



HOTEL CONCEPTS

NOVEMBER 5, 2018

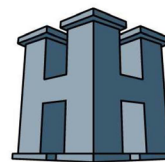
# CITY OF BURRIEN HOTEL DEVELOPMENT

REQUEST FOR PROPOSAL



# TABLE OF CONTENTS

LETTER OF INTEREST	3
PROJECT CONCEPT	4
PURCHASE OFFER	10
QUALIFICATIONS	11
PORTFOLIO	15
REFERENCES	21



---

HOTEL CONCEPTS

November 5, 2018

Andrea Snyder  
Economic Development Manager  
**City of Burien**  
400 SW 152<sup>nd</sup> Street, Suite 300  
Burien, WA 98166  
[andreas@burien.gov](mailto:andreas@burien.gov)  
(206) 248-5528

**Expression of Interest**

Dear Andrea,

Hotel Concepts is pleased to submit the following response to the City of Burien. We are very excited with this hotel and mixed-use development opportunity, and the prospect of partnering with the City of Burien.

Respectfully,

**Faruq Ramzanalli**  
Hotel Concepts





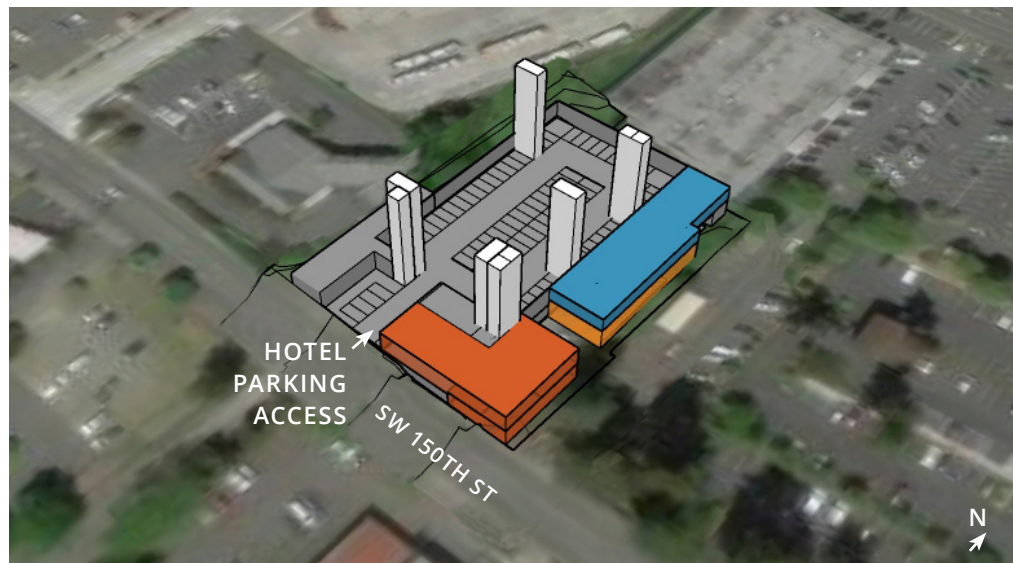
# 1. PROJECT CONCEPT



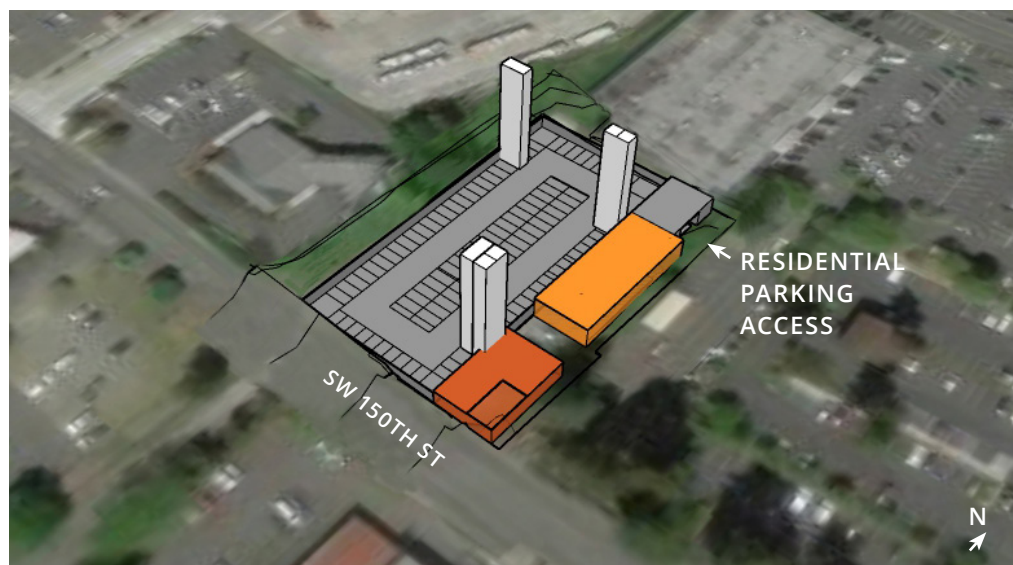


This proposal is for a hotel and multifamily mixed-use development in the City of Burien's downtown zone. The development will contribute to the city's vision for a diverse and vibrant fabric, through the addition of a 140 guestroom hotel and multifamily residential building. The development program will be confirmed upon completion of feasibility.

The buildings are placed into the site topography with activated public spaces wrapping the structured parking garages along the street edges. The hotel structure is setback along SW 150th Street to provide public incentive through the continuation of the downtown street improvements. The courtyard is oriented adjacent to the transit center with a potential pedestrian connection through the buildings to SW 150th Street.



LEVEL 2 &amp; HOTEL PARKING

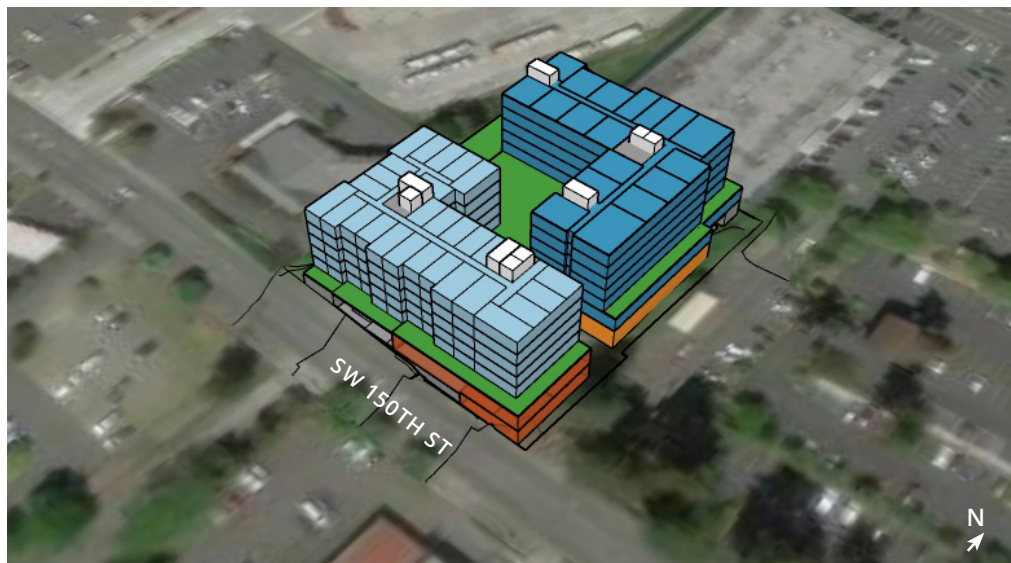


LEVEL 1 &amp; RESIDENTIAL PARKING

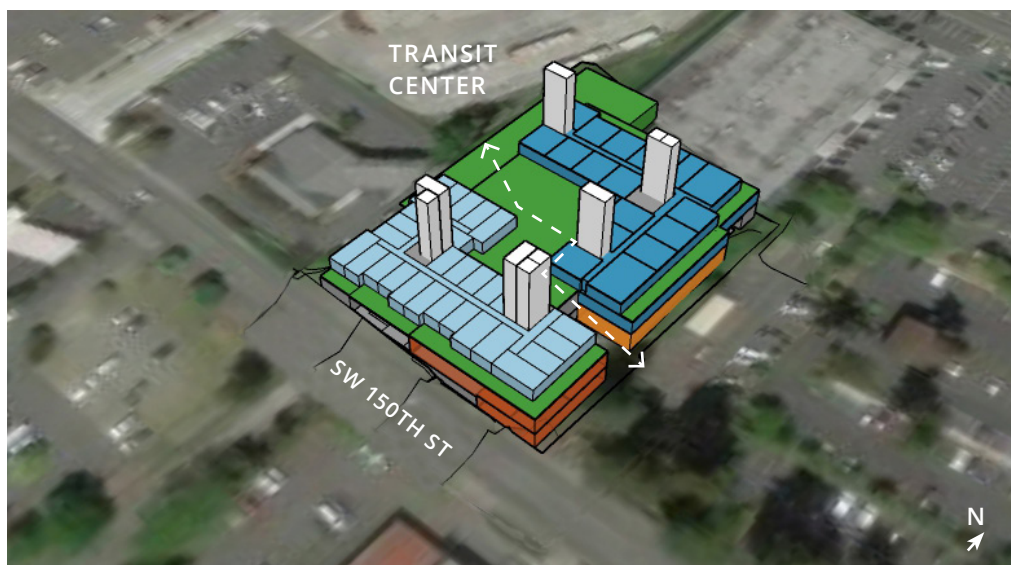


The hotel provides an urban edge along SW 150th Street frontage, while the upper floors are setback to reduce the bulk, which aligns with the city's setback requirements. The hotel entry and vehicular access are proposed off of SW 150th Street with 80 structured parking stalls. The hotel brand has not been confirmed.

The multifamily residential building is located along the east and north property lines, with the upper floors setback to reduce the bulk. The main entry and vehicular access to 100 structured parking stalls are located off of the east property line. The vehicular access to the residential entry is based on the 2005 survey with ingress/egress easement along the east property line. The vehicular access will require additional negotiations with the adjacent property owners.



LEVEL 4-7



LEVEL 3 &amp; COURTYARD



LEVEL 1 FLOOR PLAN  
SCALE: 1"=50'

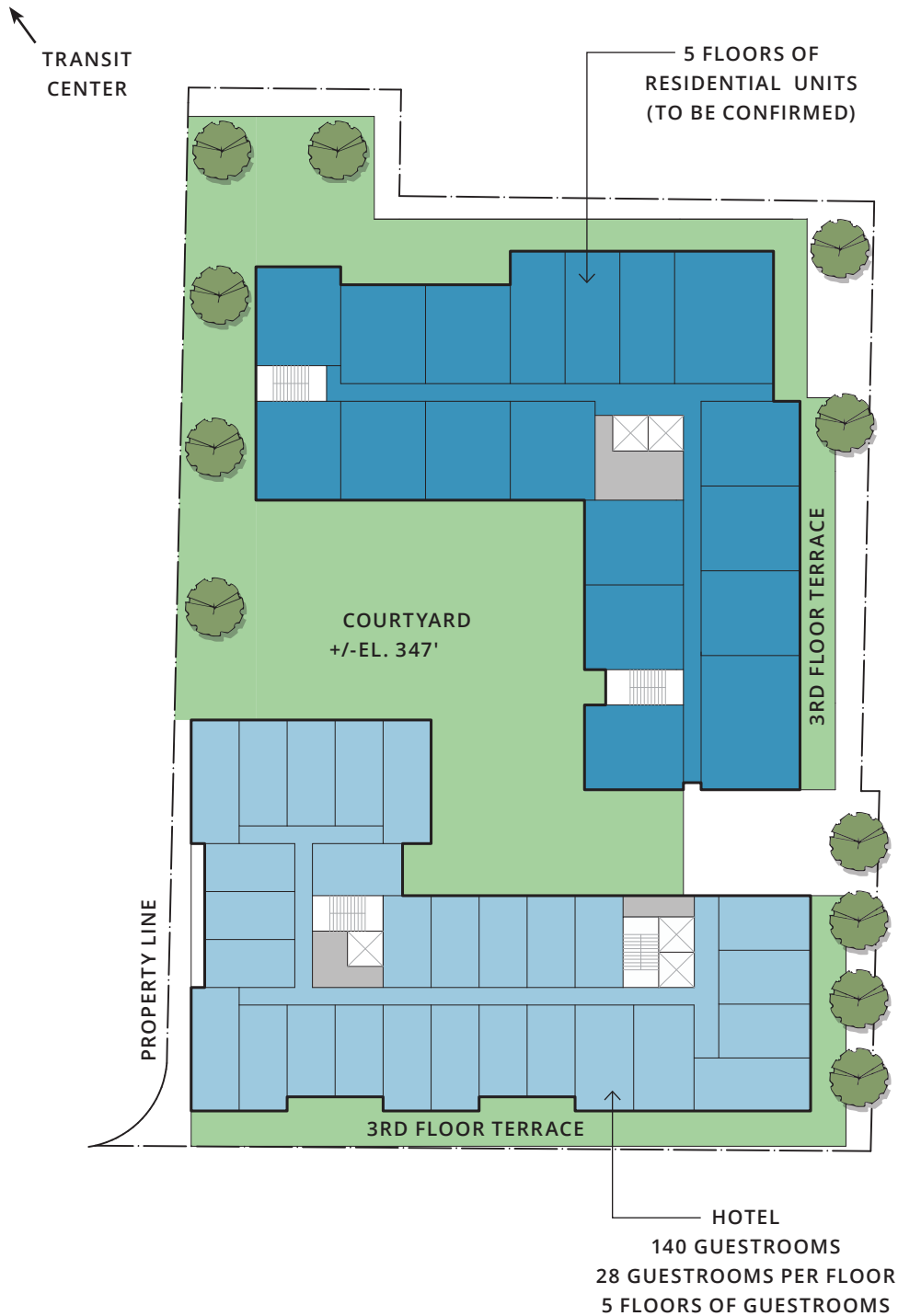






LEVEL 2 FLOOR PLAN  
SCALE: 1"=50'





TYPICAL UPPER FLOOR PLAN

SCALE: 1"=50'





CONCEPT IMAGES

FACADE ARTICULATION



STREET FRONTAGE/HOTEL LOBBY



PARKING ACCESS/HOTEL VEHICULAR DROP OFF





**PROJECT DEVELOPMENT TIMELINE**

Hotel Concepts proposes to enter into a purchase and sale agreement within 30 days from the award of the RFP. Building plans will be submitted for permitting within 180 days. Project completion will be 19-24 months from the issuance of the building permit. According to this the timeline for the project would be as follows:

Request for Proposal Due	November 2018
Request for Proposal Awarded	December 2018
PSA (30 days after RFP Awarded)	January 2019
DDA Approved by City Council	April 2019
Land-Use Submittal	April 2019
Land-Use Issuance	June 2019
Building Permit Submittal	June 2019
Building Permit Issuance	September/October 2019
<b>Project Completion</b>	<b>May-October 2021</b>

**INCORPORATION OF CITY OBJECTIVES**

Burien is known for its thriving health care community and offers the largest number of providers, per capita. The medical providers generate approximately 5,000-10,000 room nights annually for hotels in the nearby area. While all of this demand is not expected to be captured by our proposed hotel, it is assumed that a portion will be. Therefore, our hotel would provide the desired service for a hotel within city limits while also allowing the City to capture much of the medical and industry visitors.

Furthermore, Burien benefits from its convenient location to Sea-Tac International Airport. Port Authorities are evaluating expansion plans to accommodate the expected growth in passenger traffic over the next 20 years. Our hotel is expected to benefit from the projected growth.

The key in developing this TOD project with a hospitality component is the site's adjacency to the transit center, connection to Burien's robust restaurants and vibrant art scene. We believe that our mixed-use development will activate the surrounding public spaces, and extend Burien's Town Square development vision and success.

**JOB & WAGE INFORMATION**

There will be an estimated 150 construction employees hired by the subcontractors paying market labor rates, and 50 permanent hotel jobs paying approximately \$15 per hour.

Hotel Concepts has hired numerous women and minority owned firms in the past, but our ability to continue to do so will largely depend on market conditions and subcontractor availability.

## 2. PURCHASE OFFER

---

Hotel Concepts proposes to purchase the property for \$1,650,000.00 with \$150,000 in earnest money due upon execution of the purchase agreement and the remaining \$1,500,000 due upon issuance of the building permit.



### 3. QUALIFICATIONS



HOTEL CONCEPTS

## DEVELOPMENT PARTNERS

---

**Hotel Concepts** is a company founded by Han Kim, Ed Kim and Faruq Ramzanalli, with a 25-year history of developing real estate in the Pacific Northwest. As a hospitality leader in the Pacific Northwest, Hotel Concepts has helped build and open 24 hotels in Washington, Oregon and Hawaii. Its affiliate BMI Hospitality currently manages 15 hotels franchised with four major hospitality companies: Marriott, Hilton, IHG, and Starwood.

**Ballard Construction, Inc.** is an affiliated general contracting company that provides construction administration and management services for Hotel Concepts.

## EQUITY PARTNERS

---

A new entity will be formed by the principals of Hotel Concepts that will provide approximately 25% of the project cost and will be the owner of the project.

**BM Investment Fund, Inc** is an affiliated investment company that has funded the past four hotel projects and will provide the remaining funds for the development of the hotel.

**Team members with the authority to represent and make legally binding commitments are as follows:**

### FARUQ RAMZANALLI

President, Ballard Construction, Inc.

CEO, BM Investment Fund, Inc.

---

### HAN KIM

President, Ballard Management, Inc. dba Hotel Concepts

CEO, BM Investment Fund, Inc. dba BMI Hospitality

---

### ED KIM

CFO, BM Investment Fund, Inc.

General Counsel, Ballard Management, Inc. dba BMI Hospitality

---





## TECHNICAL PARTNERS

---

### ARCHITECTS - CLARK | BARNES

CLARK | BARNES is a local Seattle architecture firm that has been in business since 1991 and we specialize in the design of hotels and multifamily residential projects.

Further details about the firm and personnel can be found at [www.clarkbarnes.com](http://www.clarkbarnes.com).

#### W. SCOTT CLARK

Partner, Architect

#### EDUCATION

Master of Architecture, Harvard University

#### REGISTRATION

Architect - WA, AK, CA, CO, NM, MA, OR, PA, British Columbia

#### SELECTED PROJECTS

Staybridge Suites - Fremont, Seattle, WA  
Hilton Garden Inn, SeaTac, WA

Courtyard Marriott, Seattle, WA

---

#### LAUREN GARKEL

Associate, Architect

#### EDUCATION

B.S. Architecture, University of Arkansas

#### REGISTRATION

Architect - WA

#### SELECTED PROJECTS

Hampton Inn & Suites, Renton, WA  
Hilton Garden Inn & HW Suites, Albuquerque, NM

Country Inn & Suites, SeaTac, WA  
Northgate Courtyard Marriott, Seattle, WA

---

### PSM CONSULTING ENGINEERS - STRUCTURAL ENGINEERING

PSM provides structural engineering services to clients worldwide from their office in Seattle. They have provided successful structural solutions for owners, architects, and government organizations since 1924.

### COFFMAN ENGINEERS - MEP ENGINEERING

Coffman Engineers has assembled an unparalleled engineering team to assist hotel owners, developers, and operators in meeting operational, structural, and fire safety goals at their properties.



## 4. PORTFOLIO





# STAYBRIDGE SUITES

A hotel that activates the pedestrian environment on Aurora Ave. & 40th Street with public spaces.

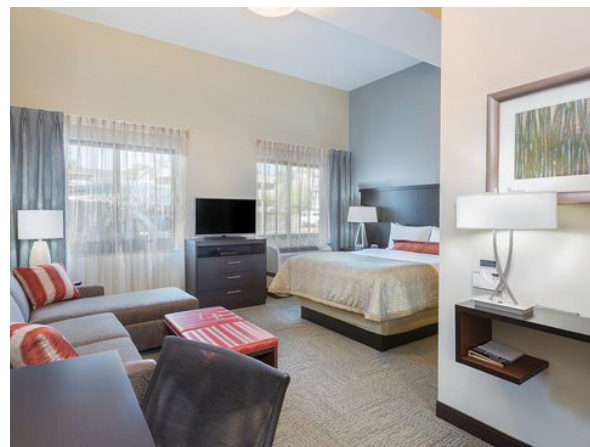
## PROJECT DETAILS

This four-story, 120 room extended stay hotel with below-grade parking in Fremont offers a mix of studio, one-bedroom and two-bedroom guest rooms. An indoor swimming pool, exercise room, commercial kitchen and meeting space are also featured.

The building entry is centrally located to create visual drama from the street and articulate a definitive entry point. The design activates the pedestrian environment on Aurora and 40th Street by focusing the public spaces of the hotel at the northwest corner of the site. The sidewalk has been moved adjacent to the building to create a widened landscape buffer between pedestrians and Aurora Avenue.

## Primary Public Official:

**Bruce Rips, Senior Urban Planner, City of Seattle**



LOCATION	Seattle, WA	COST	\$24M
AREA	119,950 SF	BEGAN	2013
UNITS	120	COMPLETED	2015





## ALOFT BY MARRIOTT

A SeaTac hotel that caters to the modern traveler who craves jet-setting style and a vibrant social scene at an affordable price.

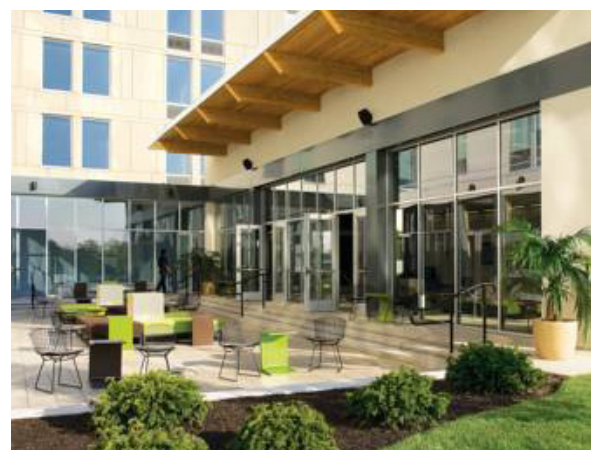
### PROJECT DETAILS

Aloft by Marriott in the City of SeaTac is a 100,000 sq ft, 144 unit hotel close to Westfield Southcenter, Alaska Airlines and Horizon Air headquarters, as well as other aviation companies. The project also features 2 stories of underground parking with 72 stalls. Construction began in February of 2015 and was completed in October of 2017. The Aloft is SeaTac's first urban lifestyle brand, and one of newest airport properties.

### Primary Public Official:

Jeff Robinson, Economic Director - City of SeaTac

LOCATION	SeaTac, WA	COST	\$26M
AREA	100,000 SF	BEGAN	2015
UNITS	144	COMPLETED	2017







HOTEL CONCEPTS



# HAMPTON INN & SUITES

Modern amenities and spacious rooms and views of scenic Lake Washington from Renton.

## PROJECT DETAILS

CLARK | BARNES provided architectural design services for the new five-story hotel building located at 1300 Lake Washington Boulevard North. Situated in the heart of King County, Renton is one of the fastest growing areas in the Puget Sound area for both residents and businesses. The project will consist of 105 guest rooms with a two-level, below-grade parking garage.

Scope of services includes concept design, building permit, construction documents, and construction administration. Building design is in accordance with Hampton Inn Standards and an Urban Design District "C" review.

### Primary Public Official:

Rocale Timmons, City Planner, City of Renton



LOCATION	Renton, WA	COST	\$25M
AREA	48,857 SF	BEGAN	2015
UNITS	105	COMPLETED	2017





## HILTON GARDEN INN

The use of Pacific Northwest inspired materials give guests an improved, local, brand experience.

### PROJECT DETAILS

CLARK | BARNES is providing architectural design services for a new 5-story Hilton Garden Inn located at 3056 S 188th Street in SeaTac, Washington. The project will consist of 152 guest rooms with amenity spaces that include an indoor swimming pool. Two levels of below-grade on-site parking will be provided for guests. Use of Pacific Northwest inspired materials give guests an improved, local, experience and is an approved modification to Hilton's Design Standards

Located near Seattle-Tacoma International Airport with direct airport shuttle service, the hotel will be an excellent entry point for visitors to the Pacific Northwest. Easy access to I-5 and Pacific Hwy S allows guests easy access to Seattle, Tacoma and other points of interest in the region. It will open in December 2018.

### Primary Public Official:

**Albert Torrico, City Planner, City of SeaTac**



LOCATION	SeaTac, WA	COST	TBD
AREA	134,688 SF	BEGAN	2015
UNITS	152	COMPLETED	2018





# HAMPTON INN & SUITES BREMERTON

A vibrant waterfront hotel on Bremerton's waterfront just adjacent to the Bremerton Ferry Terminal.

## PROJECT DETAILS

Hampton Inn & Suites Bremerton a 105-unit hotel sits on a 15,000 sq. ft airspace parcel. The hotel is the lodging component to the Kitsap Conference Center in Bremerton and totals 4-stories in height. Construction began in 2002 and was completed September 2004. The Hampton Inn & Suites was Bremerton's first upper midscale hotel servicing the nearby naval base and tourists to the area.

## Primary Public Officials:

Mayor Cary Bozeman

Gary Sexton, City Planner



LOCATION	Bremerton, WA	COST	\$10M
AREA	56,000 SF	BEGAN	2002
UNITS	105	COMPLETED	2004





## 5. REFERENCES



## 5. REFERENCES

---

The following contacts are relevant lender references for Hotel Concepts.

### **US BANK**

Jim Dockstader  
Senior Vice President  
(206) 344-4699

### **FIRST FEDERAL CREDIT UNION**

Jesse Long  
Commercial Loan Officer  
(360) 417-3145

### **HERITAGE BANK**

Michael Hall  
Commercial Lending Officer  
(425) 513-6705

### **KITSAP CREDIT UNION**

Richard Barnes  
Commercial Loan Officer  
(360) 662-2197