



## CITY OF LAKE CHARLES

**RANDY ROACH**  
MAYOR

326 Pujot St. • P.O. Box 900  
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OFFICE OF THE MAYOR

July 21, 2010

TO: Hotel Developers & Interested Parties

RE: City of Lake Charles – Request for Proposals – Hotel Developers

Please accept this letter as our response to your questions, comments, and suggestions, presented at the July 8<sup>th</sup> pre-submittal meeting. For those of you who were unable to attend, you may view the agenda and presentation at: [http://www.cityoflakecharles.com/egov/docs/1278693499\\_709686.pdf](http://www.cityoflakecharles.com/egov/docs/1278693499_709686.pdf). Responses must be submitted by 4:30 p.m. on Monday, August 9<sup>th</sup>, 2010.

While the RFP suggested a full service hotel of more than 250 rooms, we are receptive to a phased approach, with the first phase consisting of a 100 – 120 room limited service facility designed in a fashion which would accommodate future expansion in accordance with market demand. As a part of this initial phase, the City is not inclined to turn over in its entirety the management of the Civic Center. We are, however, open to proposals for the cooperative management of the Civic Center with a hotel facility.

There are several programs which may be available to assist in the financing of this project. Pursuant to state law (La. R.S. 33:9038.57), the City may enact a sales tax increment financing program as well as a hotel occupancy tax to assist in the financing as suggested at the pre-submittal meeting. (See slide #45 from presentation). Further, in preliminary discussions with parish authorities, Calcasieu Parish has indicated a willingness to allocate its tax exempt stimulus allocation for tax exempt bonds in an amount not to exceed \$7.1 million in addition to a taxable tail and/or Build America bonds for this project. Also, respondents should be aware of the Project-Based Opportunity Program (PROP) administered by the Louisiana Office of Community Development (<http://www.doa.louisiana.gov/cdbg/dr/prop/PROP-NOFA.pdf>) and other financing opportunities which could be available for this project at: ([http://www.cityoflakecharles.com/egov/docs/1266946280\\_244476.pdf](http://www.cityoflakecharles.com/egov/docs/1266946280_244476.pdf)).

Finally, you will find attached to this letter a list of events held at the Civic Center over the past year as well as a list of existing Lake Charles area hotel rooms.

We thank you for your continuing interest in our City, and if you should have any questions, please feel free to contact us at your convenience.

With best regards, I am

Sincerely yours,

RANDY ROACH  
Mayor  
City of Lake Charles



## CITY OF LAKE CHARLES

RANDY ROACH  
MAYOR

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CIVIC CENTER  
JOE TOUPS, DIRECTOR

Dear Sirs:

The Lake Charles Civic Center is the focal point of entertainment, cultural and social activity, educational events, conventions, and conferences for the Region of Southwestern Louisiana. Situated on 64 acres on sparkling Lake Charles, the Lake Charles Civic Center hosts 100's of events annually to more than 300,000 guests!! Have you attended one of our many Festivals?

The Lake Charles Civic Center is host to Contraband Days Festival, the Lake Charles Symphony, Mardi Gras, Black Heritage Festival, MLK Festival, Marshland Festival, Gun Shows, Broadway Plays, Concerts, Monster Truck Events, Conventions, Conferences, Weddings, Graduations, Dances, and 100's more of diverse events.

During the last fiscal year, the Lake Charles Civic Center hosted more than 50 Ticketed events, more than 125 plus Private Events, more than 125 Public Events (Expositions, Gun Shows, Rally's, Meetings, Conferences), and more than 50 Government-Waived Events (OEP, Transportation, City, Parish, State, etc.)

Sincerely,

Joe B. Toups  
Director, Lake Charles Civic Center

# Hotels/Motels in SWLA

## CARLYSS

|              |           |
|--------------|-----------|
| A Plus Motel | 35        |
| <b>TOTAL</b> | <b>35</b> |

## DEQUINCY

|               |           |
|---------------|-----------|
| Parkway Motel | 26        |
| Red Oak Inn   | 16        |
| <b>TOTAL</b>  | <b>42</b> |

## IOWA

|                       |            |
|-----------------------|------------|
| Howard Johnson        | 41         |
| LaQuinta Inn & Suites | 61         |
| <b>TOTAL</b>          | <b>102</b> |

## LAKE CHARLES

|                             |             |
|-----------------------------|-------------|
| Baymont Inn & Suites        | 51          |
| Best Suites of Lake Charles | 111         |
| Best Western Richmond Stes. | 140         |
| Comfort Inn                 | 71          |
| Comfort Suites              | 70          |
| Days Inn                    | 83          |
| Econolodge                  | 60          |
| Executive Inn & Suites      | 90          |
| Holiday Inn Express         | 120         |
| Holiday Inn Express         | 81          |
| Howard Johnson Express Inn  | 40          |
| Inn on the Bayou            | 104         |
| L'auberge du Lac            | 1,000       |
| LaQuinta Inn                | 55          |
| LaQuinta Inn & Suites       | 75          |
| Microtel                    | 52          |
| Motel 6                     | 129         |
| Oasis Inn                   | 60          |
| Red Roof Inn & Suites       | 55          |
| Regency Inn & Suites        | 40          |
| Sleep Inn                   | 67          |
| Sunrise Inn                 | 100         |
| Super 8                     | 59          |
| Treasure Inn                | 52          |
| <b>TOTAL</b>                | <b>2765</b> |

## SULPHUR

|                   |     |
|-------------------|-----|
| Baymont           | 51  |
| Best Western      | 67  |
| Candlewood Suites | 77  |
| Crossland Economy | 117 |
| Comfort Suites    | 80  |

## Hotels/Motels in SWLA

|                        |             |
|------------------------|-------------|
| Days Inn               | 40          |
| Econolodge             | 85          |
| Fairfield Inn          | 79          |
| Hampton Inn            | 79          |
| Holiday Inn            | 97          |
| Holiday Inn Express    | 84          |
| LaQuinta Inn           | 106         |
| Microtel               | 99          |
| Quality Inn & Suites   | 75          |
| Studio 6 Extended Stay | 72          |
| Sulphur Inn            | 144         |
| Super 8                | 52          |
| Wingate by Wyndham     | 82          |
| <b>TOTAL</b>           | <b>1486</b> |

### VINTON

|                           |            |
|---------------------------|------------|
| Delta Downs               | 203        |
| Longhorn Truck Stop Motel | 23         |
| <b>TOTAL</b>              | <b>226</b> |

### WESTLAKE

|                     |            |
|---------------------|------------|
| Isle of Capri Hotel | 252        |
| Inn at the Isle     | 241        |
| <b>TOTAL</b>        | <b>493</b> |

|                    |              |
|--------------------|--------------|
| <b>GRAND TOTAL</b> | <b>5,149</b> |
|--------------------|--------------|