

DRURY HOTELS.

DRURY
PLAZA HOTEL

Drury Plaza Hotel

April 1st, 2020

**Major Revision to Final Development Plans
3901 Minnesota Drive**

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DRURY INTRODUCTION

The Drury companies have origins that can be traced back to the 1940's when Mr. Lambert Drury began a plastering business in Kelso, Missouri.

In 1973 the Drury family built and opened its first hotel in Sikeston Missouri, after developing and operating several other franchised properties. The first Drury Inn hotel had a beginning rate of just \$10.88 per night, 25% lower than other hotels!

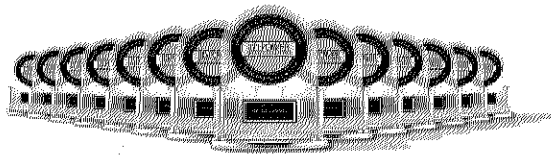
Drury Southwest, Inc/Drury Hotels is privately held and does not franchise. Instead, the Drury brand owns, develops, is the General Contractor, constructs and operates their hotels for the lifetime of the Drury property, and in total employs approximately 6,500 people.

Today Drury has 130+ Hotels around the United States; their portfolio comprised of new construction and major historic renovations.

Most impressive, Drury Hotels has been awarded the **JD Powers Award** for "North America Hotel Guest Satisfaction Index Study" an unprecedented **14 years in a row!**

By being recognized for the "Highest in Guest Satisfaction Among Upper Midscale Hotel Chains" Drury has set an industry standard in guest service, and sets a record for the most consecutive wins in the J.D. Power hotel category.

Drury Hotels is also 2nd in the world, only (5) points away from being #1 globally.



While an upper scale limited-service hotel, Drury ensures the guests are not left wanting or hungry. Being the first in their market segment to offer full hot meal breakfast free of charge to their guests, Drury still offers hot daily breakfasts with menus changing daily.

Then, in 2009 they began the '5:30 Kickback' that offers a changing/varied offer of full dinner items, unlimited beverages and (3) 'adult beverages' all at no cost to the guests from 5:30 -7:00 p.m.

With this new Drury Plaza Hotel, Drury is marking its first entry into the Minneapolis market, and looks forward to continuing to serve our growing base of guests in this vibrant community for many, many years to come.

PROJECT DATA

SITE

AREA:

165,698 Sq. Ft./3,804 Acres

SETBACK:

35 Ft. Code

32 Ft. (Previously Approved)

STRUCTURES

HOTEL:

9-Story on grade.

Square Feet: 129,223

Height: 104'.10"

Guest Rooms: 214

Meeting Space: 1,187 Sq. Ft.

Guest Use Only

(169) OCC Chairs only

(79) OCC Chairs & Tables

Guest Dining:

Non-Public, Guest Use Only

2,194 Sq. Ft.

(146) OCC

Amenities:

Pool & Business Center

RESTAURANT: (Phase II)

7,000 Sq. Ft. (Previously Approved)

PARKING DECK:

4-Story

97,536 Sq. Ft.

PARKING

PARKING DECK: 233 Spaces

SURFACE: 95 Spaces

CALCS:

HOTEL: 236 Required (1.1 Space/Room)

RESTAURANT: 200 Seats/80 Required (1 Space/2.5 Seats)

TOTAL:

Parking Spaces Required: 316

Parking Spaces Provided: **328**

PROJECT HISTORY

SITE:

- Historically an aggregate mine and landfill until early 1960's.
- Drive-In Theatre until mid-1980's.
- Surface Parking Lot (166 spaces) until late 2018 (Minnesota Center).

ENVIRONMENTAL (FINANCIAL):

- February 2018; two grants were secured through the City of Bloomington (DEED/TBRA).
- Approximately \$780,000 has been spent by DSW to date on environmental clean-up at the site.
- A balance of funds remains of approximately \$600,000.
- DSW is currently working on an extension for these programs.

ENVIRONMENTAL (WORK):

- Substantial environmental clean-out work was performed on the site in 2019 including the excavation of impacted soils intermixed with debris from former dump and placement of a gravel layer across excavated area to provide a working surface for future development.
- To perform this work, the existing (166) space parking surface had to be demolished and removed.
- Remaining work includes segregation and off-site disposal of former dump materials that are excavated for piles, grade beams, utility infrastructure and so on.

PLAN REVIEW:

- In 2019 DSW worked with multiple departments/personnel at the City of Bloomington for several months addressing the details of utilities, fire access, life safety, mechanical and etc.
- The previously approved parking deck was in a location flanked by public streets, the hotel, the restaurant and Minnesota Center.
- Due to the location, the utility lines and other mechanical components had to be placed under, or in the parking deck in order to service the hotel and the street/public connections.
- The City was tentative about this, and while many components were addressed and changes made as a result of these meetings, no solution or finality was ever reached for the main utility lines serving the site, hotel and future restaurant.

NINE MILE

- Permit obtained, and extension granted from the Nine Mile/Watershed District.

FOUNDATION PERMIT:

- Concurrent to the environmental work, Drury prepared and constructed structural foundation plans to obtain a Foundation Permit and begin work.
- During the plan review process, pricing was obtained for the foundation work which, at that time came in much higher than originally anticipated or that the preliminary pricing from 2018 reflected.

PROJECT HOLD:

With the culmination of these events and factors, it only made sense to take a pause and look at ways to remediate City concerns while reducing construction costs.

MINNESOTA CENTER:

- The neighboring Minnesota Center (MC) and Drury (DSW) have worked together since the purchase of the property and throughout the time since.
- Part of the sale agreement to Drury includes a non-exclusive parking agreement for Minnesota Center.
- During the environmental and construction process, DSW would not be required to provide parking to MC.
- When the project was placed on temporary hold, the lot had already been removed to perform the clean-out work.
- The City asked that we wait until spring to address/install the temporary lot.
- MC has been without the required parking since early 2018.

▪ **DEVELOPER REQUEST**

❖ **APPROVAL OF REVISED PLANS to 2017 FINAL DEVELOPMENT PLAN APPROVAL**

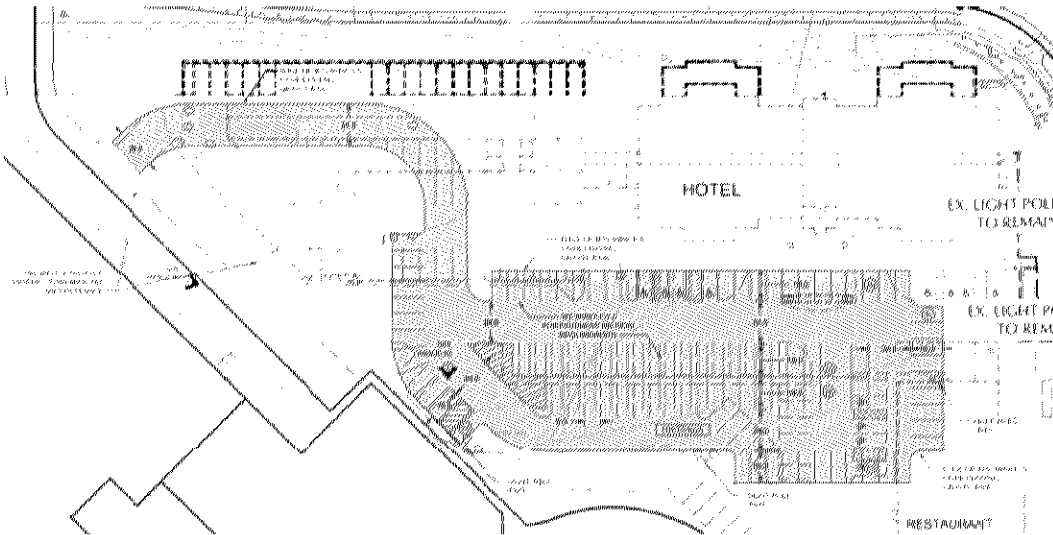
I. REVISIONS TO FINAL DEVELOPMENT PLANS

- a. Removal of 2-level underground parking deck.
- b. Addition of 4-story above grade parking deck.
- c. Gain of an additional (10) parking spaces.
- d. Hotel height remains at 104' 10".
- e. Addition of walkway, storage and trash enclosure.
- f. Trash enclosure is now fully enclosed and connected to building.
- g. Future restaurant is now on grade.
- h. Fire Department/truck access returns to within the property boundaries.
- i. Utility line placement will meet the City's desired conditions.
 - i. Sanitary sewer services no long run under the parking deck, but rather under the at grade (surface) parking lot.
 - ii. Watermain services are no longer under the parking ramp but rather under the at grade (surface) parking lot.

❖ **APPROVAL (CIP) FOR NON-COMPLIANT TEMPORARY PARKING LOT**

II. TEMPORARY PARKING LOT

- a. Owner (Drury) is legally bound to Minnesota Center (MC) to provide 100 parking spaces.
- b. Minnesota Center agreed to waive the parking requirement during construction.
- c. Temporary lot will have (100) parking spaces (less than the previous 166).
- d. Temp lot will be asphalt with striping, directional markings/signage and lighting.
- e. Original lot had (4) light poles, the new lot will have (5) new light poles.
- f. Temporary lot maintains and incorporates existing curb cut and drive onto site.
- g. Temporary lot maintains existing MC truck turn-around on DSW site.
- h. Entrance to temp lot is accessed by the existing MC service road drive.
- i. There is no public access to temp lot off Minnesota Street.
- j. The existing walkway at grade between MC and the Drury site will be connected to temp lot.
- k. Existing retaining wall & landscaping will be kept intact.
- l. Temporary parking lot will utilize existing drainage/catch basins.



APPROVAL VIABILITY

OWNER/DEVELOPER INVESTMENT

Drury has invested over \$1.3m in hard costs to date.

- Environmental
- Demolition
- Fencing/Screening/Landscaping
- Maintaining site

Additional soft costs incurred, internal resources dedicated to project.

- Architectural/Engineering
- 3rd Party (Civil, Environmental etc.)
- Legal/Real Estate/Holding Costs

COST (Temporary Lot)

Why Incur Cost to Construct Temporary Lot

- While legally bound to provide this parking, this is our neighbor present and future.
- Drury strives to ensure that MC has what is needed to continue to grow and succeed, which is what Drury desires for its hotel/restaurant once open as well.
- While it is a substantial cost to provide MC temporary parking, Drury has intentionally placed the temporary lot over the future permanent surface parking lot as shown on the site plan and civil overlays.
- Placement ensures that Drury has the area for staging and storage that is essential during construction, which would be created regardless due to the confining and compact nature of the site.

TEMP LOT (Compliance)

- The previous lot was by nature temporary, since it was always planned for a second office tower, and was ultimately placed on the market.
- Drury is 'putting back' what was there originally, but with (66) less spaces.
- The 'new' replacement temp lot is an improvement from what was there originally.
- It will now have new asphalt, additional lighting, and incorporate existing elements such as the private drive, curb-cut and drainage.
- The temporary lot design is near compliant, exceptions being curbing and storm water.
- Drury is willing to work with the City to identify possible conditional approvals, or surety to ensure the City's position, while instilling a comfort level granting this approval.

PRECEDENT

The concern of setting a precedent has been indicated.

- This is a unique set of circumstances, and one that is not likely to be replicated by a Developer in the future.
- Legal requirement to provide parking to an independent neighboring business.
- Project hold for revisions/redesign; an effort in part, to work with utility concerns.
- Replacing like for like and improved; the temporary lot will be an improvement over what was previously existing on site.
- Temporary lot placement considers future development/construction.
- Site plans, renderings and completed Civil plans are part of this package, an exhibit of what is planned for late 2021 and early 2022.

COMMUNITY/PUBLIC BENEFIT

- Drury has, and continues to work with the neighboring property/businesses to create a seamless path towards the final goal; a brand-new hotel & restaurant that will bring business and potential future residents to the community.
- Developer is also the Owner, Designer and Contractor which ensures long term stability, consistency and longevity in the community and the city of Bloomington itself.
- What has been an empty lot for 30+ years will now be filled with vibrant activity, landscape, and heart, that will only continue to serve and contribute to the Bloomington community for years to come.

