>
<td>1,321,000</td>
</tr>
<tr>
<td>2 2020-21</td>
<td>8,732,000</td>
<td>(6,553,000)</td>
<td>3,079,000</td>
<td>(1,509,000)</td>
<td>1,570,000</td>
</tr>
<tr>
<td>3 2021-22</td>
<td>8,995,000</td>
<td>(6,825,000)</td>
<td>3,170,000</td>
<td>(1,547,000)</td>
<td>1,623,000</td>
</tr>
<tr>
<td>4 2022-23</td>
<td>9,259,000</td>
<td>(6,999,000)</td>
<td>3,260,000</td>
<td>(1,585,000)</td>
<td>1,675,000</td>
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<td>(6,190,000)</td>
<td>3,361,000</td>
<td>(1,624,000)</td>
<td>1,737,000</td>
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<td>(1,665,000)</td>
<td>1,766,000</td>
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<td>3,551,000</td>
<td>(1,706,000)</td>
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<td>8 2026-27</td>
<td>10,422,000</td>
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<td>3,660,000</td>
<td>(1,748,000)</td>
<td>1,912,000</td>
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<td>2,082,000</td>
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<tr>
<td>12 2030-31</td>
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<td>(7,524,000)</td>
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<td>(1,928,000)</td>
<td>2,132,000</td>
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<tr>
<td>13 2031-32</td>
<td>11,872,000</td>
<td>(7,711,000)</td>
<td>4,161,000</td>
<td>(1,976,000)</td>
<td>2,186,000</td>
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<tr>
<td>14 2032-33</td>
<td>12,166,000</td>
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<td>4,262,000</td>
<td>(2,025,000)</td>
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<tr>
<td>15 2033-34</td>
<td>12,469,000</td>
<td>(8,102,000)</td>
<td>4,367,000</td>
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<tr>
<td>16 2034-35</td>
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<td>2,348,000</td>
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<tr>
<td>17 2035-36</td>
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<td>2,405,000</td>
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<tr>
<td>18 2036-37</td>
<td>13,421,000</td>
<td>(8,725,000)</td>
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<td>19 2037-38</td>
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<td>20 2038-39</td>
<td>14,086,000</td>
<td>(9,167,000)</td>
<td>4,929,000</td>
<td>(2,345,000)</td>
<td>2,584,000</td>
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### 20 Year Term

- **Nominal Total**: $223,639,000  ($144,765,000)  $78,874,000  ($40,381,000)  $38,493,000
- **NPV @ 8%**: $102,734,000  ($66,236,000)  $36,496,000  ($20,176,000)  $16,322,000

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1 Based on KMA's review of the current City revenues generated by the Site.

Prepared by: Keyser Marston Associates, Inc.
Filename: Anaheim Plaza Public Revenues-v5-jar;NetNew; DP
ATTACHMENT 1
PUBLIC REVENUE ANALYSIS
ANAHEIM PLAZA HOTEL
ANAHEIM, CALIFORNIA
<table>
<thead>
<tr>
<th>Project Year</th>
<th>Average Daily Rate</th>
<th>Stabilized Occupancy</th>
<th>Annual Room Revenues</th>
<th>TOT Revenues</th>
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<tr>
<td>1</td>
<td>$317.00</td>
<td>72.0%</td>
<td>$48,318,000</td>
<td>$7,248,000</td>
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<tr>
<td>2</td>
<td>$326.00</td>
<td>78.0%</td>
<td>$53,831,000</td>
<td>$8,075,000</td>
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<tr>
<td>3</td>
<td>$336.00</td>
<td>78.0%</td>
<td>$55,462,000</td>
<td>$8,322,000</td>
</tr>
<tr>
<td>4</td>
<td>$346.00</td>
<td>78.0%</td>
<td>$57,134,000</td>
<td>$8,570,000</td>
</tr>
<tr>
<td>5</td>
<td>$357.00</td>
<td>78.0%</td>
<td>$58,950,000</td>
<td>$8,843,000</td>
</tr>
<tr>
<td>6</td>
<td>$367.00</td>
<td>78.0%</td>
<td>$60,601,000</td>
<td>$9,090,000</td>
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<tr>
<td>7</td>
<td>$378.00</td>
<td>78.0%</td>
<td>$62,418,000</td>
<td>$9,363,000</td>
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<tr>
<td>8</td>
<td>$380.00</td>
<td>78.0%</td>
<td>$64,389,000</td>
<td>$9,660,000</td>
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<tr>
<td>9</td>
<td>$401.00</td>
<td>78.0%</td>
<td>$66,216,000</td>
<td>$9,932,000</td>
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<tr>
<td>10</td>
<td>$413.00</td>
<td>78.0%</td>
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<tr>
<td>11</td>
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<td>20</td>
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<td>78.0%</td>
<td>$87,298,000</td>
<td>$13,095,000</td>
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**20 Year Term**

- Nominal Total: $206,805,000
- Net Present Value @ 8%: $94,622,000

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1. Based on CBRE Market Demand Analysis. Assumes long term annual inflation rate of 2.5%.
2. Assumes 580 keys and 365 annual room nights per key.
3. Based on a 15.0% tax rate.
### ATTACHMENT 1 - TABLE 2

#### CITY SHARE OF PROPERTY TAX
**ANAHEIM PLAZA HOTEL**
**ANAHEIM, CALIFORNIA**

<table>
<thead>
<tr>
<th>Project Year</th>
<th>Total Assessed Value</th>
<th>Property Tax Revenues</th>
</tr>
</thead>
<tbody>
<tr>
<td>Const. 2017</td>
<td>$132,906,000</td>
<td>$146,000</td>
</tr>
<tr>
<td>Const. 2018</td>
<td>268,470,000</td>
<td>294,000</td>
</tr>
<tr>
<td>1 2019</td>
<td>273,839,000</td>
<td>300,000</td>
</tr>
<tr>
<td>2 2020</td>
<td>279,316,000</td>
<td>306,000</td>
</tr>
<tr>
<td>3 2021</td>
<td>284,902,000</td>
<td>312,000</td>
</tr>
<tr>
<td>4 2022</td>
<td>290,600,000</td>
<td>318,000</td>
</tr>
<tr>
<td>5 2023</td>
<td>296,412,000</td>
<td>325,000</td>
</tr>
<tr>
<td>6 2024</td>
<td>302,340,000</td>
<td>331,000</td>
</tr>
<tr>
<td>7 2025</td>
<td>308,387,000</td>
<td>338,000</td>
</tr>
<tr>
<td>8 2026</td>
<td>314,555,000</td>
<td>345,000</td>
</tr>
<tr>
<td>9 2027</td>
<td>320,846,000</td>
<td>352,000</td>
</tr>
<tr>
<td>10 2028</td>
<td>327,263,000</td>
<td>359,000</td>
</tr>
<tr>
<td>11 2029</td>
<td>333,808,000</td>
<td>366,000</td>
</tr>
<tr>
<td>12 2030</td>
<td>340,484,000</td>
<td>373,000</td>
</tr>
<tr>
<td>13 2031</td>
<td>347,294,000</td>
<td>381,000</td>
</tr>
<tr>
<td>14 2032</td>
<td>354,240,000</td>
<td>388,000</td>
</tr>
<tr>
<td>15 2033</td>
<td>361,325,000</td>
<td>396,000</td>
</tr>
<tr>
<td>16 2034</td>
<td>368,552,000</td>
<td>404,000</td>
</tr>
<tr>
<td>17 2035</td>
<td>375,923,000</td>
<td>412,000</td>
</tr>
<tr>
<td>18 2036</td>
<td>383,441,000</td>
<td>420,000</td>
</tr>
<tr>
<td>19 2037</td>
<td>391,110,000</td>
<td>429,000</td>
</tr>
<tr>
<td>20 2038</td>
<td>398,932,000</td>
<td>437,000</td>
</tr>
</tbody>
</table>

**20 Year Term**
- Nominal Total: $7,732,000
- Net Present Value @ 8%: $3,647,000

---

1. Based on a KMA estimate of assessed value of $265,811,111 ($2016). Assumes cumulative construction phasing of 0% in 2016-17; 50% in 2017-18; and 100% in 2018-19. Assessed value inflates at 2.0% annually.
2. Based on a 1% general levy and a city share of 10.96%, based on information obtained from the Orange County Auditor-Controller. Calculation does not include voter-approved indebtedness or special assessments.
## ATTACHMENT 1 - TABLE 3

**ON-SITE SALES TAX PROJECTION**

ANAHEIM PLAZA HOTEL
ANAHEIM, CALIFORNIA

<table>
<thead>
<tr>
<th>Project Year</th>
<th>Construction Taxable Sales</th>
<th>Hotel Taxable Sales 1</th>
<th>Leased Commercial Taxable Sales 2</th>
<th>Total Taxable Sales 3</th>
<th>City Sales Tax Revenues 4</th>
</tr>
</thead>
<tbody>
<tr>
<td>Const. 2017</td>
<td>$8,613,000</td>
<td>-</td>
<td>-</td>
<td>$8,613,000</td>
<td>$96,000</td>
</tr>
<tr>
<td>Const. 2018</td>
<td>8,613,000</td>
<td>-</td>
<td>-</td>
<td>8,613,000</td>
<td>86,000</td>
</tr>
<tr>
<td>1 2019</td>
<td>-</td>
<td>$24,992,000</td>
<td>$7,040,000</td>
<td>32,032,000</td>
<td>320,000</td>
</tr>
<tr>
<td>2 2020</td>
<td>-</td>
<td>27,844,000</td>
<td>7,216,000</td>
<td>35,060,000</td>
<td>351,000</td>
</tr>
<tr>
<td>3 2021</td>
<td>-</td>
<td>28,688,000</td>
<td>7,396,000</td>
<td>36,084,000</td>
<td>361,000</td>
</tr>
<tr>
<td>4 2022</td>
<td>-</td>
<td>29,552,000</td>
<td>7,581,000</td>
<td>37,133,000</td>
<td>371,000</td>
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<tr>
<td>5 2023</td>
<td>-</td>
<td>30,481,000</td>
<td>7,771,000</td>
<td>38,252,000</td>
<td>383,000</td>
</tr>
<tr>
<td>6 2024</td>
<td>-</td>
<td>31,345,000</td>
<td>7,965,000</td>
<td>39,310,000</td>
<td>393,000</td>
</tr>
<tr>
<td>7 2025</td>
<td>-</td>
<td>32,285,000</td>
<td>8,164,000</td>
<td>40,449,000</td>
<td>404,000</td>
</tr>
<tr>
<td>8 2026</td>
<td>-</td>
<td>33,310,000</td>
<td>8,368,000</td>
<td>41,678,000</td>
<td>417,000</td>
</tr>
<tr>
<td>9 2027</td>
<td>-</td>
<td>34,250,000</td>
<td>8,577,000</td>
<td>42,827,000</td>
<td>428,000</td>
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<tr>
<td>10 2028</td>
<td>-</td>
<td>35,274,000</td>
<td>8,791,000</td>
<td>44,065,000</td>
<td>441,000</td>
</tr>
<tr>
<td>11 2029</td>
<td>-</td>
<td>36,156,000</td>
<td>9,011,000</td>
<td>45,167,000</td>
<td>452,000</td>
</tr>
<tr>
<td>12 2030</td>
<td>-</td>
<td>37,060,000</td>
<td>9,236,000</td>
<td>46,296,000</td>
<td>463,000</td>
</tr>
<tr>
<td>13 2031</td>
<td>-</td>
<td>37,987,000</td>
<td>9,467,000</td>
<td>47,454,000</td>
<td>475,000</td>
</tr>
<tr>
<td>14 2032</td>
<td>-</td>
<td>38,837,000</td>
<td>9,704,000</td>
<td>48,641,000</td>
<td>486,000</td>
</tr>
<tr>
<td>15 2033</td>
<td>-</td>
<td>39,910,000</td>
<td>9,947,000</td>
<td>49,857,000</td>
<td>499,000</td>
</tr>
<tr>
<td>16 2034</td>
<td>-</td>
<td>40,908,000</td>
<td>10,196,000</td>
<td>51,104,000</td>
<td>511,000</td>
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<tr>
<td>17 2035</td>
<td>-</td>
<td>41,931,000</td>
<td>10,451,000</td>
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<tr>
<td>18 2036</td>
<td>-</td>
<td>42,979,000</td>
<td>10,712,000</td>
<td>53,691,000</td>
<td>537,000</td>
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<tr>
<td>19 2037</td>
<td>-</td>
<td>44,053,000</td>
<td>10,980,000</td>
<td>55,033,000</td>
<td>550,000</td>
</tr>
<tr>
<td>20 2038</td>
<td>-</td>
<td>45,154,000</td>
<td>11,255,000</td>
<td>56,409,000</td>
<td>564,000</td>
</tr>
</tbody>
</table>

### 20 Year Term

<table>
<thead>
<tr>
<th></th>
<th>Nominal Total</th>
<th>Net Present Value @ 8%</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$713,116,000</td>
<td>$326,280,000</td>
</tr>
<tr>
<td></td>
<td>$179,826,000</td>
<td>$62,997,000</td>
</tr>
<tr>
<td></td>
<td>$910,170,000</td>
<td>$426,503,000</td>
</tr>
<tr>
<td></td>
<td>$9,102,000</td>
<td>$4,265,000</td>
</tr>
</tbody>
</table>

---

1 Based on Building Shell & FF&E costs of $208,800,000. Assumes a materials share of 50%; a taxable share of 50% ; and 33% of sales taking place within city limits.

2 Based on CBRE Market Demand Analysis. Long term inflation rate is set at 2.5%.

3 Based on a 17,600 square feet of leased commercial and Year 1 taxable sales of $400 per square foot. Inflates at 2.5% annually.

4 Assumes a 1% city share.
1700 SOUTH HARBOR

APPLICATION FOR OPERATING COVENANT AGREEMENT
UNDER HOTEL INCENTIVE POLICY
# TABLE OF CONTENTS

1  COVER LETTER  
2  EXECUTIVE SUMMARY  
3  REQUIRED ELEMENTS  
   3.1  EVIDENCE OF SITE CONTROL  
   3.2  DEVELOPMENT TEAM  
   3.3  HOTEL DESIGN  
   3.4  PROPOSED SHELL & FFE COSTS  
   3.5  HOTEL OPERATIONS TEAM & OPERATING PLAN  
   3.6  BRAND / FLAG / HOTEL OPERATOR  
4  HOTEL PERFORMANCE & IMPACT STUDIES SCHEDULE  
5  STATEMENTS OF COMPLIANCE  

4  6  10  11  16  46  87  89  95  100  102
January 12, 2016

Dear Mr. Emery:

On behalf of Good Hope International, Inc., an affiliate of Wincome Group, we are pleased to submit to you this application for an Operating Covenant Agreement under the City’s recently adopted Hotel Incentive Program. It is our intention and well within the capability of our team to develop, open and operate a Luxury Hotel to the AAA Four Diamond Standard and consistent with the City policy at our site located at 1700 S. Harbor Boulevard, at the corner of Harbor Boulevard and Disney Way in the heart of the Anaheim Resort.

We are honored to be the first applicant under the City’s new Hotel Incentive Program. We are big believers in the Anaheim tourism and hotel market and believe it will be one of the leading leisure, convention and business travel destinations in the globe for decades to come. We have been in this market for almost 20 years and are proud of our long standing connections to this community. Now is the right time to bring true AAA Four Diamond Luxury hotels to this market.

As you and your team will see upon reviewing this submission package, we have assembled a world-class team of architects and designers to develop a stunning luxury hotel more than worthy of being the first applicant under this policy. We wanted a hotel at 1700 S. Harbor Boulevard that could anchor what will quickly become a destination within the destination at the landmark corner of Harbor Boulevard and Disney Way.

Our hotel management and operations team knows how to run Luxury Hotels once developed and opened. If you visit any of our properties, regardless of whether the property itself is physically a AAA Four Diamond Hotel, it is our policy to give guests a Four Diamond experience. Customer service is at the core of our values and our business model.

Our hotel at 1700 S. Harbor Boulevard will be a major economic benefit to the Anaheim, exactly as intended by the policy. During the development phase, the construction of the hotel will provide hundreds of high-skill, high-wage jobs for members of the building trades. We are eager to comply with and hope to exceed the Policy’s requirements for construction standards, local hiring, and the use of local contractors and suppliers.

Once opened, the new hotel will be significantly better for the people of Anaheim than the current site. The hotel will employ hundreds of people itself, and the associated retail and restaurant space will provide hundreds of additional jobs.

Of course, as indicated by the included financial performance and hotel operations studies, the hotel will instantly become one of the largest generators of transient occupancy taxes (TOT) for the city. With the larger number of rooms, significantly higher room rates, and higher projected occupancy than the current hotel, the city’s collection of TOT at this location will rise from under one million dollars per year to over seven million dollars. Property tax and sales tax generation at this site, of which the city gets a portion, will also significantly increase.

We look forward to your review of this application under the Hotel Incentive Program, as well as our ongoing site plan review with your Planning Department. Please let us know if we can provide any further information or assistance to you as we move forward with this exciting new hotel that we are confident will be an incredible success for us and the City of Anaheim.

Sincerely,

Paul Sanford
CEO, Good Hope International
2. EXECUTIVE SUMMARY

Executive Summary
Good Hope International, Inc., an affiliate of Wincome Group, has filed an application with the City of Anaheim to demolish the existing Anaheim Plaza Hotel & Suites and redevelop the site as a Luxury Hotel.

The site is located at 1700 South Harbor Boulevard in Anaheim at the south east corner of Harbor Boulevard and Disney Way.

The proposed hotel will be consistent with the City’s recently adopted Hotel Incentive Policy and built, opened, and operated at the standards of the City Policy and the AAA Four Diamond Hotel Rating Guidelines for exterior architecture, public areas, entry/common areas, facilities, recreation areas, meeting spaces, guest rooms, bathrooms, and operational/hospitality standards.

The project application is currently undergoing site plan review at the City of Anaheim’s Planning Department. The City is processing an Addendum to the Disneyland Resort Specific Plan as part of that development application. Good Hope International is seeking site plan approval and a development agreement for this property. We hope to be before the Anaheim Planning Commission this Spring and before the Anaheim City Council by late Spring.

Additionally, Good Hope International is seeking an Operating Covenant Agreement under the City’s recently adopted Hotel Incentive Program. This package and application before you will show that it is our intention and well within the capability of our team to develop, open and operate a Luxury Hotel to the AAA Four Diamond Standard and consistent with the City policy.

We believe that this site, at the corner of Harbor Boulevard and Disney Way in the heart of the Anaheim Resort, is the perfect place for a Luxury Hotel and will help the transformation of this iconic intersection into a destination within the destination. Along with exciting improvements underway by our neighbors to the north and to the east of our site, the corner of Harbor Blvd and Disney Way will become a new epicenter of the Anaheim Resort, further enhancing the guest and resident experience who come to enjoy these new amenities.

We are honored to be the first applicant under the City’s new Hotel Incentive Program. We know that as the first applicant under policy, we set a standard for others to follow. We join the City of Anaheim in wanting to set that standard high.

Good Hope International and our parent at Wincome Group are big believers in the Anaheim tourism and hotel market and know it will be one of the leading leisure, convention and business travel destinations on the globe for decades to come. We have been in this market for almost 20 years and are proud of our long standing connections to this community. Now is the right time to bring true AAA Four Diamond Luxury hotels to this market.

You will find in this submission package all of the required elements under the policy for the development and operation of the hotel that clearly will meet and exceed the standards in the Policy.

Site Control
We acquired the property on June 16, 2015 and have included herein evidence of that transaction and ownership of the site.

Description of Development Team
As you and your team will see upon reviewing this submission package, we have assembled a world-class team of architects and designers to develop a stunning luxury hotel more than worthy of being the first applicant under this policy. We wanted a hotel at 1700 S. Harbor Boulevard that could anchor what will quickly become a destination within the destination at the landmark corner of Harbor Boulevard and Disney Way. Details on our team follow and are summarized here:

Developer:
Good Hope International, Inc., an affiliate of Wincome Group

Key Staff:
Paul Sanford,
CEO Good Hope International
Jeffrey Anglada, AIA, LEED AP BD+C
Director of Developments
Colin Winchell, Assoc. AIA, LEED Green GA
Design Manager

Architect:
HKS

Key Staff:
Don Harrier, AIA, CDS, LEED AP
Office Director/Principal-in-Charge
Tom Sprinkle, AIA
Director of Design
Phil Hyndman, AIA, LEED AP
Project Manager
Jessica Sager
Project Designer
2. EXECUTIVE SUMMARY

Interior Designer:
Dianna Wong Architecture + Interior Design

Key Staff:
Dianna Wong, Principal
Jason Tien, Senior Project Manager
Mayra Mazariegos-Villalta, Project Designer
Debbie Chang, Project Designer

Landscape Architect:
Burton Landscape Architecture Studio

Key Staff:
Wm. S. Burton, FASLA, Principal
Roger Wilcox, Principal Design Engineer
Joel Harms, ASLA, Principal Designer
Matthew Uyeda, Executive Project Manager

General Contractor: Good Hope International is in the process of selecting a General Contractor from among five short-listed firms. Each has experience with Luxury Hotel products. We anticipate making a selection in Second Quarter 2016. When selected, we will task that GC with pre-construction management services.

Hotel Management: Good Hope International will operate this hotel ourselves, utilizing personnel drawn from our already outstanding hotel operations staff that operate all our hotels, from a management and service perspective, at the AAA Four Diamond standard.

Conceptual Hotel Design and Operating Plan
Hotels achieve the AAA Four Diamond Rating through an exhaustive review of the exterior and interior design and presentation of the hotel, including facades, public areas, facilities and guest rooms; and a similarly exhaustive review of the standards of service, hospitality and guest experience that will be presented once opened. Less than five percent of the hotels reviewed by AAA in North America achieve the Four Diamond standard.

The design and operating plan of the new hotel at 1700 South Harbor Boulevard in Anaheim will meet and exceed these standards. As you will see in greater detail in this submission, the design of the hotel, the landscaping, the interior spaces, common and public areas, and guest rooms themselves will clearly meet the AAA Four Diamond Standard and the City’s parallel standards which echo the AAA guidelines.

Once built, our hotel operations team, which already provides a level guest service and hospitality at the Four Diamond Standard in all our hotels, will bring that same meticulous level of care to ensure we meet or exceed AAA Four Diamond standards in operations as well. From reservation, arrival and check-in; to concierge, housekeeping, bell service and room service; to the final guest experience as one checks out and picks up a car from valet; guests at this hotel will know that luxury has truly arrived in Anaheim.

We welcome your executive review of our design and operating plans here, with much greater detail to follow.

Hotel Design
Originally opened at 1700 South Harbor Blvd in 1960 as the Charterhouse Hotel, opposite the main Disneyland entrance, this site was one of the original luxury hotels of Anaheim. 55 years later, a redevelopment of this property is being proposed by the Wincome Group. The proposed 580-room resort stays true to the original concept of the Charterhouse, setting the standard for modern, Luxury resort living. 1700 South Harbor will be an appealing addition to the Anaheim resort market. Designed in a Southern Californian contemporary vernacular, this new 4-Star hotel and resort will set new standards in the heart of Anaheim. Optimizing the large 9-acre site and its location on South Harbor Blvd, the redevelopment is designed to create an immersive experience for guests and visitors while staying authentic to its heritage as a complete lifestyle resort.

Hotel Operating Plan
Our hotel management and operations team knows how to run Luxury Hotels, once developed and opened. If you visit any of our properties, regardless of whether the property itself is physically a AAA Four Diamond Hotel or not, it is our policy to give guests a Four Diamond experience. Customer service is at the core of our values and our business model.

The AAA Four Diamond Hotel Service and Hospitality guidelines leave no room for compromise in the guest experience. Standards detail to the highest level how guests are to be treated through Reservations, Arrival, Check-In, Bell Service, Evening and Morning Housekeeping, Wake-Up Calls, Room Service, Concierge Service, Check-Out procedures, and Departure Experience, as well as the overall professionalism of all staff.

We invite you to visit any property currently operated by our team at any Wincome Group affiliated hotel and you will see a level of training, attitude, concern for customer service, and pride in work that is a hallmark of how we operate our hotels. That same level of dedication will be brought to 1700 South Harbor, as detailed later in this package.

Project Shell Costs
The City’s Hotel Policy requires a minimum Shell Cost expenditure of $225,000 per hotel room, adjusted annually. In 2016, we understand this is adjusted to $229,000 per room. For the 580 room hotel proposed for 1700 South Harbor Boulevard, this would require a minimum shell cost expenditure of $133,400,000. Our current Shell Cost budget for the hotel is $188,500,000 which exceeds the City policy minimum by 41.3%.

Projected Furniture, Fixtures & Equipment (FF&E) Costs
The City’s Hotel Policy requires a minimum Furniture, Fixtures & Equipment (FF&E) cost expenditure of $25,000 per hotel room, adjusted annually. As provided in greater detail in this submission, we plan to operate this hotel ourselves. Our hotel operations team has current experience operating AAA Four Diamond rated hotels in Orange County. We intend to do so in Anaheim as well.

Our primary discussions with national brands and flags have centered on the Starwood portfolio of luxury hotel brands, none of which are currently represented in Anaheim. The pending acquisition of Starwood Hotels by Marriott may impact these discussions, and we are also in contact with Marriott about their luxury brands that are not currently in or planned for Anaheim.

Some additional detail of these discussions are provided herein, and we will keep the City of Anaheim informed about our ongoing discussion with luxury hotel brands.

Evidence of Interest by a Brand, Flag and Hotel Operator in Operating a Luxury Hotel in Anaheim
As provided in greater detail in this submission, we plan to operate this hotel ourselves. Our hotel operations team has current experience operating AAA Four Diamond rated hotels in Orange County. We intend to do so in Anaheim as well.

Our primary discussions with national brands and flags have centered on the Starwood portfolio of luxury hotel brands, none of which are currently represented in Anaheim. The pending acquisition of Starwood Hotels by Marriott may impact these discussions, and we are also in contact with Marriott about their luxury brands that are not currently in or planned for Anaheim.

Some additional detail of these discussions are provided herein, and we will keep the City of Anaheim informed about our ongoing discussion with luxury hotel brands.
2. EXECUTIVE SUMMARY

Development Schedule
A detailed and proposed development schedule is included in this submission, subject to economic conditions and other external events.

If full entitlements are granted by the City by May of 2016, our current plan is to pull demolition and building permits in first quarter of 2017, demolishing the existing site, and having the new hotel operating in early 2019.

Hotel Performance/Economic Assistance Program Information
Our hotel at 1700 S. Harbor Boulevard will be a major economic benefit to Anaheim, exactly as intended by the policy. We have engaged Bruce Baltin of PKF Consulting to produce studies and projections of the performance and economic impact of the hotel during both the development phase of the hotel and operations phase after opening. Copies of his studies are included in this submission.

During the development phase, the construction of the hotel will provide hundreds of high-skill, high-wage jobs for members of the building trades.

Once opened, the new hotel will be significantly better for the people of Anaheim than the current site. The hotel will employ hundreds of people itself, and the associated retail and restaurant space will provide hundreds of additional jobs.

Of course, as indicated by the included financial performance and hotel operations studies, the hotel will instantly become one of the largest generators of transient occupancy taxes (TOT) for the city. With the larger number of rooms, significantly higher room rates, and higher projected occupancy than the current hotel, the city’s collection of TOT at this location will rise from under one million dollars per year to over seven million dollars. Property tax and sales tax generation at this site, of which the city receive a portion, will also significantly increase.

Prevailing Wage, Local Hire, Local Contracting, Local Suppliers, Journeymen, Apprenticeship, and OSHA Compliance.
Please find herein our statement of intention to comply with all city requirements as part of the Hotel Incentive Policy regarding prevailing wage.

All General Contractors under consideration for selection to help us build this hotel have been made aware of and support these provisions as well.

Conclusion
We look forward to your review of this application under the Hotel Incentive Program, as well as our ongoing site plan review with your Planning Department. Please let us know if we can provide any further information or assistance to you as we move forward with this exciting new hotel that we are confident will be an incredible success for us and the City of Anaheim.
3.1 EVIDENCE OF SITE CONTROL
3.1 EVIDENCE OF SITE CONTROL

VIA USPS

Good Hope International, Inc.,
c/o Renaissance Inc.
3359 Avenue of the Arts
Costa Mesa, CA 92626
Attn: Paul Sanford

Re: Grant Deed / Order # 00037320-X49

Paul,

In connection with the above referenced matter, please find enclosed the following:
- Conformed copy of the Grant Deed – Instrument # 2015-0324925
- Original Grant Deed

Should you have any questions or need anything additional, please don’t hesitate to contact our office.

Thank you,

Stacy Wei
Title Assistant
Chicago Title Company
725 S. Figueroa Street, Suite # 200
Los Angeles, CA 90017
Tel: 213-488-4345

CHICAGO TITLE COMPANY

RECORDING REQUESTED BY AND WHEN RECORDED MAIL TO AND MAIL TAX STATEMENTS TO:
Good Hope International, Inc.
c/o Renaissance Inc.
3359 Avenue of the Arts
Costa Mesa, CA 92626
Attn: Paul Sanford

The grantor and the grantee in this conveyance are comprised of the same parties who continue to hold the same proportionate interest in the property, R & T 11/9234.

GRANT DEED

FOR VALUABLE CONSIDERATION, the receipt and adequacy of which are hereby acknowledged, BRIGHT HOPE INTERNATIONAL, LLC, a California limited liability company (“Grantor”), hereby GRANTS to GOOD HOPE INTERNATIONAL, INC., a California corporation (“Grantee”), the real property situated in the County of Orange, State of California, and more particularly described on Schedule “I” attached hereto and made a part hereof, subject to all prior liens and encumbrances, and all terms, conditions, covenants, restrictions and reservations of record.

[REMAINder OF PAGE LEFT INTENTIONALLY BLANK]

ACCOMMODATION RECORDING
3.1 EVIDENCE OF SITE CONTROL

CHICAGO TITLE COMPANY

RECORDING REQUESTED BY
AND WHEN RECORDED MAIL TO
AND MAIL TAX STATEMENTS TO:

Good Hope International, Inc.
c/o Rosanna Inc.
5350 Avenue of the Arts
Costa Mesa, CA 92626
Attention: Paul Sanford

The grantor and the grantee in this conveyance are comprised of the same parties who continue to hold the same proportionate interest in the property, R & T 11925(d).

GRANT DEED

FOR VALUABLE CONSIDERATION, the receipt and adequacy of which are hereby acknowledged, BRIGHT HOPE INTERNATIONAL, LLC, a California limited liability company ("Grantee"), hereby GRANTS to GOOD HOPE INTERNATIONAL, INC., a California corporation ("Grantor"), the real property situated in the County of Orange, State of California, and more particularly described on Schedule "T" attached hereto and made a part hereof, subject to real property taxes and assessments not delinquent, and all liens, easements, covenants, conditions and restrictions of record.

[REMAINDER OF PAGE LEFT INTENTIONALLY BLANK]

Dated: June 6, 2015

GRANTOR:

BRIGHT HOPE INTERNATIONAL, LLC,
A California limited liability company

By:

ACKNOWLEDGEMENT

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

STATE OF CALIFORNIA
)

COUNTY OF LOS ANGELES
)

On June 6, 2015, before me, Dave Hyman, a notary public, personally appeared [Name of Person], who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PUNISHMENT OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

[Signature]
Notary Public

[Seal]
3.1 EVIDENCE OF SITE CONTROL

Schedule 1 to Grant Deed

Legal Description

THE LAND REFERRED TO HEREIN BELOW IS SITUATED IN THE COUNTY OF ORANGE, STATE OF CALIFORNIA, AND IS DESCRIBED AS FOLLOWS:

PARCEL 1:

THE EAST 660.00 FEET OF THE WEST 720.00 FEET OF THE NORTH 585.00 FEET OF THE SOUTH 1360 FEET OF THE SOUTHEAST QUARTER OF SECTION 22, TOWNSHIP 4 SOUTH, RANGE 10 WEST, IN THE RANCHO SAN JUAN CAJOR DE SANTA ANA, IN THE CITY OF ANAHEIM, COUNTY OF ORANGE, STATE OF CALIFORNIA, AS FOR MAP RECORDED IN BOOK 51, PAGE 10 OF MISCELLANEOUS MAPS, IN THE OFFICE OF THE COUNTY RECORDER OF SAID COUNTY.

EXCEPT THAT PORTION THEREOF DESCRIBED AS FOLLOWS:

BEGINNING AT A POINT SOUTH 0°12′12″ EAST 15.03 FEET FROM THE NORTHWEST CORNER OF THE ABOVE DESCRIBED PROPERTY SAID POINT BEING ON THE EASTERLY LINE OF HARBOUR BOULEVARD 120 FEET WIDE; THENCE SOUTH 0°12′12″ EAST ALONG SAID EASTERLY LINE 165.08 FEET; THENCE NORTH 89°54′30″ EAST PARALLEL TO THE NORTHERLY LINE OF ABOVE DESCRIBED PARCEL 111.34 FEET; THENCE NORTH 0°12′12″ WEST PARALLEL TO THE EASTERLY LINE OF HARBOUR BOULEVARD 30.75 FEET; THENCE NORTH 89°54′30″ EAST 38.66 FEET; THENCE NORTH 0°12′12″ WEST 84.36 FEET TO A POINT ON THE SOUTHERLY LINE OF FREEMAN WAY, 60.00 FEET WIDE; THENCE ALONG THE SOUTH LINE OF SAID FREEMAN WAY, SOUTH 89°54′30″ WEST 134.97 FEET TO THE BEGINNING OF A CURVE CONCAVE SOUTHEASTERLY AND HAVING A RADIUS OF 15.00 FEET; THENCE WESTERLY AND SOUTHERLY ALONG SAID CURVE THROUGH A CENTRAL ANGLE OF 90°07′22″ A LENGTH OF 23.60 FEET TO THE TRUE POINT OF BEGINNING OF THIS DESCRIPTION.

ALSO EXCEPTING THEREFROM THAT PORTION OF SAID LAND DESCRIBED IN THAT GRANT DEED TO THE CITY OF ANAHEIM RECORDED FEBRUARY 11, 1999 AS INSTRUMENT NO. 19900101952, OF OFFICIAL RECORDS.

PARCEL 2:

BEGINNING AT A POINT ON THE EASTERLY LINE OF HARBOUR BOULEVARD 120.00 FEET WIDE AND 60.00 FEET SOUTH OF THE NORTHERLY LINE OF THE FOLLOWING DESCRIBED PARCEL:

BEGINNING AT A POINT ON THE EAST LINE OF SECTION 22, TOWNSHIP 4 SOUTH, RANGE 10 WEST, SAN BERNARDINO MERIDIAN, DESIGNATED BY A STAKE MARKED "A", 675 FEET NORTH OF THE SOUTHEAST CORNER OF SAID SECTION 22;

THENCE NORTH 645 FEET ALONG THE EAST LINE OF SAID SECTION 22, TO A POINT DESIGNATED BY A STAKE MARKED "B" AT THE JUNCTURE OF THE EAST LINE OF SAID SECTION 22, WITH THE SOUTH LINE OF LAND FORMERLY OWNED BY H.D. PELHEMUS;

THENCE WEST 2640 FEET PARALLEL WITH THE SOUTH LINE OF SAID SECTION 22, AND AT A UNIFORM DISTANCE THEREFROM OF 1320 FEET TO A POINT DESIGNATED BY A STAKE MARKED "C";

THENCE SOUTH 645 FEET PARALLEL WITH THE EAST LINE OF SAID SECTION 22 AND AT A UNIFORM DISTANCE THEREFROM OF 2640 FEET TO A POINT DESIGNATED BY A STAKE MARKED "D", 675 FEET DISTANT FROM AND NORTH OF THE SOUTHWEST CORNER OF THE SOUTHEAST QUARTER OF SAID SECTION 22;

THENCE EAST 2640 FEET PARALLEL WITH THE SOUTH LINE OF SAID SECTION 22 AND AT A UNIFORM DISTANCE THEREFROM OF 675 FEET TO THE POINT OF BEGINNING.

CONTINUING SAID DESCRIPTION SOUTH 0°13′22″ EAST 15.01 FEET ALONG THE EASTERLY LINE OF HARBOUR BOULEVARD TO THE TRUE POINT OF BEGINNING,

THENCE SOUTH 0°13′22″ EAST ALONG SAID EASTERLY LINE 100.08 FEET;

THENCE NORTH 89°54′30″ EAST PARALLEL TO THE NORTHERLY LINE OF ABOVE DESCRIBED PARCEL 111.34 FEET;

THENCE NORTH 0°13′22″ WEST ALONG SAID EASTERLY LINE OF HARBOUR BOULEVARD 30.75 FEET; THENCE NORTH 89°54′30″ EAST 38.66 FEET;

THENCE NORTH 0°13′22″ WEST 84.36 FEET TO A POINT ON THE SOUTHERLY LINE OF SAID NORTHERLY 60.00 FEET OF THE ABOVE DESCRIBED PARCEL;

THENCE ALONG THE SOUTH LINE OF SAID NORTHERLY 60.00 FEET SOUTH 89°54′30″ WEST 134.97 FEET TO THE BEGINNING OF A CURVE CONCAVE SOUTHEASTERLY AND HAVING A RADIUS OF 15.00 FEET;

THENCE WESTERLY AND SOUTHERLY ALONG SAID CURVE THROUGH A CENTRAL ANGLE OF 90°07′22″ A LENGTH OF 23.60 FEET TO THE TRUE POINT OF BEGINNING OF THIS DESCRIPTION.
3.1 EVIDENCE OF SITE CONTROL

EXCEPTING THEREFROM THAT PORTION OF SAID LAND DESCRIBED IN THAT GRANT DEED TO THE CITY OF ANAHEIM RECORDED FEBRUARY 11, 1999 AS INSTRUMENT NO. 1999010122, OFFICIAL RECORDS OF SAID COUNTY.

APN: 083-271-09, 10
3.2 DEVELOPMENT TEAM
Paul Sanford

ROLE: CEO

Paul Sanford is the Chief Executive Officer of Good Hope International as well as the Asset Manager for the Wincome Group’s investments in the US. Since joining Good Hope International and Wincome Group in 1991, Paul has overseen the group’s investments in a number of real estate sectors including residential, commercial, and retail properties in California and Texas. Hospitality has always been a major investment for Wincome and Paul currently oversees four hotel properties here in Southern California.

A graduate of Pepperdine University, Mr. Sanford earned a bachelor’s degree in Business Administration and Master’s in Business and Management. Mr. Sanford began his career in the Hospitality industry in 1978 in Maui, Hawaii where his first managerial position was with the Inter-Continental Hotel Group. With over 20 years of experience, Mr. Sanford’s talents have encompassed both the Hospitality and Real Estate industries where he has experience in both asset management and development. Mr. Sanford has held executive-level positions with a variety of upscale and luxury boutique hotels, along with brands such as Wyndham, Hyatt, Westin, and Holiday Inn hotel groups as well as independent boutique hotel properties gaining firsthand knowledge of all aspects of the trade. Paul has also gained hands on experience in full construction, opening, rebranding, renovation, and construction of residential and commercial real estate assets. Prior to joining Good Hope International and Wincome Group, Mr. Sanford was the owner and Chief Operating Officer of a successful restaurant group with a portfolio that included multiple, high-end dinner houses throughout California’s Central Coast.

BACKGROUND

MBA, Business Administration & Finance, Pepperdine University BS,

ASSOCIATIONS

• Continuous leadership positions in numerous non-profit organizations for the past ten years.
• City of Anaheim Transportation Network - Chairman
• Anaheim Convention and Visitors Bureau-Board Member
• Anaheim Hotel and Motel Association - Board of Directors
• Pepperdine University Alumni
• Cypress College - Adjunct-Hospitality Instructor

CERTIFICATIONS

Hawaii Real Estate License Certified Food and Beverage Executive

ACHIEVEMENTS & AWARDS

Avenue of the Arts Hotel
Costa Mesa, CA
ROLE: General Manager/Director of Operations/CEO

Anabella Resort Hotel
Anaheim, CA
ROLE: General Manager/Director of Operations/CEO

1700 S Harbor Resort Hotel
Anaheim, CA
ROLE: General Manager/Director of Operations/CEO

Carousel Inn & Suites
Anaheim, CA
ROLE: General Manager

FJS, Inc.
Santa Ana, CA
ROLE: Asset Manager

Triguild Inc.,
Del Mar, CA
ROLE: General Manager

Redican King
San Luis Obispo, CA
ROLE: District Asset Manager/General Manager

Redican King Seaventure Hotel and Restaurant
Pismo Beach, CA
ROLE: General Manager

Hotel Intercontinental Maui
Maui, HI
ROLE: Hotel Management

Westin Wailea Beach Hotel
Maui, HI
ROLE: Hotel Management

Hyatt Regency Waikoloa
Maui, HI
ROLE: Hotel Management
Jeffrey Anglada

AIA | LEED AP BD+C
ROLE: Director of Developments

Throughout Jeff’s nearly 20 years of experience, he has been dedicated to the effective management of teams, processes and documents. As a trained and licensed architect, he supports a culture of design and promotes environmental sustainability for projects in the hospitality, institutional and mixed-use market segments. Strong professional relationships, effective teamwork, and an energized workforce are his priorities.

Prior to joining Good Hope International, Jeff was the Design Manager for One Beverly Hills, a mixed-use development comprised of a 5-star hotel and luxury condominiums designed by Richard Meier Partners. Before his role in real estate development, his career was focused on project management of large, billion-dollar plus projects including; One Beverly Hills, LAX International Terminal, and the Lincoln Center Redevelopment. Other notable projects include The Broad Museum in Los Angeles, and the National Baseball Hall of Fame in Cooperstown, NY.

Jeff holds a Bachelor Degree in Architecture and is completing his Masters in Business Administration with a focus in International Business Systems and Management. He holds architectural licenses in California, New York, and Colorado.

As a Team Lead for the ACE Mentorship Program, former President of the LMU MBA Student Association, and as a member of the American Institute of Architects, Urban Land Institute, and the US Green Building Council, Mr. Anglada views community involvement as both an opportunity and a responsibility.

BACKGROUND
MBA, Loyola Marymount University
B. Arch, Carnegie Mellon University

REGISTRATION
Licensed Architect, California
Licensed Architect, New York
Licensed Architect, Colorado

ACHIEVEMENTS & AWARDS
ENR, Top 40 under 40, 2014 AIA NY Honor Award, 2011
MASTERwork Best New Building Award, 2011
Architect Magazine P/A Award Citation

PROJECTS
Avenue of the Arts Hotel
Costa Mesa, CA
Rebranding & Expansion,
Wanda Hotel and Residences
Beverly Hills, CA
Haigong Office and Residential Development
Nantong, China
Dubai Hills Residential Development
Dubai, UAE

LAPD Training Center and Academy Renovation
Los Angeles, CA
High Desert Church
Victorville, CA
Shenyang International Performance Center
Shenyang, China
Shenyang International Performance Center
Shenyang, China
LAX International Terminal
Los Angeles, CA
Lincoln Center Public Spaces
Redevelopment
New York, NY
La Quinta Hotel
New York, NY
UNCW Student Center
Los Angeles, CA
The Sutton
New York, NY
Colin A. Winchell

ASSOC. AIA | LEED GREEN ASSOCIATE
ROLE: Design Manager

With a background in architectural design, Colin has focused on designing vibrant urban redevelopment, mixed-use, and hospitality projects across the US and around the world. His design philosophy is centered around the principle that truly great architecture must be of its time and place, and it must respond to the needs of its users and surrounding community. His passion for design translates into a responsible management of the design and development process giving way to environmentally-friendly and lively places for the community.

BACKGROUND

B. Arch, Woodbury University

ACHIEVEMENTS & AWARDS

Honorable Mention in 2011 ACSA Steel Competition
Nominated for 2011 Jean Roth Driskel Award
Nominated for 2011 Julius Shulman Emerging Talent Award
Presented at 2011 MWD Spring Green Expo

PROJECTS

Avenue of the Arts Hotel
Costa Mesa, CA Rebranding & Expansion

Anabella Resort Hotel
Anaheim, CA

1700 S Harbor Resort Hotel
Anaheim, CA

Dubai World Central
Dubai, UAE
Development and Masterplan

River of Life Church
Santa Clara, CA

Ain Al Fayda Masterplan
Abu Dhabi, UAE

Al Ghurair Residential and Hotel Towers
Dubai, UAE

Ruwais Waterfront Hotel
Abu Dhabi, UAE

Burj 2020 Hotel and Commercial Tower
Dubai, UAE

Haigong Office and Residential
Development
Nantong, China

Dubai Hills Residential Development
Dubai, UAE

High Desert Church
Victorville, CA

1801 Broadway Redevelopment
Los Angeles, CA
HKS Hospitality Profile

From arrival to departure, HKS Hospitality Group is noted for architecture in which guests experience their surroundings and the built environment fully and authentically. Architecture that is informally luxurious, comfortable yet sumptuous. Environments that delight the senses, providing myriad avenues for work or escape: privacy, seclusion and relaxation, socialization and celebration, discovery and adventure Architecture that leaves a lasting impression long after the visit has ended. This fact is reflected in our work. We strive to design spaces and places where people long to return, places that have enhanced their work, play or stay.

But don’t take our word for it: our body of work is featured frequently in architecture journals and travel publications and talked about by luxury travel writers and bloggers around the world. Many projects in our portfolio are consistently named in Condé Nast Traveler and similar publications’ Top 100 and Reader’s Choice polls as the best and most memorable hotels to stay. Our studio and firm have received numerous awards and achieved national and international distinction for providing a full range of architectural services.

While it’s great to focus on the end result, we’re also keenly focused on our process and how our clients experience working with us. It’s one of the reasons we’ve had the honor to work time and again with many of the same leading, recognized brand hospitality owners, operators and developers for decades.

Our Practice

HKS specializes in the design of hotels, one-of-a-kind destination resorts and spas, urban high-rise and mixed-use projects, entertainment, gaming and convention hotels, boutique properties and golf clubhouses. Our work spans the world’s most desirable beaches, mountains, deserts, waterfronts and cities. HKS’ designs are always carefully planned to respect both the local architectural character and natural site features.

Over the past two decades, the HKS Hospitality Group has designed projects in 45 countries, garnering numerous awards and coverage in national and international publications.

“We’ve been fortunate over the last 30 years to collaborate with HKS on the design and development of seven award winning luxury hotel and resort projects. Our collective commitment to quality and attention to detail has resulted in each of these properties becoming market leaders in the travel industry as well as community gathering places in their respective settings.”

Jeffrey J. Mongan, Senior Vice President
The Athens Group
Beach Resorts
- Mukul Beach, Golf & Spa Resort
  Guacalito de la Isla, Nicaragua
- Four Seasons Resort Hualalai at Historic Ka’upulehu, Hawaii
- Four Seasons Sharm El-Sheikh, Egypt
- Montage Laguna Beach
  Laguna Beach, California
- Las Ventanas al Paraiso
  Los Cabos, Mexico
- Grand Solmar Land’s End Resort & Spa
  Cabo San Lucas, Mexico
- Rosewood Tucker’s Point, Bermuda

Mountain and Desert Getaways
- The Ritz-Carlton Bachelor Gulch, Avon, Colorado
- Montage Deer Valley
  Park City, Utah
- Four Seasons Scottsdale at Troon North
  Scottsdale, Arizona
- JW Marriott Hill Country Resort and Spa
  San Antonio, Texas
- The Ritz-Carlton Dove Mountain
  Tucson, Arizona
- Four Seasons Jackson Hole
  Jackson Hole, Wyoming

Urban and Entertainment Hotels
- Omni Nashville Hotel
  Nashville, Tennessee
- The Grand Venetian Macau
  Macau, China
- W Dallas Victory Hotel and Residences
  Dallas, Texas
- Montage Beverly Hills
  Beverly Hills, California
- The Palazzo
  Las Vegas, Nevada
- Four Seasons Resort at Walt Disney World
  Orlando, Florida
- W Hollywood and Residences
  Hollywood, California
Our Process

Creating successful and profitable destinations that are also memorable, lift the spirit and create a true sense of place is the cornerstone of our design philosophy. We approach each project with enthusiastic creativity, teamwork and a common-sense, pragmatic approach; a successful project is one in which the design resonates for guests as well as the people who work there. We are committed to sustainable design practices – environmentally conscious architecture benefits our clients, community and planet.

Several of our hotel projects are LEED-certified and many of our designers are LEED accredited. An experienced team is selected for each project to ensure completion on time and within budget. HKS offers clients the high-touch, personalized service of a boutique firm, with the resources and multi-disciplinary expertise of one of the largest architectural firms in the country. Beyond traditional architectural services, HKS provides state-of-the-art programming analysis and design standards assistance to hotel developers, owners and operators.

Our design process begins with a design charrette – an active, fluid give-and-take dialogue between all project stakeholders and the design team. As this process unfolds, we identify your overall needs and translate them into a design response that establishes the building as an inspiring and integral part of the business at hand. We realize the relationship between the built and natural environments is unique to each site and situation.

We offer a collaborative, integrated project delivery model that is focused on sustainability, value and quality. Project management, honed through decades of experience, is our strong suit. Our project management process includes design-quality management reviews and consultant coordination, budget management, monthly reporting, design scheduling and design-fee cash flow forecasting and trending. Our technical expertise and construction administration background contribute to streamlined, on-time, within-budget results.

Our Practice

For 76 years, HKS has nurtured a culture that reveres both invention and client focus. The top-six architectural firm operates from 26 offices worldwide.

Our firm’s experience includes hospitality, commercial, convention center, healthcare, sports, aviation, governmental, educational, interiors, urban design, science and technology, retail and industrial projects located in 1,648 cities throughout 84 countries.

HKS upholds an outstanding work effort in all that it does. They meet tough tests head on, focusing on our objectives, needs and goals. It doesn’t matter if there is one or, in our case, three clients, the HKS staff focuses on creating a team-oriented environment that always dares to push the envelope.”

Jonas Woods, President
Hillwood Capital
“My role is to lend my broad knowledge base to each phase of the project. Understanding the importance of first impressions to the creation of a design, involves decision making that can affect everything.”
3.2 DEVELOPMENT TEAM - HKS

MASTER PLANNING

18483 Glacier Park Gateway Villages Master Plan | Apgar, St. Mary and West Glacier, Montana

The three master plans totaling 275 acres involve delivering a premium tourism experience through integrating new and existing developments with natural resources at Glacier National Park gateway locations. The project included visioning, extensive programming, planning and cost analysis to propose conceptual master plans that support highest and best use scenarios.

Role: Principal-in-Charge

17447 Heaven’s Eye Resort Master Plan | Manjiang, China

10,000-acre all-season mountain resort master plan featuring ski trails, golf courses and base village with 13 million sf of buildings including retail, entertainment, sports, 5-star hotels and residential neighborhoods with direct access to ski trails.

Role: Principal-in-Charge

HOSPITALITY

16423 Tidewater Resort and Residential | Potomac Shores, Virginia

250-key luxury resort with branded residences on the shores of the Potomac River.

Role: Principal-in-Charge

16026 Yellowstone Club | Big Sky, Montana

475,000 sf private residents club with for-sale residential areas and club amenities including skier services, retail, restaurants, spa and fitness facilities, outdoor pools and a 3-level parking garage. Registered under NC v2009, seeking LEED Certification.

Role: Principal-in-Charge

16632 Four Seasons Manele Bay Resort | Lanai, Hawaii

Renovation to 220 guestrooms and an expansion including 150 new suites/villa including a ballroom, meeting space, retail, spa, gallery, restaurant and tennis facility.

Role: Principal-in-Charge

14746 Park Hyatt Los Cabos | Cabo del Sol, Mexico

600,000 sf, 186-key hotel and 35 residences with spa and conference center. Registered under NC v2009, seeking LEED Certification.

Role: Project Manager

14546 Mandarin Oriental San Francisco | San Francisco, California

Renovation of 150-key hotel and public areas.

Role: Principal-in-Charge

14180 Four Seasons Resort Napa Valley | Calistoga, California

85-key resort with vineyards and winery production and tasting room, restaurant, ballroom and meeting facilities, 7,500 sf spa and 21 branded residences.

Role: Principal-in-Charge

11281 Kona Village Resort | Kona, Hawaii

Renovation of 125 ‘hales’ (guestrooms) and the addition of 25 new ‘hales’, a spa, fitness center, beach club and upgrading of all food and beverage outlets.

Role: Project Manager

11278 The Ritz-Carlton Residences Mammoth | Mammoth Lakes, California

525,000 sf, 127 units of 1-4 bedrooms Ritz-Carlton branded residential units with a restaurant, spa swimming pool and direct access to the mountain gondola.

Role: Project Manager

11275 Homewood Mountain Resort | Lake Tahoe, California

75,000 sf, 75-key ski-in/ski-out resort with 470,000 sf, 229 residential units, spa and fitness center, a midmountain food and beverage lodge, employee housing and parking structure for day skiers. Registered under version ND Pilot Program, seeking LEED Gold Certification.

Role: Project Manager

11244 Montage Beverly Hills | Beverly Hills, California

448,980 sf, hotel featuring 229 guestrooms including 55 suites, 25 condominium units, 4-level below-grade parking structure, 2 restaurants, a rooftop bar and grille, lobby lounge, 20,000 sf Spa Montage and retail space on ground level. Earned LEED Gold Certification under NC v2.2.

Role: Project Manager

SPORTS

11251 The Ritz-Carlton Dove Mountain Resort | Marana, Arizona

250-key resort, including 26 casitas, 15,000 sf spa, 20,000 sf of function space, pool bar and grill with 3 pools and a water slide.

Role: Project Manager

11249 Montage Deer Valley | Park City, Utah

736,541 sf, 178-key ski-in/ski-out resort with 94 luxury residential units, a 35,000 sf spa, family recreation center, skier services and 4 food and beverage outlets. Earned LEED Silver Certification under NC v2.2.

Role: Project Manager

Project Manager

Residential

Project Manager

Project Manager

Project Manager

Project Manager

Project Manager

Project Manager

Project Manager

Project Manager

Project Manager

Project Manager

Project Manager

Project Manager

SPORTS

Cabrillo College Baseball Snack Shack* | Aptos, California

Project included “pantry style” kitchen facility with men’s and women’s restrooms and ball field maintenance storage.

Role: Project Manager

11291 Kona Village Resort | Kona, Hawaii

Renovation of 125 ‘hales’ (guestrooms) and the addition of 25 new ‘hales’, a spa, fitness center, beach club and upgrading of all food and beverage outlets.

Role: Project Manager

11278 The Ritz-Carlton Residences Mammoth | Mammoth Lakes, California

525,000 sf, 127 units of 1-4 bedrooms Ritz-Carlton branded residential units with a restaurant, spa swimming pool and direct access to the mountain gondola.

Role: Project Manager

11275 Homewood Mountain Resort | Lake Tahoe, California

75,000 sf, 75-key ski-in/ski-out resort with 470,000 sf, 229 residential units, spa and fitness center, a midmountain food and beverage lodge, employee housing and parking structure for day skiers. Registered under version ND Pilot Program, seeking LEED Gold Certification.

Role: Project Manager

11244 Montage Beverly Hills | Beverly Hills, California

448,980 sf, hotel featuring 229 guestrooms including 55 suites, 25 condominium units, 4-level below-grade parking structure, 2 restaurants, a rooftop bar and grille, lobby lounge, 20,000 sf Spa Montage and retail space on ground level. Earned LEED Gold Certification under NC v2.2.

Role: Project Manager
3.2 DEVELOPMENT TEAM - HKS

Tom Sprinkle

AIA | Associate Principal
Role: Director of Design

Tom has more than 25 years of professional experience as an Architect in the San Francisco Bay Area. He has served as the design and entitlements lead on a variety of project types and scales, predominately focused on urban markets. Tom brings a broad array of experience to several architectural market sectors, including large-scale mixed-use, multi-family residential, pre-development services, branded resort, residential and hospitality projects. Evident throughout Tom’s portfolio of work is his hard work in coordinating a variety of domestic and international sustainability standards, introducing clients to innovative green technologies and incorporating local cultures and lifestyles to fully realize unique, relevant and responsible design.

Jon Dwight | Lanai, Hawaii
Renovation to 120 guestrooms and an expansion including 150 new suites/villa including a ballroom, meeting space, retail, spa, gallery, restaurant and tennis facility.
Role: Director of Design

The Village Town Center | Dallas, Texas
956,100 sf mixed-use development on 28.4-acre site with more than 300 residential units, a 32-key boutique hotel, a commercial mixed-use street with 6 food and beverage venues, retail, off ice space and 850-car below-grade parking.
Role: Director of Design

The St. Regis Punta Mita Resort | Nayarit, Mexico
100-key luxury resort hotel with 120 branded residential units located north of Puerto Vallarta including a beach club and a signature golf course.
Role: Director of Design

Jon Dwight
President
Invent Development Partners
567 Mountain Village Blvd., Suite 106A
Telluride, Colorado 81435
970.708.0691
jon@inventDP.com

Adam Eisenberg
Acquisitions Associate
Bolour Associates
8383 Wilshire Boulevard, Suite 920
Beverly Hills, California 90211
323.677.0550 ext. 107
adam@bolourassociates.com

“...expressions of place and authenticity.”
3.2 DEVELOPMENT TEAM - HKS

HOSPITALITY

18483 Glacier Park Gateway Villages Master Plan | Apgar, St. Mary, West Glacier, Montana
3 master plans totaling 275 acres involve delivering a premium tourism experience through integrating new and existing developments with natural resources at Glacier National Park gateway locations. The project included visioning, extensive programming, planning and cost analysis to propose conceptual master plans that support highest and best use scenarios.
Role: Design Principal

17772 Lionsback Resort | Moab, Utah
175-acre site master plan including 150-key hotel and 188 single family, managed residences.
Role: Director of Design

17377 Pier and Strand Hotel | Hermosa Beach, California
Conceptual design for a 80,000 sf, 3-story, 100-key beachfront boutique hotel with rooftop pool
Role: Director of Design

16919 Lincoln Square Expansion | Bellevue, Washington
2.5 million of mixed-use development including a 41-story, 245-key W Hotel tower with 231 residential units, 35-story off ice tower, 210,000 sf retail podium and a 6-level, belowgrade parking structure. Registered under CS v2009, seeking LEED Silver Certification.
Role: Director of Design

16632 Four Seasons Manele Bay Resort | Lanai, Hawaii
Renovation to 220 guestrooms and an expansion including 150 new suites/villa including a ballroom, meeting space, retail, spa, gallery, restaurant and tennis facility.
Role: Director of Design

16422 Inn at Palmetto Bluff | Palmetto Bluff, South Carolina
Renovation and expansion of existing resort that adds 150 keys and 30 branded residences.
Role: Director of Design

11253 The St. Regis Punta Mita Resort | Nayarit, Mexico
100-key luxury resort hotel with 120 branded residential units located north of Puerto Vallarta including a beach club and a signature golf course v2009, seeking LEED Certification.
Role: Director of Design

Bomonti International Hotel* | Istanbul, Turkey
723 4-star high-rise hotel keys, 100 residential units plus 300,000 sf conference center.
Role: Principal-in-Charge

Park Hyatt Kanai* | Yucatan Peninsula, Mexico
150 5-star hotel keys plus 50 branded residential units.
Role: Partner-in-Charge

Viceroy Hotel* | Saadiyat Island, Abu Dhabi, United Arab Emirates
225 5-star hotel keys
Role: Partner-in-Charge
Phil Hyndman

AIA, LEED AP | Vice President
Role: Project Manager

Philip has more than 28 years of professional experience in San Francisco Bay Area architecture along with completing several projects in China. Throughout his career he has designed and managed a variety of projects including hotels and resorts, urban mixed use, single and multi-family residential, adaptive re-use of historic buildings, retail stores and commercial tenant improvements. He brings fresh perspectives to projects he manages after having served as a designer and project architect for most of his career. Familiar and comfortable with the many variables of the design and construction process Phil works with clients to deliver the highest quality product.

“Design integrity is based on knowledge and understanding. By fostering a team environment that values exchange of strong ideas, appropriate solutions will lead the way and streamline the decision-making process.”
REFERENCES

Leslie Shammas
Client Contact, Fairmont Sonoma
Mission Inn Renovation
Executive Director Design and Construction
Fairmont Raffles Hotels International
Leslie.shammas@frhi.com

Art Chen
Interior Designer, Luneng WenAn Resort Hotel
Principal at Brayton Hughes Design Studios
achen@bhdstudious.com
415.320.9698 (mobile)

HOSPITALITY

Luneng WenAn Resort Hotel, Winery and Villas | Beijing, China
Mixed-use retail village, 400-key resort hotel with hot springs spa and conference facilities and winery with corporate villas.
Role: Project Manager

Fairmont Sonoma Mission Inn Renovation | Sonoma, California
Renovations to a historic hotel including landscape improvements, guest rooms, lobby, restaurant and bar.
Role: Project Architect

Grand Gorge International Community and Golf | Xingyi, China
Adaptive re-use and renovation of 10-story historic office building for residential condominiums.
Role: Project Architect

Visun Hotel Villas and Duplexes | Haikou, China
Role: Project Architect

RESIDENTIAL

The Village Town Center | Dallas, Texas
956,100 sf mixed-use development on 28.4-acre site with more than 300 residential units, a 32-room boutique hotel, a commercial mixed-use street with 6 food and beverage venues, retail, off ice space and 850-car below-grade parking.
Role: Project Manager

The Bay Residences | San Francisco, California
New 4-story residential building with underground parking and streetfront retail located on Bay Street in North Beach.
Role: Project Architect

Resources for Community Development Affordable Housing | Emeryville and Oakland, California
69 dwelling units with a 2-level parking podium.
Role: Project Architect

Garfield Building Residences | San Francisco, California
Renovation of historic 10-story office building to affordable housing on Market and Mason Streets.
Role: Project Architect

Luneng Beauty City Residential Development | Sanya, China
Mixed-use retail village, 400-key resort hotel with hot springs spa and conference facilities and winery with corporate villas.
Role: Project Architect

Vanke Shuijing High-rise Mixed-Use Residential Development | Shenzhen, China
Mixed-use high-rise development consisting of six, 32-story residential towers with underground parking and retail esplanade. Located along new subway transit station.
Role: Project Architect

Mare Island Redevelopment | Vallejo, California
Various improvements including adaptive re-use of existing naval barracks facilities for the Headquarters of Vallejo Unified School District, Offices for Lennar Mare Island and numerous feasibility studies to renovate existing shipyard buildings for a variety of industrial and commercial uses corporate villas.
Role: Project Architect
Jessica Sager

**Associate**

**Role:** Designer

Jessica has 15 years of experience in resort, residential and civic architecture, as well as urban design work in the United States, Europe, Central America, the Middle East and Asia. She has most recently been involved with the planning and design of large-scale hotel, vacation ownership, multi-family residential and urban mixed-use projects.

**BACKGROUND**

Bachelor of Architecture, and Bachelor of Fine Arts, Rhode Island School of Design

**RELEVANT EXPERIENCE**

**Lionsback Resort** | Moab, Utah

175-acre site master plan including 150-key hotel and 188 single family, managed residences.

**Four Seasons Manele Bay Resort** | Lanai, Hawaii

Renovation to 120 guestrooms and an expansion including 150 new suites/villa including a ballroom, meeting space, retail, spa, gallery, restaurant and tennis facility.

**Lincoln Square Expansion** | Bellevue, Washington

2.5 million sf mixed-use development including a 41-story, 245-key W Hotel tower with 231 residential units, a 35-story office tower, 210,000 sf retail podium and a 6-level, below grade parking structure. Registered under CS v2009, seeking LEED Silver Certification.

**The Village Town Center** | Dallas, Texas

956,100 sf mixed-use development on 28.4-acre site with more than 300 residential units, a 32 key boutique hotel, a commercial mixed-use street with 6 food and beverage venues, retail, off ice space and 850-car below-grade parking.

**Kimpton Hotel Napa** | Napa, California

110-key, 4-star urban destination downtown resort

**Montage Royal Island Bahamas Resort**

Royal Island, Bahamas

Whole island destination resort with 36 hotel keys, 44 hotel villas and 50 for-sale villas.

**Fairmont Anguilla** | Conch Bay, Anguilla

Luxury resort hotel on 14.3 acres with a 134-key hotel and 176 unit condo hotel including 4 restaurants, 2 bars, spa and fitness facilities.

**REFERENCES**

**Jon Dwight**

President

Invent Development Partners

567 Mountain Village Blvd., Suite 106A

Telluride, Colorado 81435

970.708.0691

jon@inventDP.com

(St. Regis, Punta Mita)

**Manuel Paulsen Donde**

DINE (Cantiles de Mita, S.A. de C.V.)

(011) (52) 15554345565

manuel.paulsen@dine.com.mx

(St. Regis, Punta Mita)

“A strong sense of artistic vision and a meticulous attention to detail through all phases of design lead to a successfully built project.”
3.2 DEVELOPMENT TEAM - HKS

HOSPITALITY

17772 Lionsback Resort | Moab, Utah
175-acre site master plan including 150-key hotel and 188 single family, managed residences.
Role: Designer

16632 Four Seasons Manele Bay Resort | Lanai, Hawaii
Renovation to 120 guestrooms and an expansion including 150 new suites/villa including a ballroom, meeting space, retail, spa, gallery, restaurant and tennis facility.
Role: Designer

16455 Kimpton Hotel Napa | Napa, California
110-key, 4-star urban destination downtown resort.
Role: Designer

Montage Royal Island Bahamas Resort | Royal Island, Bahamas
Whole island destination resort with 36 hotel keys, 44 hotel villas and 50 for-sale villas
Role: Designer

Fairmont Anguilla | Conch Bay, Aguilla
Role: Designer

Sheraton Ka’anapali Hotel | Maui, Hawaii
1150 key, 4-star resort hotel plus 250 branded residential units.
Role: Designer

Park Hyatt Kanal | Yucatan Peninsula, Mexico
150-key, 5-star hotel plus 50 branded residential units.
Role: Designer

Viceroy Hotel | Saadiyat Island Abu Dhabi, United Arab Emirates
225-key, 5-star hotel.
Role: Designer

RESIDENTIAL

17360 The Village Town Center | Dallas, Texas
966,100 sf mixed-use development on 28.4-acre site with more than 300 residential units, a 32-key boutique hotel, a commercial mixed-use street with 6 food and beverage venues, retail, office space and 850-car below-grade parking.
Role: Designer

16919 Lincoln Square Expansion | Bellevue, Washington
2.5 million sf mixed-use development including a 41-story, 245-key W Hotel tower with 231 residential units, a 35-story office tower, 210,000 sf retail podium and a 6-level, below-grade parking structure. Registered under CS v2009, seeking LEED Silver Certification.
Role: Designer

72 Townsend Street | San Francisco, California
75 residential units over an historic warehouse renovation.
Role: Designer

Union | San Francisco, California
50 new residential units plus 23 units in a renovated, unreinforced brick warehouse.
Role: Designer
For more than 17 years, Dianna Wong Architecture + Interior Design has been exploring and developing its expertise in the luxury lifestyle business. With a high level of commitment, our exceptional team of designers, artists and architects applies our trademark approach to an eclectic blend of projects, from 5 star hotels to casinos, from branding to product design.

Every project begins with a rigorous conceptual phase, where all previously held assumptions are deconstructed, examined and evaluated. Collaborative problem solving, iterative editing and integration are at the core of the firm’s process. Each team member contributes his or her originality to create elements that are very personal yet universal.

Our work is not limited to a signature style. We develop a unique story to guide our design vision from the outset and to give form and context to our clients’ desires and aspirations. Good design is deceptively simplistic and timeless. We care about function, cost and practicality, and about the fitness of materials and forms.

More importantly, it is through a precise editorial integration of these elements that we achieve our goal: the creation of an undefinable experience that awakens our senses, evokes our memories and transforms our lives.

Projects include the Avenue of the Arts, a Tribute Hotel, Costa Mesa, CA, the W Washington DC, The Beverly Hills Hotel and Bungalows, CityCenter’s Veer Towers in Las Vegas, The Oscars’ Ballroom at Hollywood & Highland, Caesars Golf Club, Macau, and a private gaming club in Cairo. Private residences designed by DWA in Brentwood, Pacific Heights, Bel Air and Hillsborough have been featured in various publications.

At Dianna Wong Architecture + Interior Design, the exceptional quality of our service from concept to completion is the foundation of our continuing success.
real focus is not on style, but on solving problems using space and proportion. The style of each of her projects is different, and reflects a unique “storyline”. Her architectural frameworks are infused with romantic references to the best of modernist decorative design and extend to the detailing of all furnishings and decorative elements. Her design philosophy is all encompassing and inclusive – she conceives of a total vision for her clients, from brand creation to architectural design, then she and her talented team bring that vision to life.

BACKGROUND

Masters of Architecture, Graduate School of Design, Harvard University
Fellowship in Architecture, Cambridge University, Cambridge, England
AB Cum Laude, Visual and Environmental Studies, Harvard College

PROJECTS

1700 South Harbor Resort | Anaheim, CA
580-key 4-Star hotel and resort

Anabella Hotel | Anaheim, CA
634-key 4-Star hotel and resort

Avenue of the Arts, A Tribute Hotel | Costa Mesa, CA
Hotel renovation + new tower addition

Baha Mar Casino & Hotel | Nassau, The Bahamas
75,000 sf Casino, High Limit Gaming, Race and Sports Book and various amenity spaces

Disney’s Wilderness Lodge | Walt Disney World, Orlando, FL
Renovation of Lodge guestrooms & suites

Central Park West Clubhouse | Irvine, CA
Master planning for entire site of 3,000 residences + interior design of clubhouse

Veer Towers, CityCenter | Las Vegas, NV
Iconic 37-story, inclining residential towers at the heart of CityCenter

Beverly Hills Hotel and Bungalows | Beverly Hills, CA
194-key hotel, $200 million renovation of landmark hotel

Caesars Golf Macau | Cotai, Macau
Macau’s only golf resort – 5-star golf clubhouse

Sky Lofts at MGM Grand | New Delhi, India
guestrooms & loft suites, public areas

Dianna Wong

Architect, Principal
Role: Project Manager

Born in Hong Kong and raised in rural Montana and Los Angeles, Ms. Wong has a unique global view of the luxury hotel business. Dianna Wong Architecture + Interior Design Inc. is based in Los Angeles since 1998. The firm’s projects are as diverse as the sophisticated W Hotel in Washington, DC, Caesars Golf Macau, Caesars Casino, Cairo, Egypt, the Governors Ballroom in Hollywood – the venue for the official Oscars after-party, and the $3.5 billion mega-resort, Baha Mar Resort in The Bahamas, soon to debut in March. Wong has multi-disciplinary training in architecture, interior design, fine arts and the decorative arts. After graduation from Harvard College with a degree in Visual and Environmental Studies, she went on to pursue her Masters of Architecture from the Graduate School of Design at Harvard. She completed her Masters in Architecture at Cambridge University, England, where she developed her deep appreciation for the decorative arts. Although her trademark is a blend of classicism and modernity, a sparing use of color and simple geometry, Ms. Wong’s
Jason Tien
ROLE: Senior Project Manager
Jason Tien joined Dianna Wong in 2011 as Senior Project Manager. Jason has 20 years of experience in the high end hospitality, casino and conference/meeting space design in North America and Asia. He has most recently been involved with the design and management of the mega resort, Baha Mar Resort and Casino in The Bahamas.

BACKGROUND
Bachelor of Arts, Interior Design
California State University Northridge

PROFESSIONAL REGISTRATION
NCIDQ Certification No. 025988

PROJECTS

1700 South Harbor Resort | Anaheim, CA
580-key 4-Star hotel and resort

Anabella Hotel | Anaheim, CA
634-key 4-Star hotel and resort

Baha Mar Resort and Casino | Nassau, The Bahamas
75,000 sf Casino, High Limit Gaming, Race and Sports Book and various amenity spaces

Rosewood Baha Mar | Nassau, The Bahamas
200-key 5-Star hotel and resort

Las Vegas Sands, Venetian Cotai Parcel 7 & 8 | Macau, China
Casino Design Concept

Las Vegas Sands, Venetian Cotai Parcel 5 & 6 | Macau, China
Casino Design Concept

The Palazzo Casino | Las Vegas, Nevada
High Limit Gaming Expansion and Renovation

The Palazzo Casino | Las Vegas, Nevada
Meeting and Convention Center Expansion
350,000+ sf of meeting space expansion to the existing meeting space and convention center

The Borgata Hotel Casino and Spa |
Atlantic City, New Jersey
Casino Expansion and F&B Renovation
65,000+ sf of casino space expansion

The Cosmopolitan Casino | Las Vegas, Nevada
100,000 sf Casino and Retail Shopping

MGM Grand Casino | Macau, China
150,000 sf Casino and VIP Gaming

Mandalay Bay Resort and Casino | Las Vegas, Nevada
High Limit Gaming Renovation and Expansion
Suite Rooms Renovation and Expansion
One million sf of meeting space and convention center expansion

THE Hotel at Mandalay Bay | Las Vegas, Nevada
1,000-key 5-star all suites hotel tower addition to the existing Mandalay Bay Resort and Casino
3.2 DIANNA WONG ARCHITECTURE + INTERIOR DESIGN, INC.— PRECEDENT WORK
Wm. S. Burton, FASLA, Principal

Wm. S. Burton, FASLA Principal, began practicing landscape architecture in Southern California in 1977 with involvement in a variety of project types including residential site planning, corporate commercial, retail and resorts. Mr. Burton began Burton Landscape Architecture Studio in 1989 and is responsible for the design and planning quality for all of the firm’s projects.

BACKGROUND

B.S. in Horticulture Fine Arts, California Polytechnic State University
San Luis Obispo 1976

M.S. in Agricultural Sciences
California Polytechnic State University
San Luis Obispo 1977

PROFESSIONAL REGISTRATION

Registered Landscape Architect
State of California No 2135

Registered Landscape Architect
State of Arizona No 33914

Registered Landscape Architect
State of California No 5466

Registered Landscape Architect
State of Nevada No 361

Registered Landscape Architect
State of Texas No 2820

Registered Landscape Architect
State of Utah No 5737913-5301

Registered Landscape Architect
British Columbia, Canada No 541

CLARB Council Record
No 1982

AFFILIATION

Fellow, American Society of Landscape Architects

Member, British Columbia Society of Landscape Architects

Member, Canadian Society of Landscape Architects

Board Member, Landscape Architecture Foundation

Academic Advisory Board Member, California Polytechnic State University, San Luis Obispo, California, College of Architecture & Environmental Design

PROJECTS

Resorts, Clubs and Hotels

Four Seasons Guest Palace, Dubai, United Arab Emirates

The Ritz-Carlton, Half Moon Bay, California

La Valencia Hotel, La Jolla, California

Four Seasons Bora Bora, French Polynesia

Rancho Valencia Resort, Rancho Santa Fe, California

The Resort at Pelican Hill, Newport Beach, California

Rancho Santana, Tola-Rivas, Nicaragua

Hard Rock Hotel & Casino Punta Cana, Punta Cana, Dominican Republic

Retail

Fashion Island, Newport Beach, California

Irvine Spectrum Center, Irvine, California

The Dubai Mall, Dubai, United Arab Emirates

Al Mamzar Cove, Abu Dhabi, United Arab Emirates

Institutional

The Neurosciences Institute, La Jolla, California

Chula Vista Library, Chula Vista, California

La Jolla Playhouse, University of California, San Diego, California

Corporate

20 | 40 Pacifica, Irvine, California

880 West Broadway, San Diego, California

500 Newport Center, Newport Beach, California

Mshrereib, Doha, Qatar
3.2 DEVELOPMENT TEAM - BURTON LANDSCAPE ARCHITECTURE STUDIO

Burton Landscape Architecture Studio Company Profile

Burton Landscape Architecture Studio was founded in 1989 by principal William Burton, FASLA. Distinguished by it’s collaborative skills, site planning and timeless design, the Studio’s work is modern in tone while based on classic proportion and scale. Burton Studio is an international firm and has provided design services in Brazil, Greece, South Korea, Costa Rica, The Dominican Republic, Nicaragua, Mexico, China, French Polynesia and throughout the United States. With a focus on resort work, the Studio has provided services for the world’s premier hotel and resort operators including The Four Seasons, The Ritz-Carlton, Hyatt, Montage, Destination Resorts as well as a range of boutique operators.

Specifically, Burton Studio has provided services for six of The Ritz-Carlton properties worldwide. It has been our intent from the outset to work with clients of the highest order, on the most challenging design assignments; fully committed to the design and construction of projects whose success is measured in both design relevance and market acceptance.

Design Approach

The Studio considers the ritual of experiencing the built environment, with the goal of achieving a natural and pure relationship with a designed project and it’s surroundings. The methodology is simple. A custom exploration of the design opportunities with an organic execution of understated elegance. The Studio’s goal is to discover a relaxed stability in man’s inherent structured nature. Research is key to the process.

Applying classical approaches and techniques, the communal workroom is a place for instruction, experimentation and collaboration. Within this environment, the Studio explores the notions of purity, clarity, modernity and intimacy in every project. Inspiration originates from the great works of design, literature and art, informing and motivating the designer’s way of thinking. Designs are produced in a series of mediums using images and scale drawings of known public spaces to communicate scale and proportion. A combination of hand and computer generated drawings and study models are used. Integral to the design process are programming diagrams, which identify and track the various project spaces and elements and outlines the desired atmosphere and character as well as the potential activities and program elements for that space.

The Studio process employs a high level of interaction with the client and design team in a fluid exchange and distillation of design ideas to quickly arrive at meaningful decisions. On a practical level, Burton Studio is adept at project coordination, considerations of service and emergency access, maintenance, back of house activities and seasonal programming. Early understanding of these considerations are factored into the design of the projects to insure seamless operation.

Project Context

Working in a range of different cultures, the Studio spends a great deal of time for each project, speaking with experts local to the site or municipality including historians, museum curators, botanists, craftspersons and contractors to begin to understand the context within which each project must comfortably exist. The design is always a blending of history, culture, locally sourced sustainable materials and construction techniques, and the project program.
Burton Landscape Architecture Studio Company Profile

Art
Burton Studio has long been known for its support and integration of fine art elements in its projects. By establishing Burton Gallery, the Studio has developed a roster of artists and craftspeople working in a range of mediums such as metal, glass, stone, concrete, fiberglass and bronze. This highly skilled assemblage allows the Studio to specify unique, site-specific works, including water features, custom fabrications, lighting and sculpture. These details individualize projects and create memory points to the experience of the overall design.

Quality Control
A process of rigorous design and documentation review is employed on all projects. Peer review is used when warranted either through consultants local to the project or through the client’s consultants.

Schedule and Budget
Burton Studio has a reputation for diligence over the proper allocation of resources, and the completion of assignments on schedule and within budget allowances. The Studio is extremely competent at the development of documentation, meeting the required project budgets, while maintaining the integrity of the approved design.
3.2 DEVELOPMENT TEAM - BURTON LANDSCAPE ARCHITECTURE STUDIO

Roger Wilcox

Associate
Role: Principal Design Engineer

Roger Wilcox joined Burton Studio in 2002 and has proven to be invaluable due to his ability to meld the technical aspect of civil engineering with the aesthetic design of landscape architecture. This unique perspective and professional overlap assures that all proposed designs are based on sound principals, functionality, and feasibility. His approach seeks a comprehensive, sustainable approach to development, incorporating his expertise in civil engineering, site layout, drainage, water quality management and grading. Since 1983, Mr. Wilcox’s experience in the land development industry has allowed him to complete and manage work of a wide variety, size and complexity.

PROJECTS

Resorts, Clubs and Hotels
Pelican Hill Resort and Golf Club, Newport Beach, California, USA
USA Rancho Valencia Resort Spa and Villas, Rancho Santa Fe, California, USA
Bahia De Lagarto, Santa Cruz, Guanacaste Province, Costa Rica
Chileno Bay Club, Cabo San Lucas, Mexico
Terranea Resort and Spa, Rancho Palos Verdes, California, USA
The Ritz-Carlton, Dove Mountain, Tucson, Arizona, USA
The Ritz-Carlton, South Hotel, King Abdullah Economic City, Saudi Arabia
The Ritz-Carlton, Paradise Valley, Scottsdale, Arizona, USA
Uptown Cairo, Cairo, Egypt

Office, Mixed Use and Retail
Irvine Spectrum Center Phases 1 through 5, Irvine, California, USA
Irvine Marketplace, Irvine, California, USA
California Crystal Cove Retail Center, Newport Coast, California, USA
Fashion Island Atrium Court, Newport Coast, California, USA

BACKGROUND
AS in Architecture Phoenix Institute of Technology Phoenix, Arizona 1981

PROFESSIONAL REGISTRATION
Member | Congress for New Urbanism
Joel Harms

Associate
Role: ASLA, Principal Designer

Joel Harms joined Burton Studio in 1996 and is a licensed landscape architect with over 31 years experience in design and planning. Mr. Harms, a gifted designer, continues to enrich his knowledge of design through his extensive travels and ongoing experiences within the realm of landscape architecture. Projects under his direction comprise a diverse list of resorts, hotels, parks, and public installations all with an emphasis on the integration of architecture and landform.

BACKGROUND

B. S. in Landscape Architecture, California State Polytechnic University, San Luis Obispo, California, USA 1981

PROFESSIONAL REGISTRATION

Registered Landscape Architect
State of California, USA No 2724

AFFILIATION

Member | American Landscape Architecture Society
Member | City of San Diego Art in Public Places Committee, California, USA 1994 to Present.

PROJECTS

Resorts, Clubs and Hotels

- Hotel del Coronado, San Diego, California, USA
- The Ritz-Carlton, Paradise Valley, Scottsdale, Arizona, USA
- Chileno Bay Club, Cabo San Lucas, MEXICO
- Mexico Montage Resort, Laguna Beach, California, USA
- Pelican Hill Resort and Golf Club, Newport Beach, California, USA
- Four Seasons Resort and Residences, Bora Bora, French Polynesia
- The Ritz-Carlton, Bachelor Gulch, Beaver Creek, Colorado, USA
- Estancia La Jolla, La Jolla, California, USA
- Republic Moon Grand, Cancun, Mexico
- The Ritz-Carlton, Dove Mountain, Tucson, Arizona, USA
- USA Terranea Resort and Spa, Rancho Palos Verdes, California, USA
- Shady Canyon Golf Club, Irvine, California, USA
- USA Four Seasons, Marrakesh, Morocco
- Rancho Valencia Villas and Spa, Rancho Santa Fe, California, USA

Office, Mixed Use and Retail

- IMeshireb, Doha Qatar Nexus
- Downtown Palm Springs, Palms Springs, California, USA
- Al Mamzar Cove, Abu Dhabi, United Arab Emirates

Parks and Recreational Facilities

- Waterfront Park, Santa Barbara, California, USA
- The Living Aids Memorial Garden, San Diego, California, USA

Community Planning and Design

- Los Olivos, Irvine, California, USA
- The Park Apartment Homes, Irvine, California, USA
- The Village Apartment Homes, Irvine, California, USA
Matthew Uyeda,

Associate
Role: Executive Project Manager

Matthew Uyeda joined Burton Studio in 1996 as lead production and documentation manager. Mr. Uyeda’s education focused on planning, with his professional work largely based on documentation and construction management in landscape architecture. This combination of large-scale vision and an ability to distill the design concepts into constructible elements within the landscape, contributes greatly to every project he is involved with. Mr. Uyeda is experienced in project coordination and has worked extensively with the Studio’s consultants.

BACKGROUND

B. S. in Landscape Architecture, California State Polytechnic University, San Luis Obispo, California, USA 1981

PROFESSIONAL EDUCATION

B.S. in Environmental Policy Analysis and Planning, City and Regional Planning Emphasis
University of California Davis, Davis, California, USA 1995

PROJECTS

Resorts, Clubs and Hotels

Estancia La Jolla Hotel & Spa, La Jolla, California, USA
Four Seasons Resort & Residences, Bora Bora, French Polynesia
Four Seasons Resort Calistoga, Calistoga, California, USA
Hard Rock Hotel at Universal Orlando, Orlando, Florida, USA
Hard Rock Hotel & Casino Punta Cana, Punta Cana, Dominican Republic
Montage Resort and Spa, Laguna Beach, California, USA
Newport Coast Swim and Tennis Club, Newport Beach, California, USA
Rancho Bernardo Inn and Spa, San Diego, California, USA
Rancho Santana Resort, Rancho Santana, Nicaragua
Rancho Valencia, Rancho Santa Fe, California, USA
The Ritz-Carlton Bachelor Gulch, Beaver Creek, Colorado, USA
San Diego Marriott Marquis & Marina, San Diego, California, USA
Surf & Sand Resort, Laguna Beach, California, USA
Temecula Creek Inn, Temecula, California, USA
Terranea Resort and Spa, Rancho Palos Verde, California, USA
Town and Country Resort & Convention Center, San Diego, California, USA
The Westin Kierland Resort & Spa, Scottsdale, Arizona, USA
The Westin Lake Las Vegas, Lake Las Vegas, Nevada, USA
3.2 DEVELOPMENT TEAM - BURTON LANDSCAPE ARCHITECTURE STUDIO

BAHIA DE LAGARTO
Location: Guanacaste, Costa Rica
Client: Bahia De Lagarto
Website: www.bahiaidelagarto.com
Key Personnel: Roger Wilcox, Frank Brower

CHILENO BAY GOLF & OCEAN CLUB
Location: Cabo San Lucas, Mexico
Client: Chileno Bay Golf & Ocean Club
Architect: SB Architects
Website: www.chilenokeyclub.com
Key Personnel: Joel Harms, William Burton, Patrick Baldwin

ESTANCIA LA JOLLA HOTEL & SPA
Location: La Jolla, California
Client: Lowe Enterprises
Website: www.estancialajolla.com
Key Personnel: William Burton, Joel Harms, Matthew Uyeda

ESTANCIA LA JOLLA HOTEL & SPA
Location: La Jolla, California
Client: Lowe Enterprises
Website: www.estancialajolla.com
Key Personnel: William Burton, Joel Harms, Matthew Uyeda

ESTANCIA LA JOLLA HOTEL & SPA
Location: Bora Bora, French Polynesia
Client: TB Promotion
Website: www.fourseasons.com/borabora/
Key Personnel: William Burton, Joel Harms, Matthew Uyeda

FOUR SEASONS RESORT CALISTOGA
Location: Calistoga, California
Client: Bald Mountain Development LLP
Architect: HKS Hill Glazier Studio
Key Personnel: William Burton, Joel Harms, Roger Wilcox, Matthew Uyeda

ESTANCIA LA JOLLA HOTEL & SPA
Location: La Jolla, California
Client: La Jolla Development Company
Architect: John McAslan + Partners
Website: www.mandarinoriental.com
Key Personnel: William Burton, Joel Harms, Matthew Uyeda

HARD ROCK HOTEL & CASINO PUNTA CANA
Location: Punta Cana, Dominican Republic
Client: Palace Resorts
Architect: Elias + Elias
Website: www.hardrockhotelpuntacana.com
Key Personnel: William Burton, Joel Harms, Matthew Uyeda

HOTEL DEL CORONADO EXPANSION
Location: Coronado Island, California
Client: KSL Resorts
Architect: Architects | Delawie Wilkes Rodrigues
Website: www.hoteldel.com
Key Personnel: William Burton, Joel Harms

HOTEL OF THE SEAS EXPANSION
Location: Newport Beach, California
Client: Irvine Company
Architect: John Warden
Website: www.hoteldel.com
Key Personnel: William Burton, Joel Harms

ISLAND HOTEL NEWPORT BEACH EXPANSION
Location: Newport Beach, California
Client: Irvine Company
Website: www.theislandhotel.com
Key Personnel: William Burton

LA VALENCIA HOTEL
Location: La Jolla, California
Client: La Jolla Development Company
Architect: SGPA Architecture and Planning
Website: www.lavalencia.com
Key Personnel: William Burton, Joel Harms

HARD ROCK HOTEL AT UNIVERSAL ORLANDO
Location: Orlando, Florida
Client: Universal Creative
Architect: HKS Hill Glazier Studio
Website: www.hardrockhotelandpuntacana.com
Key Personnel: William Burton, Joel Harms, Matthew Uyeda

HARD ROYAL PACIFIC RESORT AT UNIVERSAL ORLANDO
Location: Orlando, Florida
Client: Universal Creative
Architect: Projects International
Website: www.universalorlando.com/royalpacific
Key Personnel: William Burton, Joel Harms

HOTEL DEL CORONADO EXPANSION
Location: Coronado Island, California
Client: KSL Resorts
Architect: Architects | Delawie Wilkes Rodrigues
Website: www.hoteldel.com
Key Personnel: William Burton, Joel Harms

LA VALENCIA HOTEL
Location: La Jolla, California
Client: La Jolla Development Company
Architect: SGPA Architecture and Planning
Website: www.lavalencia.com
Key Personnel: William Burton, Joel Harms

LOEWS PORTOFINO BAY HOTEL AT UNIVERSAL ORLANDO
Location: Orlando, Florida
Client: Universal Rank Hotel Partners
Architect: WATG
Website: www.loewshotels.com/Portofino-Bay-Hotel
Key Personnel: William Burton, Joel Harms, Frank Brower

LOEWS ROYAL PACIFIC RESORT AT UNIVERSAL ORLANDO
Location: Orlando, Florida
Client: Universal Creative
Architect: Projects International
Website: www.universalorlando.com/royalpacific
Key Personnel: William Burton, Joel Harms

MANDARIN ORIENTAL HOTEL, DOHA
Location: Doha, Qatar
Client: Almhereib Properties
Architect: John McAslan + Partners
Website: www.mandarinoriental.com
Key Personnel: William Burton, Joel Harms, Patrick Baldwin

MONTAGE RESORT AND SPA
Location: Laguna Beach, California
Client: The Athens Group
Architect: HKS Hill Glazier Studio
Website: www.montagelagunabeach.com
Key Personnel: William Burton, Joel Harms, Matthew Uyeda

NANSHAN CULTURAL PARK
Location: Hainan Island, China
Client: Urban International New York Ltd.
Architect: Alen Pate Architects
Key Personnel: William Burton, Frank Brower

NEWPORT COAST SWIM AND TENNIS CLUB
Location: Newport Beach, California
Client: The Irvine Company
Architect: John Warden
Key Personnel: William Burton, Frank Brower, Matthew Uyeda

OAK CREEK GOLF CLUB
Location: Irvine, California
Client: Irvine Company
Architect: Alterers Associates
Website: www.oakcreekgolfclub.com
Key Personnel: William Burton, Frank Brower

OAK CREEK GOLF CLUB
Location: Irvine, California
Client: Irvine Company
Architect: Alterers Associates
Website: www.oakcreekgolfclub.com
Key Personnel: William Burton, Frank Brower
THE RESORT AT PELICAN HILL
Location: Newport Beach, California
Client: Irvine Company
Architect: Altevers Associates, Andrew Skurman Architects, Robert Hidey Architects
Website: www.pelicanhill.com
Key Personnel: William Burton, Joel Harms, Roger Wilcox, Frank Brower, Patrick Baldwin

THE RITZ-CARLTON HALF MOON BAY
Location: Half Moon Bay, California
Client: The Ritz-Carlton
Architect: HKS Hill Glazier Studio
Website: http://www.ritzcarlton.com/hmb
Key Personnel: William Burton

THE RITZ-CARLTON RESORT AND VILLAS AT RESORT COVE
UNBUILT
Location: King Abdullah Economic City, Saudi Arabia
Client: Emaar
Architect: WATG
Key Personnel: William Burton, Joel Harms, Patrick Baldwin

THE RITZ-CARLTON PARADISE VALLEY
Location: Scottsdale, Arizona
Client: Five Star Development
Architect: HKS Hill Glazier Studio
Key Personnel: William Burton, Joel Harms, Matthew MacLeod, Roger Wilcox

THE RITZ-CARLTON RESERVE FORT HOTEL
UNBUILT
Location: Muscat, Oman
Client: HKS Hill Glazier Studio
Architect: HKS Hill Glazier Studio
Key Personnel: William Burton, Joel Harms

THE RITZ-CARLTON BACHELOR GULCH
Location: Avon, Colorado
Client: The Athens Group
Architect: HKS Hill Glazier Studio
Website: www.ritzcarlton.com/bachelorgulch
Key Personnel: William Burton, Joel Harms

TEMECULA CREEK INN
Location: Temecula, California
Client: JC Resorts
Architect: HKS Hill Glazier Studio
Website: www.temeculacreekinn.com
Key Personnel: William Burton, Joel Harms, Roger Wilcox, Matthew Uyeda

TOSCANA COUNTRY CLUB
Location: Indian Wells, California
Client: Sunrise Colony Company
Architect: Altevers Associates
Key Personnel: William Burton, Joel Harms

WAILEA BEACH MARRIOTT RESORT & SPA
Location: Maui, Hawaii
Client: Blackstone Group
Architect: HKS Hill Glazier Studio
Website: www.marriott.com
Key Personnel: William Burton, Joel Harms, Matthew Uyeda

WAIKOLOA BEACH MARRIOTT RESORT & SPA
Location: Waikoloa Beach, Hawaii
Client: Blackstone Group
Architect: HKS Hill Glazier Studio
Website: http://www.westinlakelasvegas.com
Key Personnel: William Burton, Matthew Uyeda

THE WESTIN KIERLAND RESORT & SPA
Location: Scottsdale, Arizona
Client: Woodbine Development Corporation
Architect: HKS Hill Glazier Studio
Website: http://www.westin.com/Phoenix
Key Personnel: William Burton, Joel Harms, Matthew Uyeda

THE WESTIN LAKE LAS VEGAS
Location: Lake Las Vegas, Nevada
Client: Woodbine Development Corporation
Architect: HKS Hill Glazier Studio
Website: http://www.westinlasvegas.com
Key Personnel: William Burton, Matthew Uyeda
03.3 HOTEL DESIGN
LANDSCAPE IN RENDERING DOES NOT REFLECT FULL DESIGN. PLEASE REFER TO THE LANDSCAPE PLANS AND SECTIONS FOR MORE INFORMATION. LANDSCAPE IN RENDERING HAS BEEN REDUCED IN ORDER TO FULLY SHOW THE ARCHITECTURAL BUILDING DESIGN.
3.3 HOTEL DESIGN

LANDSCAPE IN RENDERING DOES NOT REFLECT FULL DESIGN. PLEASE REFER TO THE LANDSCAPE PLANS AND SECTIONS FOR MORE INFORMATION. LANDSCAPE IN RENDERING HAS BEEN REDUCED IN ORDER TO FULLY SHOW THE ARCHITECTURAL BUILDING DESIGN.
THE PROJECT

Originally the Charterhouse Hotel opened in 1960 opposite the Disneyland entrance at 1700 South Harbor Blvd, and provided modern, luxury resort living. 55 years later, a redevelopment of this property is being proposed by the Wincome Group. The proposed 580-room resort stays true to the original concept of the Charterhouse as described in the following excerpt from their 1962 brochure:

Scenic Beauty: large, air conditioned rooms, beautifully decorated private outdoor balconies for your sunning and viewing pleasure...a BIG sparkling pool to get you in the swim of things...superb food that’s a delight to the eye – luxury to the palate – this is Charterhouse living! And for the busy executive, special business services – public stenographer dictating machines meeting rooms for groups up to 300 typewriters around the clock message service...Yes, this is life like that at Charterhouse...and whether your visit to sunny Southern California is for pleasure or for business – you’ll love the Charterhouse way of life.

1700 South Harbor will be an appealing addition to the Anaheim resort market. Designed in a Southern Californian contemporary vernacular, this new 4-Star hotel and resort will set new standards in the heart of Anaheim. Optimizing the large 9-acre site and its location on South Harbor Blvd, the redevelopment is designed to create an immersive experience for guests and visitors while staying authentic to its heritage as a complete lifestyle resort. Banquet and Conference facilities, a gourmet Market Hall, fine dining, 2 large swimming pools with cabanas, a luxurious spa and fitness facilities are designed for both business and leisure guests’ unique experience.
The project is anchored at the corner of Harbor Blvd and Disney Way by its two signature restaurants and 3-meal restaurant which provide sit down and all day dining to guests and the public. The storefront at this double-height space exhibits its interior function with an abundance of glazing. A guest-use only concierge lounge on the second floor at this corner with glass guardrails provides the street with additional activity. Four levels of guestrooms are set back from the corner allowing the active bar and restaurant activities to be the focal point.

The main entrance on Harbor Blvd invites guests to enter through a forest of slender columns in a whimsical array, mimicking bamboo shafts supporting the structure above. The transition from the urban traffic to the interior of the resort through this portal is then focused on the gem-like quality of the glassy 2-story lobby.

Harbor Blvd and Disney Way elevations provide a variety of balcony expressions with glass railings and privacy screens with warm finishes that offset the cooler light gray cladding panels. The top of the building meets the sky with decorative soffits and horizontal trellises above the upper floor suites. The modern lines of the building mass step inboard from the street elevations at key points to reduce the perceived mass of the overall project.

The hotel pool deck and guestrooms wings are stacked above 2 levels of parking, eliminating the car from the resort environment.
3.3 DESIGN NARRATIVE

PUBLIC SPACES, LOBBY, AND LOUNGE AREAS

From its inception, 1700 S Harbor is unique in its integration between the exterior architecture and the interior design. Guests are welcomed into a spacious Living Room Lobby with double height ceilings, custom chandeliers, marble floors and wood paneling. A grand stair transports guests up to an open air Lobby Lounge overlooking an acre of landscaped amenity deck where pools, cabanas, an alfresco dining room, pool bar, and a large fitness and spa complex are located.

1700 S Harbor is designed in a contemporary palette of materials that complement the Southern Californian architecture and landscape. Warm woods and stones create feature walls and accent floors. Accent colors will reflect the foliage of the landscapes in the artwork and fabrics throughout. Glass, mirrors and metals in the custom chandeliers and furnishings will add highlights. Guests and visitors will be immersed in a truly relaxing luxurious resort.

Elegant ballrooms with large terraces as well as enclosed pre-function spaces are designed in various sizes to meet market criteria. This south conference wing can be entered directly from the Porte Cochere. Dedicated escalators and elevators connect the second level with meeting rooms, boardrooms, a business center, the reception area and a unique feature: a bridal suite adjacent to the Grand Ballroom.

RETAIL AND RESTAURANTS

Food and beverage would be available at a Concierge Lounge, 3-meal restaurant, lobby bar lounge, pool bar and grill, and rooftop bar. To activate the street scene and to serve hotel guests, a ground floor retail use (25,600 square feet of food and beverage retail floor area, including the 3-meal restaurant) will be located at the corner of Disney Way and Harbor Boulevard. Large terraces wrap the guest-only Concierge Lounge above, allowing guests to take advantage of the views toward Disneyland and the Porte Cochere.

GUESTROOMS

1700 S Harbor will provide 580 luxurious guestrooms and suites that will exceed the 4-Star requirements in terms of space and amenities. Each standard guestroom is 420 square feet in size with high ceilings and a spacious four fixture bathroom. Balconies are provided for views and open air ambience. Optional deluxe family rooms feature bunkbeds. Dedicated work space, large screen HDTV and in-room dining space are features of the standard rooms.

The 550 square foot Junior Suites are uniquely designed with spa bathrooms, private master bedrooms, walk in closets/ dressing areas and separate living rooms. The five fixture spa bathroom is washed with natural light from windows within the “Okura” bath, an enclosed shower room with a soaking bathtub. Double basins, an enclosed water closet and marble vanities and floors are features. The living room has an entertainment console with a large screen HDTV, minibar, large pullout sofa and a dedicated workspace.

Kings = 321
Jr. Suites = 214
2 bedroom suites = 42
Presidential suites = 2
Total rooms = 579
Retail Floor Area: 25,600 sq. ft.
Meeting Space Floor Area: 50,000 sq. ft.
3.3 HOTEL DESIGN
3.3 HOTEL DESIGN
3.3 HOTEL DESIGN
3.3 HOTEL DESIGN

1700 SOUTH HARBOR BOULEVARD
ANAHEIM, CALIFORNIA 92802
3.3 HOTEL DESIGN

1700 SOUTH HARBOR BOULEVARD
Anaheim, California 92802
1700 SOUTH HARBOUR BOULEVARD
Anaheim, California 92802

Landscape Image Board

© 2015 HKS, Inc.
1700 SOUTH HARBOR BOULEVARD
Anaheim, California 92802
RESTAURANT CONCEPT IMAGES

1700 SOUTH HARBOR BOULEVARD
Anaheim, California 92802
3.3 HOTEL DESIGN

RESTAURANT CONCEPT IMAGES

1700 SOUTH HARBOR BOULEVARD
Anaheim, California 92802

DATE: 02.29.15
3.3 HOTEL DESIGN

1700 SOUTH HARBOR BOULEVARD
Anaheim, California 92802

DATE: 02.29.15

RESTAURANT CONCEPT IMAGES;
1700 SOUTH HARBOR BOULEVARD
Anaheim, California 92802

RESTAURANT CONCEPT IMAGES;
HOTEL DESIGN

1700 SOUTH HARBOR BOULEVARD
ANAHEIM, CALIFORNIA 92802

DATE: 02.29.15

LOG THREE MEAL RESTAURANT CONCEPT IMAGES

[Image of hotel design]
3.3 HOTEL DESIGN

1700 SOUTH HARBOR BOULEVARD
Anaheim, California 92802

POOL CONCEPT IMAGES
10/4/15

HKS
INC.
3.3 HOTEL DESIGN

1700 SOUTH HARBOR BOULEVARD
Anaheim, California 92802
3.3 HOTEL DESIGN
3.4 PROPOSED SHELL & FFE COSTS
3.4 PROPOSED SHELL & FFE COSTS

Statement on Meeting Minimum Shell and FFE Costs

Good Hope International, Inc. certifies that it understands and intends to comply with the City’s Hotel Incentive Policy which requires a minimum Shell Cost expenditure of $225,000 per hotel room, adjusted annually. In 2016, we understand this is adjusted to $230,000 per room. For the 580 room hotel proposed for 1700 South Harbor Boulevard, this would require a minimum shell cost expenditure of $133,400,000.

GHI further certifies that it understands and intends to comply with the City’s Hotel Incentive Policy which requires a minimum Furniture, Fixtures & Equipment (FFE) cost expenditure of $30,000 per hotel room, adjusted annually. In 2016, we understand this is adjusted to $30,600 per room. For the 580 room hotel proposed for 1700 South Harbor Boulevard, this would require a minimum F&E cost expenditure of $17,748,000.

As we make this submission, we are in the midst of the latest round of pre-construction estimating for the 1700 S. Harbor redevelopment based on latest plans and program. We cannot provide exact construction estimate documentation at this time. When those documents are available, we will provide them as part of final negotiation for our Operating Covenant Agreement.

Our current working best estimate of construction costs for a combined Shell and F&E costs is approximately $360,000 per room, which would exceed the combined Shell and F&E costs from the policy of $260,100 per room.
3.5 HOTEL OPERATIONS TEAM AND OPERATING PLAN
3.5 HOTEL OPERATION TEAM AND OPERATING PLAN

Hotel Operations Team and Hotel Operations Plan

Good Hope International will operate this hotel ourselves, utilizing management personnel drawn from our already outstanding hotel operations staff that manage all our hotels, from a hospitality and service perspective, at the AAA Four Diamond standard.

Our hotel management and operations team knows how to run Luxury Hotels, once developed and opened. If you visit any of our properties, regardless of whether the property itself is physically a AAA Four Diamond Hotel or not, it is our policy to give guests a Four Diamond experience. Customer service is at the core of our values and our business model.

The AAA Four Diamond Hotel Service and Hospitality guidelines leave no room for compromise in the guest experience. Standards detail to the highest level how guests are to be treated through Reservations, Arrival, Check-In, Bell Service, Evening and Morning Housekeeping, Wake-Up Calls, Room Service, Concierge Service, Check-Out procedures, and Departure Experience, as well as the overall professionalism of all staff.

We invite you to visit any property currently operated by our team at any Wincome Group affiliated hotel and you will see a level of training, attitude, concern for customer service, and pride in work that is a hallmark of how we operate our hotels. That same level of dedication will be brought to 1700 South Harbor, as detailed later in this package.

A copy of our internal service and operations standards are attached, which were purposely designed to closely mirror the AAA Four Diamond Hotel Service standards.
AAA Four Diamond Properties
Properties identified by AAA as potential candidates for the Four Diamond Rating must employ competent, full-time personnel who provide guests with a comprehensive level of hospitality.

Key guest services interaction points are:

Phone Operations
Arrival And Departure
Check In/Out
Luggage Assistance
Room Service Delivery
Housekeeping
General/Concierge Services

Wincome Standards for 4 Diamond are:

1. Reservation services

Operator answers telephone within three rings.
Operator extends an appropriate greeting.
Reservationist thanks caller for contacting the property.
Reservationist provides an appropriate introduction to guest.
Reservationist addresses caller by name as appropriate for the manner of the guest.
Reservationist anticipates caller’s needs or offers a personalized recommendation.
Reservationist provides rate structure and room availability and unique qualities of each room type.
Reservationist provides an overview of facilities and services.
Reservationist exhibits competent/accurate knowledge of all associated facilities and hours of operation and property amenities.
Reservationist reviews reservation request with customer.
Reservationist exhibits a sincere desire to comply with all guest requests.
Reservationist is efficient and sensitive to the manner of the guest.
Reservationist extends an appropriate closing.
Property provides follow-up reservation confirmation in advance of arrival.
## 3.5 Hotel Operation Team and Operating Plan

### 2. Arrival Services
- Cars in queue are acknowledged and appropriately handled on arrival
- Attendant promptly opens the car door
- Attendant extends an appropriate welcome
- Attendant provides an appropriate introduction
- Attendant confirmed guest’s name
- Attendant uses guest’s name as appropriate for the manner of the guest
- Attendant explains parking procedures
- Valet parking is offered
- Attendant promptly offers to unload luggage
- Attendant explains luggage handling procedures
- Attendant provides unsolicited direction

### 3. Bell Services (Check-In)
- Attendant extends an appropriate greeting
- Attendant uses guest’s name as appropriate for the manner of the guest
- Attendant takes the initiative in providing information about all facilities
- Attendant anticipates guest’s needs or offers a personalized recommendation
- Attendant exhibits a sincere desire and compliance to all guest requests
- Attendant places luggage on luggage stand or in appropriate area
- Attendant explains features and functions of room
- Attendant offers to fill ice bucket
- Attendant is efficient and sensitive to the manner of the guest
- Attendant extends an appropriate closing

### 4. Wake-Up Call Services
- Service number is answered within three rings
- Operator extends an appropriate greeting
- Operator uses guest’s name as appropriate for the manner of the guest
- Operator anticipates guest’s needs or offers a personalized recommendation
- Operator is efficient and sensitive to the manner of the guest
- Operator extends an appropriate closing
- The guest feels well served

### 5A. Room Service (Order Services)
- Service is available 24/7
- Service number is answered within three rings
- Operator extends an appropriate greeting
- Operator uses guest’s name as appropriate for the manner of the guest
- Operator exhibits a sincere desire and compliance to all guest requests
- Operator anticipates guest’s needs or offers a personalized recommendation
- Operator repeats order to guest for confirmation
- Operator is efficient and sensitive to the manner of the guest
- Operator provides time estimate for delivery (within 30 minutes)
- Operator extends and appropriate closing
3.5 HOTEL OPERATION TEAM AND OPERATING PLAN

5B. Room Service (Delivery Services)

Attendant extends an appropriate greeting
Attendant uses guest name as appropriate for the manner of the guest
Attendant exhibits a sincere desire and compliance to all guest requests
Attendant anticipates guest’s needs or offers a personalized recommendation
Attendant confirmed tray/table placement
Attendant is appropriately conversant during set-up and delivery
Attendant reviews guest order
Attendant asks guest’s permission to prepare table, our beverage and remove food cover(s); acts accordingly
Food presentation and quality of ingredients reflect an upscale experience
All appropriate dishware and linens are of an upscale quality
Attendant is appropriately conversant with guest while providing assistance
Attendant is efficient and sensitive to the manner of the guest
All food is served at the proper temperature
All foods is prepared as ordered
Attendant provides written or spoken instructions for table/tray removal
Attendant extends an appropriate closing
Trays/tables are removed within 15 minutes, on request.
Attendant is efficient and sensitive to the manner of the guest

Attendant anticipates guest’s needs or offers a personalized recommendation
Attendant is efficient and sensitive to the manner of the guest
Attendant exhibits a sincere desire and compliance to all guest requests
Attendant or lobby greeter escorts guest to the appropriate area
Attendant extends an appropriate closing

6. Bell Services (Check-Out)

Service number is answered within three rings
Operator extends an appropriate greeting
Operator uses guest’s name as appropriate for the manner of the guest
Operator exhibits a sincere desire and compliance to all guest requests
Operator offers to retrieve car or arrange other transportation
Operator is efficient yet and sensitive to the manner of the guest
Operator extends an appropriate closing
The guest feels well served
Attendant arrives within five minutes of request
Attendant extends an appropriate greeting
Attendant uses guest’s name as appropriate to the manner of the guest
Attendant exhibits a sincere desire and compliance to all guest requests
7. Departure Services

Given adequate notice, the guest’s vehicle is waiting or alternate transportation is readily available.

Attendant extends an appropriate greeting.

Attendant uses guest’s name as appropriate for the manner of the guest.

Attendant anticipates guest’s needs or offers a personalized recommendation.

Attendant is appropriately conversant with guest.

Attendant reviews all of guest’s belongings and their placement in vehicle.

Attendant opens and closes door for guest(s).

Attendant is efficient and sensitive to the manner of the guest.

Attendant exhibits a sincere desire and compliance to all guest requests.

Attendant extends an appropriate closing.

8. Staff Services

All associates exhibit a professional vocabulary devoid of slang.

Guests are graciously provided directions or offered assistance via escort on request.

All associates consistently maintain eye contact with guests.

There is evidence that all associates are empowered by management to resolve guest issues immediately.

All staff associates fulfill guest’s special requests.

All phone calls are answered within three rings.

All associates are appropriately attired; name tags are clearly visible.

All associates demonstrate appropriate behavior.

All associates demonstrate appropriate hygiene.

Short-notice pressing is available.

Shoeshine service is available.

At least one food and beverage outlet is comparable to a Four Diamond Rating.
3.6 BRAND/FLAG/HOTEL OPERATOR
Good Hope International, an affiliate of the Wincome Group, plans to operate this hotel providing world class guest experiences. Wincome’s hotel operations team has current experience operating AAA Four Diamond rated hotels in Orange County, currently managing Avenue of the Arts Hotel, Costa Mesa. The intent is to carry this track record of success to the luxury guest experience in the Anaheim Resort market.

Good Hope International is currently vetting multiple Brands and Flag options to partner with on this project. These include Starwood Hotels and Resorts, Marriott International, Hyatt Hotels, as well as a few smaller specialty Four Diamond Hotel market brands. Wincome’s experience with Starwood’s Luxury Portfolio of brands has led to significant interest from Starwood in this important Four Diamond Hotel Project.

Of note, we recently converted one of our sister properties — The Avenue of the Arts Hotel in Costa Mesa - from a Wyndham Hotel to a member of Starwood’s Tribute Portfolio of Luxury Hotels. The Avenue of the Arts Hotel, Costa Mesa is Costa Mesa’s only AAA Four Diamond Hotel. In addition to Tribute Portfolio, Starwood also operates St. Regis, Westin, Le Meridien, the Luxury Collection, and W Hotels, all of which are named in the City Policy.

The pending acquisition of Starwood Hotels by Marriott may impact these discussions, and we are also in contact with Marriott about their luxury brands that are not currently operating or planned for the Anaheim Resort.

We will stay in regular contact with the City of Anaheim as our vetting process continues to evolve.
City of Anaheim Job Creation

- **311** Construction Jobs
- **300** Additional Jobs
- **1098** Hotel/Retail/Restaurant Jobs

**$33 Million** In Annual Wages Created

City of Anaheim Direct Tax Benefits

- **$539,000** New Property Tax (City Portion)
- **$346,000** New Sales Tax (City Portion)
- **$1,017,000** New Anaheim TID Fund Generated
- **New Hotel Taxes Generated**: $7.6 Million
  
  Per the Hotel Incentive Policy, $230,000 to support transportation improvements to the Anaheim Resort

Over **$9.5 Million** Total Tax Payments Annually to Anaheim
A Major New Economic Engine for Anaheim

- **94.7 Million** New Direct Visitor Spending
- **123.2 Million** Total Economic Impact

Driving Anaheim Hotel Destination Upward

- **$290** Average Daily Rate
- **300,000** Annual Hotel Visitors
- **$161** Additional Daily Spending Per Guest
4.3 HOTEL PERFORMANCE AND IMPACT STUDIES SCHEDULE
# 4.3 HOTEL PERFORMANCE AND ECONOMIC IMPACT STUDIES - SCHEDULE

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Project: 2015 1230 AP Schedule
Date: Fri 1/8/16
Good Hope International, Inc. certifies that we will and are eager to comply with the Policy's requirements for construction prevailing wage standards, local hiring, and the use of local contractors and suppliers. In many ways, we hope to exceed them.

Our development management staff have already met with representatives of the Los Angeles/Orange County Building Trades Council to ensure that we do the very best effort possible to ensure all outreach necessary for meeting and exceeding prevailing wage, local hiring and journeymen/apprenticeship and OSHA requirements.

We have also met with the Anaheim Chamber of Commerce to begin to assemble a list of local contractors and suppliers to whom we can outreach.

All General Contractors under consideration for selection to help us build this hotel have been made aware of and support these provisions as well. All pre-construction cost estimating we have done to date have been built on the assumption of compliance with all these policies.