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November 17, 2015

Honorable Curren D. Price Jr.  
Chair, Economic Development Committee  
c/o Office of the City Clerk  
Los Angeles City Hall  
200 North Spring St., Room 420  
Los Angeles, CA 90012

Re: Los Angeles Convention Center Expansion and Modernization Project


Dear Chairman Price,

This letter is to express my support of the Los Angeles Convention Center Expansion and Modernization Project. As a member and Field Services Representative of the Trade Show Installers Union that has worked in the buildings for over 25 years, I would ask that the Economic Development Committee move forward with this project.

The expansion needs to happen to increase the attraction of larger trade shows, similar in size to E3 and LA Auto, through the entire year. Show organizers are looking for showcase facilities to bring larger events to. A larger contiguous space is what trade show and event planners are looking for. The expansion project will turn the Los Angeles Convention Center into one of the premier convention facilities on the west coast.

With expansion plans currently under construction in Anaheim and San Francisco, the Los Angeles Convention Center needs to begin the expansion process to keep Los Angeles as a premier convention destination.

Sincerely,



Steven Bigelow  
Field Services Representative

Cc: Tom Fields, Chief Operating Officer, LA Department of Convention and Tourism Development



November 6, 2015

Council Member Curren D. Price, Jr.  
Chair, Economic Development Committee  
Los Angeles City Hall  
200 North Spring St., Room 420  
Los Angeles, CA 90012

Dear Council Member Price, Jr.,

I'd like to take this opportunity to voice my full support of the City of Los Angeles's plan to expand and modernize the Los Angeles Convention Center (LACC). As an event professional that utilizes the LACC it is important to our event and to our participants that we hold our events in state of the art facilities. The LACC is in need of modernization and increased meeting and exhibition space in order to attract size and scope of the highest level and most influential exhibitions and conferences in the country. I highly encourage you and your colleagues on the City Council to move forward with and develop plans for the expansion and renovation of the Los Angeles Convention Center.

Respectfully,

Madeline Kruzel  
Vice President/General Manager  
IDG World Expo



December 7, 2015

The Honorable Curren Price  
Chair, Economic Development Committee  
200 N. Spring St., Room 420  
Los Angeles, CA 90012

**Re: Los Angeles Convention Center**

Dear Chairman Price,

Established in 1924, the Central City Association (CCA) is Los Angeles's premier business advocacy organization, with 450 members employing over 350,000 people in the Los Angeles region. As the premier voice of business, we recognize the critical role that the Los Angeles Convention Center (LACC) plays in spurring Downtown's continued growth and development.

We strongly support the Department of Convention & Tourism Development's goal of positioning LACC as a dominant driver of economic development and job creation. CCA believes the expansion and modernization of LACC is critical to increase tourism and convention business in Los Angeles.

The modernization plans provide a convention center anchor hotel, reposition Pico Boulevard as an important gateway to Downtown and improve the useable space at LACC. All of the plans are creative and thoughtful and we commend the department for this effort.

The Department is well positioned to make LACC a very meaningful building block within the City's larger economic development strategy. CCA supports the LACC Expansion and Futurization Project and encourages the City to move forward expeditiously with the modernization. The economy is hot and interest rates are predicted to begin to rise soon. Let's move forward!

Sincerely,

Carol E. Schatz  
President & CEO

cc: Economic Development Committee Members  
Mr. Bud Ovrom, Department of Convention & Tourism Development

THE WESTIN BONAVENTURE HOTEL AND SUITES  
404 S Figueroa St, Los Angeles, CA 90071 1710 United States  
T 213.624.1000 F 213.612.4800  
thebonaventure.com

November 6, 2015

Councilmember Curren D. Price, Jr.  
Chair, Economic Development Committee  
Los Angeles City Hall  
200 N. Spring Street, Room 420  
Los Angeles, CA 90012

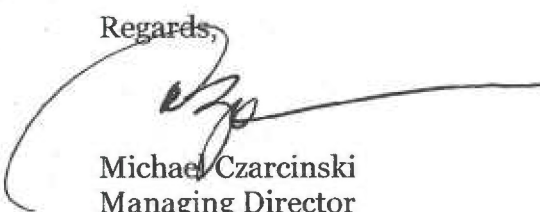
Dear Councilmember Price,

The Westin Bonaventure Hotel and Suites supports the renovation of the Los Angeles Convention Center with the understanding the Convention Center will add contiguous meeting space. Having this additional square footage will retain and enhance business in Los Angeles.

Thank you for your time and strong consideration to the above and to what we believe will bring the best return on investment to the City of Los Angeles.



Regards,



Michael Czarcinski  
Managing Director

MC:ss

c: Councilmember Curren D. Price, Jr.  
Chair, Economic Development Committee  
c/o Office of the City Clerk  
Los Angeles City Hall  
200 N. Spring Street, Room 360  
Los Angeles, CA 90012

# OMNI HOTELS & RESORTS

November 17, 2015

Council Member Curren D. Price, Jr.  
Chair, Economic Development Committee  
Los Angeles City Hall  
200 North Spring St., Room 420  
Los Angeles, CA 90012

Copy to:  
Council Member Curren D. Price, Jr.  
Chair, Economic Development Committee  
c/o Office of the City Clerk  
Los Angeles City Hall  
200 North Spring St., Room 360  
Los Angeles, CA 90012

Re: Los Angeles Convention Center Expansion and Futurization Project

Dear Councilman Price,

Omni Hotels & Resorts has followed with interest the potential plan for expansion of the Los Angeles Convention Center ("LACC") and the continued redevelopment of the surrounding area. Consistent with this interest we have taken the time to meet on occasion with Bud Ovrum and Glyn Milburn to learn about the city's plans and to insure that our interest has been expressed. We have also had the opportunity to review the White Paper on the Future of the Los Angeles Convention Center and wanted to express our thoughts an interest to your office directly.

As the owner and operator of the successful Omni Hotel Los Angeles on Bunker Hill, as well as being the owner/operator of convention center hotels in Atlanta, Fort Worth and Nashville, and the operator for the City of Dallas of its convention center hotel in Dallas, Omni Hotels & Resorts is supportive of the expansion and modernization along with the desire to further solidify the area as a world class sports, convention and entertainment center with the addition of a 1,000-room hotel. Similar to the opportunity to drive more demand in Los Angeles by adding appropriate hotel rooms, I have attached a copy of a recent study done by PKF on the Nashville market. We look forward to the pending Request For Interest to be administered by the city and its consultant and plan to respond as a hotel developer.

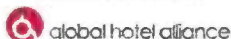
I hope to have the opportunity to visit with you on a future trip to Los Angeles.

All the best,



Charlie Muller  
Vice President of Acquisitions and Development

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972-730-6664 • 972-871-5669 fax  
omnihotels.com





**Kimo Bertram**

Vice President  
Real Estate and Development  
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Chicago, IL 60606

Telephone : 312.780.2926  
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kimo.bertram@hyatt.com

VIA ELECTRONIC MAIL

March 3, 2015

Robert R. "Bud" Ovrom  
Executive Director – Los Angeles Travel and Tourism Development  
1201 S. Figueroa Blvd.  
Los Angeles, CA 90015  
213-741-1151 ext. 5300

**Re: Proposed Los Angeles Convention Center Headquarters Hotel**

Dear Mr Ovrom,

It was a pleasure meeting you, your team, and Glyn Milbern from Mayor Eric Garcetti's office about your potential plan to develop a headquarters hotel at the Los Angeles Convention Center. We are pleased to express Hyatt's interest and support in the development of a  $\pm 1,000$  room convention center headquarters hotel. We agree that the Los Angeles Convention Center is underserved by the number and quality of hotel rooms surrounding the center, and that a headquarters hotel will significantly enhance the convention center's ability to attract business.

On the recent occasion of our company's 57<sup>th</sup> anniversary, we reaffirmed our goal to be the most preferred brand in each segment of the industry we serve. While we have never set a course for being the largest hotel company, our more than 90,000 dedicated associates around the globe have committed themselves to our mission of "authentic hospitality": a core belief that if we strive to make a difference in the lives of those we touch every day, and we do so within an environment that respects all people and all ideas, we will attain our goal of being the most preferred hotel company among our guests, our colleagues, and our hotel owners. We believe that this mission, and this goal, distinguish us from our competitors and make us uniquely well suited to work with your team in helping it realize its goal of bringing a successful new headquarters hotel to Los Angeles.



A newly constructed Hyatt Regency Los Angeles Convention Center will be the focal point for our brand loyal guests, corporate clients, and meeting planners interested in coming to downtown Los Angeles. Hyatt is a leader in convention center hotels, with approximately 50% of Hyatt's domestic (U.S.) full-service room inventory categorized as conference and convention hotels. We have been seeking the right opportunity to bring Hyatt back to downtown Los Angeles, and believe that our absence from the market today, combined with our strength in group and convention center hotels, creates a truly unique opportunity for a potential development partnership between the City of Los Angeles and Hyatt.

Hyatt is a hotel operator and owner. This is a substantial point of differentiation between Hyatt and most of our competitors. As of December 2014, Hyatt has an ownership stake in 43 hotels with over 20,000 rooms. Being an owner and operator of hotels allows Hyatt the unique advantage of operating "like an owner" with a focus on both top line revenues and bottom line profitability. Further, because ownership of strategic assets is an established component of Hyatt's development strategy, we will consider taking an ownership position in the proposed Los Angeles Convention Center headquarters hotel as a means of advancing the project.

It would be our pleasure and our privilege to work in partnership with the City of Los Angeles on the development of this exciting project. We hope to be given the opportunity to do so.

Very truly yours,

A handwritten signature in blue ink, appearing to read "Kimo Bertram", with a stylized flourish extending to the right.

Kimo Bertram  
Vice President Real Estate & Development  
Hyatt Hotels Corporation



Gregory W. Rockett  
VP of Corporate Development  
703.883.1048 phone  
703.342.9686 mobile

Hilton Worldwide  
7930 Jones Branch Drive  
McLean, VA 22102  
[gregory.rockett@hilton.com](mailto:gregory.rockett@hilton.com)

September 26, 2014

Mayor Eric Garcetti  
Los Angeles City Hall  
200 N. Spring Street  
Rm. 303  
Los Angeles, CA. 90012

Dear Mayor Garcetti,

In response to the overtures we have received from the Los Angeles Department of Convention and Tourism Development, I am delighted to express on behalf of Hilton Worldwide our enthusiasm for the prospect of a large convention hotel in connection with the vision for an expanded convention center in downtown Los Angeles. We support this vision of enhancing the appeal of downtown Los Angeles as a convention destination through the creation of expanded, contemporary meeting and convention facilities and additional headquarter hotel amenities to complement the LA Live hotel product. Hilton has been an effective collaborator in similar exercises - San Diego, Baltimore and Columbus come to mind as recent examples, and I have no doubt that a partnership between the City of Los Angeles and Hilton Worldwide would be anything less than a beneficial one that would optimize the prospects for downtown Los Angeles as a world-class convention destination.

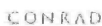
It is also important to note that Hilton Worldwide has a strong relationship with Unite Here Local 11 and around the country, with a history of working collaboratively to achieve labor peace while preserving the economic interest of hotel owners. This was most recently demonstrated with Hilton being the first company to reach collective bargaining agreements with Unite Here in several major cities in 2013. Currently, Hilton Worldwide has a neutrality agreement with Unite Here to provide for a card check process in a number of major cities in the US, including Los Angeles.

Should you require any assistance in furthering this initiative, please do not hesitate to let us know.

With best regards,

  
Gregg Rockett  
Vice President of Corporate Hotel Development

cc: Bud Ovrom, Los Angeles Department of Convention and Tourism Development





December 5, 2014

Councilman Curren D. Price, Jr.  
Chairman, Economic Development Committee  
Los Angeles City Hall, Room 420  
200 North Spring Street  
Los Angeles, CA 90012

Re: Proposed Los Angeles Convention Center Headquarters Hotel

Dear Councilman Price,

As a longstanding member of the business community in downtown Los Angeles, I am writing on behalf of Starwood Hotels & Resorts to express our strong support of the Los Angeles Convention Center expansion and modernization project as well as the proposed 1,000-room headquarters hotel. Based on our deep understanding of the downtown market and experience working with other municipalities on similar projects, we believe that expanding the convention facilities and providing a headquarters hotel would further position downtown Los Angeles as a world-class destination and generate additional demand to LACC, downtown LA, and the existing LA Live product.

As seen by Starwood's well-performing portfolio of full-service, upper-upscale and luxury hotels in Los Angeles, we are deeply committed to the ongoing success of the City and would welcome the opportunity to invest in expanding our footprint with the right assets in the right locations. We share the City's vision that a vibrant downtown with sufficient hotel rooms is critical to attracting the best conventions and corporate clientele which will help ensure the long-term economic health of the City.

Starwood is the world's most global hotel company with a strong presence in rapidly growing markets and nearly 80% of its pipeline outside the U.S. We truly believe in Los Angeles as a gateway to the world and believe that a new Starwood hotel in Los Angeles would be well positioned to capture inbound travelers given the strong reputation and unmatched guest loyalty of our brands globally. Perhaps most relevant is Starwood's strength in Asia Pacific with 263 hotels in the region, including 130 in China, 21 in Thailand, 15 in Japan, and six in Korea, which makes it uniquely qualified among its hotel peers to outperform in the downtown Los Angeles marketplace. In addition, Starwood has reshaped the public perception of the hotel experience with its emphasis on innovation, design and brand differentiation and believes the entire project will benefit from this expertise from the initial planning stages through opening and ongoing operations.

Starwood has positive working relationships with unions across the nation and specifically has a strong relationship with UNITE HERE, Local 11 in the greater Los Angeles area - with four of Starwood's Los Angeles hotels represented by Local 11. Starwood recently entered into two neutrality agreements with Local 11 and successfully negotiated



collective bargaining agreements at the W Hollywood and the SLS Hotel at Beverly Hills. In addition, we have recently negotiated new five-year collective bargaining agreements through 2018 at two other Los Angeles Hotels represented by Local 11: the Sheraton Downtown Los Angeles Hotel and the W Los Angeles Hotel.

As we have discussed with Robert R. 'Bud' Ovrom of the Convention and Tourism Development Department, as well as via letter to Mayor Garcetti, Starwood looks forward to future discussions and will continue to evaluate the project as the development process continues. Please note that this letter is only an expression of our interest to further evaluate this opportunity and does not create any legally binding obligation on Starwood.

Based on your availability, we would like to propose an in-person meeting in Los Angeles during the week of January 26<sup>th</sup> when a few members of our North America senior management team will be in the area, or the next time we are in the greater Los Angeles area. It would provide an opportunity to further discuss the project as well as share our market insight. Please let us know if this would work and we can make arrangements to come meet with you and your team.

We look forward to working the City and its partners on this exciting project in downtown Los Angeles.

Sincerely,

A handwritten signature in blue ink, reading "Allison Reid". The signature is fluid and cursive, with a horizontal line drawn underneath it.

Allison Reid  
Senior Vice President, North America Development

cc: Mark Keiser  
Charlotte DeHaven  
Adrienne Jubb