



January 11, 2012

Mr. Jeff Jack and Adjustment Board Members
City of Austin
PO Box 1088
Austin, TX 78768

C15-2012-0014

Dear Mr. Jack,

My name is Scott Blalock and I am the General Manager of the JW Marriott Indianapolis. I am writing today regarding the new JW Marriott Austin hotel project and the recommended number of loading docks for the hotel. I understand there is a desire to have 8 docks for the new hotel and I wanted to provide some insights on this. I have reviewed the plans in detail, and from my experience, I believe 3 loading docks would be more than adequate to support the hotel.

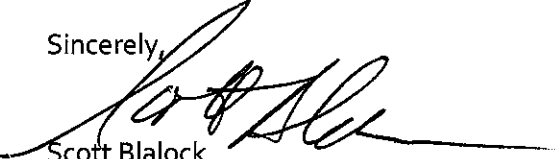
Our JW Marriott convention hotel in downtown Indianapolis is part of a large complex operation called Marriott Place which includes 4 hotels and 3 high volume restaurants. Our complex includes:

- Sleeping Rooms: 1,626 – JW Marriott is 1005 rooms and 3 other connected Marriott branded hotels with another 621 rooms.
- Convention/Meeting Space – 104,000 square feet. We have 2 large ballrooms and routinely host 2 large conventions simultaneously. Our grand ballroom is the largest hotel ballroom in the Midwest at 40,500 square feet. Our second ballroom is over 20,000 square feet and both allow us to host significant shows with heavy load in requirements.
- Exhibition Hall – our exhibit hall is over 18,500 square feet.
- Restaurants – our restaurants, TGI Fridays, Osteria Pronto and High Velocity Sports Bar are each volume operations with each budgeted to exceed over \$4 million in sales.

All of the above operations are supported by 5 loading docks at the JW Marriott. Each of our hotels and restaurants require their own delivery schedule and our dock can easily accommodate the logistics for each as well as the demands of our convention shows.

Because of our successful operation in Indianapolis, I am confident 3 loading docks in Austin would suffice. Please call on me if I can provide any further insights on our operation in Indianapolis.

Sincerely,


Scott Blalock
General Manager
JW Marriott Indianapolis

CC: Deno Yiankes
Russell Louderback
Dustin Louderback
Richard Suttle

AUSTIN CITY CLERK
RECEIVED
2012 JAN 17 AM 9 21