

Addendum 1: Questions and Answers

April 3, 2023

This addendum lists the questions the City received via email by March 31, 2023 regarding the Request for Offers. Visit www.rva.gov/citycenter for more information throughout the process.

- 1. Can you please let me know if respondents are permitted to deliver the required minimum 500 keys across more than one hotel facility within the development program? E.g., a 200-key full service hotel and a 300 key select service.**

The 500-keys need to be provided in one hotel facility and the keys cannot be spread across hotel facilities.

- 2. Following up on the question submitted March 23. Also, page 4 of the RFO (section 3.1.3 Infrastructure) indicates:**

“N. 6th Street and E Clay Street must be reconnected and a new street parallel to E. Leigh Street must be constructed that will incorporate excellent urban design such as street furnishings.”

We understand the need to reconnect N. 6th Street and E. Clay Street. We are not clear on the need for/benefit of an elevated vehicular street parallel to E. Leigh Street. Can you clarify/provide some additional context?

The assumption is that there will be upper-level access parallel to Leigh Street but elevated to the same grade as the main floor of the new buildings located at the northern edge of the redeveloped Coliseum parcel. The upper-level access can be pedestrian and bicycle access and does not have to accommodate vehicular travel, although emergency vehicle access may be required, depending on the site plan. The intention is to make sure that people can easily move between the VA Bio+Tech Park and the redeveloped Coliseum site.

- 3. Is there any potential for shared parking in the City owned parking structures adjacent to the subject site, for hotel guests and/or events?**

Respondents should assume that their proposed development will be self-parked and will not utilize capacity in the adjacent City-owned decks.

- 4. Can you please provide the STR report for the two adjacent hotels (Richmond Marriott and Hilton Richmond Downtown)?**

Attached please find the most recent edition of STR's Destination Report.

Date Created: Jan 17, 2023

Richmond Region Tourism

For the Month of December 2022



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Tab 2 - Multi-Segment Market

Currency: USD - US Dollar

Richmond Region Tourism

For the month of: December 2022

	Current Month - December 2022 vs December 2021												Year to Date - December 2022 vs December 2021												Participation			
	Occ %		ADR		RevPAR		Percent Change from December 2021						Occ %		ADR		RevPAR		Percent Change from YTD 2021						Properties		Rooms	
	2022	2021	2022	2021	2022	2021	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2022	2021	2022	2021	2022	2021	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	Census	Sample	Census	Sample
Richmond-Petersburg, VA	52.0	59.6	99.98	94.18	52.00	56.17	-12.8	6.2	-7.4	-6.6	0.9	-12.0	64.2	63.6	105.53	91.24	67.72	58.06	0.9	15.7	16.7	17.4	0.6	1.5	241	179	22368	19443
Ashland+	52.4	54.3	77.92	78.84	40.80	42.83	-3.6	-1.2	-4.7	-4.7	0.0	-3.6	60.7	49.3	88.86	82.41	53.94	40.59	23.2	7.8	32.9	32.9	0.0	23.2	9	7	669	555
Chesterfield+	56.0	62.1	92.69	90.01	51.95	55.88	-9.7	3.0	-7.0	-4.0	3.2	-6.8	68.0	69.2	97.26	87.84	66.13	60.77	-1.7	10.7	8.8	10.7	1.8	0.0	42	39	3945	3796
Hanover+	44.3	49.8	99.46	97.60	44.10	48.56	-10.9	1.9	-9.2	-14.7	-6.1	-16.3	58.6	56.3	113.10	102.94	66.29	57.93	4.2	9.9	14.4	4.4	-8.8	-5.0	9	9	740	740
Henrico+	53.4	58.7	96.83	90.94	51.67	53.35	-9.0	6.5	-3.2	-3.6	-0.5	-9.5	65.0	63.1	103.53	89.19	67.30	56.28	3.0	16.1	19.6	20.5	0.7	3.8	78	69	8652	7965
Petersburg and South+	44.3	66.2	82.21	87.54	36.44	57.91	-33.0	-6.1	-37.1	-37.1	0.0	-33.0	66.3	75.7	89.30	81.65	59.20	61.78	-12.4	9.4	-4.2	-4.2	0.0	-12.4	27	23	2411	2143
Richmond+	47.2	57.5	154.03	133.61	72.77	76.78	-17.8	15.3	-5.2	1.0	6.5	-12.4	58.0	53.5	158.05	130.97	91.75	70.08	8.5	20.7	30.9	35.6	3.5	12.3	27	25	3723	3566
Colonial Heights, VA+	56.4	78.0	86.31	97.35	48.65	75.96	-27.8	-11.3	-36.0	-36.0	0.0	-27.8	78.1	82.7	92.44	88.91	72.22	73.51	-5.5	4.0	-1.8	-1.8	0.0	-5.5	9	8	950	906
Richmond-Petersburg, VA Luxury	48.5	59.4	164.47	144.46	79.77	85.77	-18.3	13.8	-7.0	-2.2	5.1	-14.1	60.7	54.4	166.95	144.30	101.28	78.49	11.5	15.7	29.0	33.6	3.5	15.5	29	29	4665	4665
Richmond-Petersburg, VA Upscale	50.7	56.8	117.00	113.02	59.26	64.20	-10.8	3.5	-7.7	-3.8	4.2	-7.1	63.3	63.5	124.78	112.00	78.92	71.08	-0.3	11.4	11.0	15.7	4.2	3.8	29	29	3426	3426
Richmond-Petersburg, VA Midprice	49.8	57.3	98.71	98.83	49.13	56.63	-13.1	-0.1	-13.3	-12.1	1.3	-12.0	64.7	63.0	106.77	95.84	69.07	60.37	2.7	11.4	14.4	14.0	-0.4	2.3	54	54	5744	5744
Richmond-Petersburg, VA Economy	52.9	59.4	71.52	72.68	37.86	43.15	-10.8	-1.6	-12.3	-14.1	-2.0	-12.7	67.8	70.9	77.22	71.04	52.34	50.34	-4.3	8.7	4.0	2.3	-1.6	-5.9	39	36	2963	2790
Richmond-Petersburg, VA Budget	57.6	63.9	60.23	54.85	34.71	35.05	-9.8	9.8	-1.0	-4.1	-3.1	-12.6	65.2	67.7	62.09	54.04	40.48	36.59	-3.7	14.9	10.6	9.0	-1.5	-5.1	89	31	5561	2818
Richmond-Petersburg, VA Less Than 75 Rooms	52.5	59.4	82.45	79.74	43.29	47.37	-11.6	3.4	-8.6	-10.9	-2.5	-13.8	64.0	66.6	87.50	78.75	56.00	52.43	-3.9	11.1	6.8	4.5	-2.2	-6.0	99	51	4439	2971
Richmond-Petersburg, VA 75 - 149 Rooms	54.4	61.9	90.47	87.13	49.25	53.90	-12.0	3.8	-8.6	-5.0	3.9	-8.5	67.0	67.8	97.06	84.90	65.06	57.57	-1.2	14.3	13.0	16.1	2.8	1.6	119	105	13022	11565
Richmond-Petersburg, VA 150 - 299 Rooms	45.5	54.0	147.19	127.80	66.96	69.04	-15.8	15.2	-3.0	-7.1	-4.2	-19.3	56.9	52.0	144.68	124.00	82.30	64.54	9.3	16.7	27.5	24.4	-2.4	6.6	21	21	4135	4135
Richmond-Petersburg, VA 300 - 500 Rooms																									2	2	772	772
Richmond-Petersburg, VA Greater Than 500 Rooms																												

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	2022	2021	2022	2021	2022	2021	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2022	2021	2022	2021	2022	2021	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	Census	Sample	Census	Sample
Richmond-Petersburg, VA	52.0	59.6	99.98	94.18	52.00	56.17	-12.8	6.2	-7.4	-6.6	0.9	-12.0	64.2	63.6	105.53	91.24	67.72	58.06	0.9	15.7	16.7	17.4	0.6	1.5	241	179	22368	19443
Hartford, CT	52.5	50.7	118.98	105.15	62.42	53.30	3.5	13.1	17.1	15.7	-1.2	2.3	61.4	54.4	124.34	102.02	76.32	55.48	12.9	21.9	37.5	35.5	-1.5	11.2	135	90	12379	10316
Cincinnati, OH	49.2	45.9	109.95	101.84	54.07	46.70	7.2	8.0	15.8	14.9	-0.7	6.4	59.9	55.2	117.77	102.72	70.59	56.70	8.6	14.7	24.5	24.8	0.3	8.9	291	248	30821	28568
Columbus, OH	46.1	45.5	102.04	96.14	46.99	43.79	1.1	6.1	7.3	9.0	1.6	2.7	58.6	51.8	112.15	96.38	65.70	49.94	13.1	16.4	31.5	35.2	2.7	16.2	305	254	32595	30251
Milwaukee, WI	44.2	42.0	108.77	101.43	48.06	42.63	5.1	7.2	12.7	14.1	1.2	6.4	56.8	48.9	121.50	108.36	68.98	53.02	16.0	12.1	30.1	32.5	1.9	18.2	189	146	19831	18209
Birmingham, AL	53.8	51.4	96.78	93.21	52.04	47.87	4.7	3.8	8.7	5.3	-3.1	1.4	63.0	60.8	110.82	96.31	69.86	58.55	3.7	15.1	19.3	19.3	-0.0	3.7	173	138	17113	14940
Tampa, FL	67.7	69.7	157.17	143.45	106.48	99.94	-2.8	9.6	6.5	6.2	-0.3	-3.0	71.6	68.4	166.51	139.78	119.27	95.56	4.8	19.1	24.8	25.8	0.8	5.6	589	315	53142	43009
Louisville, KY	45.0	42.9	99.01	92.08	44.55	39.51	4.9	7.5	12.8	12.4	-0.3	4.5	57.8	50.4	123.58	99.73	71.49	50.23	14.8	23.9	42.3	45.4	2.1	17.3	209	181	23867	22209
Raleigh-Durham-Chapel Hill, NC	57.0	53.2	116.01	100.51	66.18	53.43	7.3	15.4	23.9	23.4	-0.3	6.9	63.7	55.8	117.72	95.18	75.03	53.14	14.2	23.7	41.2	43.1	1.3	15.7	282	250	31081	29303
Charlotte, NC	56.3	53.1	115.93	104.01	65.32	55.28	6.0	11.5	18.2	18.5	0.3	6.3	64.3	55.2	119.37	96.73	76.70	53.39	16.4	23.4	43.7	45.8	1.5	18.1	382	325	42532	39090
Greensboro-Winston Salem, NC	46.5	46.4	94.71	88.51	44.05	41.10	0.2	7.0	7.2	8.8	1.6	1.7	58.0	54.1	108.42	91.63	62.93	49.54	7.3	18.3	27.0	28.9	1.5	9.0	226	175	21538	18865
Jacksonville, FL	66.3	64.9	139.15	127.28	92.23	82.66	2.1	9.3	11.6	11.2	-0.3	1.8	70.7	68.9	139.02	123.18	98.30	84.86	2.6	12.9	15.8	16.7	0.8	3.4	307	219	29267	25073
Memphis, TN	56.7	57.7	108.03	101.53	61.20	58.61	-1.9	6.4	4.4	5.1	0.7	-1.2	64.0	61.9	111.39	97.02	71.30	60.01	3.5	14.8	18.8	20.1	1.1	4.7	287	183	26103	19958
Richmond Downtown+	46.8	57.8	180.64	152.16	84.55	87.99	-19.1	18.7	-3.9	-6.4	-2.6	-21.1	58.3	48.4	183.82	156.60	107.17	75.79	20.5	17.4	41.4	37.8	-2.6	17.4	14	14	2444	2444

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