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July 27, 2015

VIA IZIS AND USPS FIRST CLASS MAIL

D.C. Board of Zoning Adjustment
Suite 210S
441 4th Street, N.W.
Washington, D.C. 20001

Re: BZA Application No. 19020 – Jemal’s Bulldog L.L.C.
Applicant’s Response to Materials Submitted by UNITE HERE Local 25

Dear Members of the Board:

On behalf of the Applicant, we submit the enclosed materials in response to the comments received into the record (Exhibit 54) on July 24, 2015, from UNITE HERE Local 25 regarding the Applicant’s proposed transportation demand management (TDM) plan. Pursuant to 11 DCMR § 3121.6, the Board shall allow all parties to a case an opportunity to file written responses to any exhibits, information, or briefs submitted after the close of the hearing.

At the conclusion of the hearing, the Board determined to leave the record open exclusively for the Applicant to submit refinements to its proposed TDM strategies for the project (due July 21) and for UNITE HERE Local 25 to submit any comments to said TDM plan by July 24. The Board specifically directed that no additional arguments or materials would be entertained. To the extent that the materials submitted by UNITE HERE Local 25 include materials in addition to those requested by the Board, the Applicant requests that the Board deny the request to reopen the record and not accept said materials into the record. UNITE HERE Local 25 had full opportunity to present arguments to the Board and to cross-examine the Applicant’s witnesses during the public hearing in this matter, yet now seeks to submit arguments regarding a concept that was never discussed at the hearing, namely a parking elevator. In addition to the fact that such a proposal is totally infeasible for the project since it would require the building either to have no loading facility or no lobby and would create queuing problems given traffic and extremely difficult turning movements in an active alley, the proposed materials are also prejudicial and contrary to the direction of the Board (see June 23, 2015, Hearing Transcript, at pages 148-149).

With regard to comments received from UNITE HERE Local 25 regarding the Applicant’s TDM plan, we submit the attached letter from the Applicant responding point-by-point to the issues and concerns raised, along with a further revised TDM memo highlighting in

Board of Zoning Adjustment
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CASE NO.19020
EXHIBIT NO.55

July 27, 2015

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red ink supplemental information and commitments provided. We appreciate the input received from UNITE HERE Local 25 regarding TDM strategies and believe this further revised TDM plan comprehensively addresses the concerns they raise, including a further enhanced employee transit subsidy. The revised TDM memo also incorporates letters of availability from U Street Parking, Inc. and Colonial Parking confirming their respective abilities to accommodate parking from the project and valet operations.

Thank you for your consideration of these materials in advance of the Board's decision on Application No. 19020 at its July 28, 2015, public meeting.

Sincerely,

HOLLAND & KNIGHT LLP

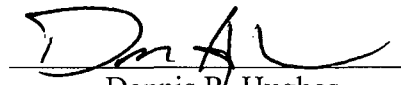


Dennis R. Hughes

Enclosures

CERTIFICATE OF SERVICE

I HEREBY CERTIFY that on July 27, 2015 an electronic copy of this letter is being sent to DC Office of Planning, Advisory Neighborhood Commission 2C and UNITE HERE Local 25, with hard copies sent by first class mail on July 27, 2015.



Dennis R. Hughes

July 27, 2015

D.C. Board of Zoning Adjustment
Suite 200S
400 4th Street, N.W.
Washington, D.C. 20001

Re: BZA Application No. 19020 of Jemal's Bulldog L.L.C.

Response to UNITE HERE Local 25's Comments on Jemal's Bulldog L.L.C. TDM Plan

Dear Members of the Board:

We have reviewed the UNITE HERE Local 25 comments to our Transportation Demand Management Plan, dated July 24, 2015. We wanted to take this opportunity to formally respond to the comments made by UNITE HERE Local 25 while further expanding upon our rationale behind our TDM plan.

We have included both the UNITE HERE Local 25's comments from their July 24, 2015 submission as well as our response.

- UNITE HERE Local 25 comments are in the black font below.
- Our responsive comments are in red font below.

1. *Transportation Demand Coordinator*

The applicant is likely correct in stating that, in order for a TDM plan to succeed in reducing the mode share of private automobiles by guests and employees, a full-time dedicated staff member would be required. However, a staff member can only be successful if he or she is responsible for coordinating a program which includes meaningful incentives. Thus, a transportation demand coordinator, in and of itself, is a necessary, but insufficient condition of a successful program. The applicant's proffered TDM plan does not include adequate incentives to have a significant effect on transportation mode share or demand for parking at the site.

Our TDM plan, along with the incentives offered, (as outlined previously and below) encourages alternate modes of transportation vs. a private vehicle to and from the property. The TDM plan will be implemented and managed by a selected coordinator at the hotel. This person will oversee the program, ensuring its effectiveness and improving upon it over time, if necessary.

2. *On-site services*

The applicant proposes to provide transit information to users of the site with a TransitScreen and printed materials. This is a useful amenity for guests. However, it is

unlikely to increase non-auto mode share, and highly unlikely to reduce the need for parking at the site.

During their stay, guests may be marginally more likely to opt for transit if information is freely available. However, guests and restaurant patrons will have already arrived at the site – and therefore already decided on their transportation mode – before ever encountering the TransitScreen. Moreover, employees tend to have one or more fixed routes to work, so the provision of information is not sufficient to change their mode; for that, incentives are required. Therefore, the need for parking is unlikely to be affected by this provision.

The TransitScreen is just one of many incentives included in the TDM plan to reduce the number of private vehicles coming to the hotel.

- With regards to employees, it is important to note that they will also be incentivized monetarily (up to \$900/year) to use alternate modes of transportation other than their personal vehicle. Couple that with real-time and location-specific information on the TransitScreen in the hotel, employees will have transit and traffic information at their fingertips. This information could be a determining factor in opting to use transit vs. driving their personal car to the hotel.
- Guests choose their hotel stay on many factors, including brand, location, cost, amenities, reviews/recommendation, among other reasons. While all guests will enjoy the information on the TransitScreen once at the hotel, we envision many guests will choose to stay at the hotel from recommendations they receive as it relates to ease of transportation alternatives at this location, including the real-time transportation information in the lobby as well as access to printed marketing materials and mobile applications which provide information about transportation alternatives. The TransitScreen is just one of many tools we envision guests will utilize in order to aid them in opting for transit-related modes of transportation versus driving a vehicle to the hotel.

3. Marketing program

The applicant proposes to inform potential guests on their website that parking will not be available, and proposes to include information about parking in their guest email confirmations.

The applicant failed to include any evidence that this kind of marketing can be successful in reducing the number of guests who drive to the site. We do not have empirical evidence on this question, but intuitively, it seems unlikely. First, many guests and patrons will never encounter the website at all. Many restaurant patrons use business rating review websites and online map applications to research and find restaurants. Similarly, a significant number of guests may book their hotel room through an online travel agency (OTA), which may not allow the operating company to market the parking issue in a prominent way, if at all. Roughly half of online bookings take place through OTAs.

A comprehensive marketing program that provides detailed transportation information to potential guests will in fact have a major impact on how those guests decide to travel to and from the hotel. Guests will be informed about parking and alternate modes of transportation at every step of the pre-reservation and reservation process, up to check-in. The importance of effectively communicating what guests should expect with regards to parking and transportation should not be taken lightly. We do not want guests to have a negative first-impression when coming to the hotel, as you only have one chance to make a good impression. A bad initial experience by a guest could translate into negative online reviews, no recommendations to fellow family or friends, and no chance to recapture those guests on future stays.

To that end, potential guests will be thoroughly informed regarding transportation alternatives and parking information so that guests know what to expect when booking a reservation. We do not want our guests to experience any negative surprises when arriving at the hotel. We will ensure that detailed transportation and parking information is prominently displayed on:

- the hotel and restaurant websites
- Online Travel Agency (OTA) websites
- every other on-line booking and informational website the hotel or restaurant partners with (including rating review websites)
- email booking confirmations
- email booking reminders
- verbally via reservationists
- printed brochure available for distribution
- curbside valet station

Regarding OTAs, it is up to the operator to decide how often and when to use these booking engines. The operator intends to limit the use of OTAs. Furthermore, the OTAs will be utilized during low demand periods, when parking demand is also at its lowest. It should be noted that it is the operator who tells the OTAs what to put in the listing and email confirmations, not the OTA itself. Parking information, as well as alternative transportation options, will be displayed prominently on these websites.

More importantly, it seems highly questionable that many guests would change their minds about their means of travel based upon a notice on a website. Most guests have already decided their mode of arriving in Washington, D.C. before booking their hotel, and it seems unlikely that they would decide not to stay at the hotel simply because of the warning.

There will be a select number of guests who will drive a private vehicle to the hotel no matter what they read on a website. However, when researching the hotel potential guests will learn vehicle is not necessary to access the hotel. We believe informing guests of the various transportation options, along with the lack of parking at the hotel, will

indeed deter many from driving a personal vehicle, and may in fact change a guest's opinion of needing a car altogether during their stay.

The TDM marketing plan also includes a designated staff member who greets incoming guests at the front door of the hotel. It is unclear how hiring a doorman is part of a marketing plan, however it provides any additional service to what is typically provided at hotels, or how it would serve to reduce automobile mode-share or relieve parking concerns.

We realize that it is inevitable that there will be some limited number of guests who need to have their own vehicle and will opt to drive directly to the hotel.

However, a doorman at a select-service hotel, like the one we are proposing, is not necessarily a "typical" person who stands at the main entrance. In this case it is another added service the operator will supply to its guests. The doorman will serve as a curbside coordinator for guests who do drive their vehicles to the property. They will be located curbside, greeting guests as they arrive. The doorman/curbside greeter will suggest self-parking options, offer valet-parking (which we will also have), and aid in the loading and unloading of guests and their luggage. This person will also help alleviate any traffic congestion in front of the hotel.

4. Transportation incentives

The applicant proposes to provide Capital Bikeshare passes to guests. This is a nice amenity for guests. However, because only guests already in the course of their stay will have access to bicycles, guests will be unable to initially arrive at the site using the pass. In any case, virtually no guests travel to downtown hotels via bicycle. Therefore, the Bikeshare passes would have no effect on transportation mode-share for guests and patrons arriving at the site, and therefore it would have no effect on parking.

The Capital Bikeshare pass incentive to guests will be prominently displayed on the various booking engines for the hotel. We believe that once the guest is informed they can traverse through the city on bike, they will understand that they may not need a personal vehicle during their stay. A guest should see the benefit of arriving to the hotel via taxi, Uber, transit, or other means versus driving themselves in a personal vehicle. It will not only help save guests the cost to park but also be a convenient (and free) mode of transportation.

5. Bicycle amenities

The applicant proposes to provide secure on-site bicycle parking.

We represent hotel workers in the District of Columbia, and in the course of our organizing, our staff develops relationships with thousands of hotel employees. Among our staff, we had a difficult time thinking of anyone out of these thousands of employees who rides a bicycle to work. We doubt that a lack of bike parking is the reason for this,

or even a major contributor. It may be possible to incentivize some employees to bike to work; however, we can state with confidence that bike parking will not be sufficient.

We do not envision the majority of hotel workers will bike to work. We do believe that a few will, if given the opportunity, information, and incentive to do so. We are promoting and incentivizing all types of alternative modes of transportation for employees, including bicycling. We want our employees to have options and to be able to bike to work if they want to. We also want our employees to feel comfortable that their bike is safe and secure at the on-site bicycle parking while at work.

6. Ride-matching program

The applicant proposes to provide employees with information on carpooling.

In our experience, employees who would be interested in carpooling already know how to find this information.

We do not want to make the assumption that employees already know how carpooling works. We want to promote all alternative modes of transportation to the hotel, and carpooling is just another mode that should be discussed with employees to limit the number of private vehicles to the hotel. During new employee orientation staff members will be given information and materials for car sharing – this will be a great opportunity to encourage ride sharing and car pooling. Furthermore, we will have carpooling sign-in sheets located in the employee break areas, to encourage employees to travel together to and from work should they be on the same route, live in surrounding neighborhoods, or prefer company in their vehicle.

7. Hotel employee incentives

The applicant proposes to offer a \$50/month subsidy as a non-auto incentive to employees for five (5) years, which they can use towards transit fare, a bike share membership, or a car share membership.

The proposed subsidy is the only substantive change the applicant has made to their proposed TDM. However, this measure has several significant shortcomings, including, but not limited to the following:

- a) *The benefit expires in five (5) years; however, the impact of the hotel will last throughout the entire life of the hotel.*

We want to make sure our employees are financially encouraged to use alternative modes of transportation for the foreseeable future. We propose to amend our latest proposal of \$50/month for five (5) years to \$75/month for seven (7) years, at which time we will reevaluate its effectiveness and determine if it should be continued or terminated.

- b) The subsidy is probably too small to have any effect. It is less than half of what would be required to cover full-time employee's monthly Metrorail fares. By comparison, the Federal transit benefit is currently \$130.*

Our objective is to promote alternative modes of transportation to the hotel and to offer some economic relief to those employees who use it. We are offering employees a \$900/year fringe benefit that they can use towards Metrorail, Metrobus, a bike share membership, or a car share membership. We believe \$900/year is very meaningful, and it is not too small to have any effect.

With regards to the Federal transit benefit, it should be noted that in many cases, the Federal transit benefit is an employee financed commuter benefit in which an employee designates a portion of salary before taxes (pre-tax dollars) to pay for the qualified transit, up to the \$130 maximum. By comparison, we are offering employees direct reimbursement for using the benefit.

- c) Hotel employees who drive often do so because they live in areas that are not transit accessible. Transit-accessible locations can be highly expensive and may be unaffordable for many hotel workers. Therefore, most driving employees are unlikely to change their commuting behavior through small monetary incentives.*

We do not believe \$900/year to be small monetary incentives. This subsidy can also be used for those people who do not live near transit-accessible locations but can drive and park at a Metrorail stop closest to their entry point into the city, and take public transit the remaining way to the hotel. In fact, we believe this is an ideal way for employees to save money from having to park in a downtown garages, frees up valuable street-parking spots, all while taking advantage of the subsidy we're offering.

- d) Hotel employees will probably not bike to the site with a bikeshare membership, and car share is not a viable commuting option.*

We want to give our employees options with how they plan on coming to and from the hotel. Depending on the individual's personal situation, we believe a few employees may take advantage of a bikeshare membership. Additionally, as part of our TDM plan, we will have car share information available for employees, so the employee can determine for themselves on how they'd like to come to and from the hotel.

- e) Most importantly, the incentive does not provide any parking subsidy, which means that employees who drive will almost certainly seek to use street parking.*



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Our overall goal is to limit the number of private vehicles coming to the hotel. If we can incentivize our employees to use alternative modes of transportation rather than their own personal vehicles, that will mean less traffic in the city and by the hotel, fewer overall number of cars coming into the city and to the hotel, and more street spaces available surrounding the hotel.

For these reasons, the incentive is unlikely to cause a meaningful change in the transportation mode-share of employees, or reduce the parking demand created by the hotel.

We wholeheartedly disagree. Our monetary incentive, as well as the other incentives offered in the TDM plan for the employees, will have a profound effect on how they commute to and from the hotel, and we believe most will choose an alternative mode vs. their personal vehicle.

Sincerely,

Jemal's Bulldog L.L.C.

Douglas Jemal
Managing Manager

A handwritten signature in blue ink, appearing to read "Jemal", is written over the typed name and title.

TECHNICAL MEMORANDUM

To: Andrea Gourdine
Douglas Development

From: Jim Watson, PTP
Erwin Andres, P.E.

Date: July 27, 2015

Subject: BZA Application No. 19020
11th & K Street Hotel Final Transportation Demand Management (TDM) Measures

INTRODUCTION

This memorandum presents a summary of the Transportation Demand Management measures that being proffered by the Applicant in response to comments received from the Board of Zoning Adjustment (BZA) at the June 23 public hearing. The Transportation Demand Management (TDM) plan is the application of policies and strategies used to reduce travel demand or to redistribute demand to other times or spaces. TDM typically focuses on reducing the demand of single-occupancy private vehicles during peak period travel times or on shifting single-occupancy vehicular demand to off-peak periods. TDM's importance within the District is highlighted within section T-3.1 of the DC Comprehensive Plan, where it has its own dedicated section including TDM policies and actions.

Proposed TDM Plan

Based on the DDOT expectations for TDM programs, the BZA comments received, and analysis of the specific attributes of the development site, the following outlines the proposed TDM plan for the 11th and K Street Hotel development.

- *Transportation Management Coordinator (TMC)*
Effective Transportation Management Programs (TMPs) require a coordinator to implement and manage TDM strategies. **The TDM plan is designed to encourage alternate modes of transportation vs. a private vehicle to and from the property. As such, the TDM plan will be implemented and managed by a selected coordinator at the hotel.** A member of the hotel operations group will serve as primary point of contact and will be responsible for coordinating, implementing and monitoring the TMP strategies, as identified below. This responsibility includes the development and distribution of information and promotional brochures to hotel guests, visitors, and employees regarding transit facilities and services, pedestrian and bicycle facilities and linkages, ridesharing (carpool and vanpool) and car sharing. **This person will also be responsible for ensuring the plan's effectiveness, and improving upon it over time, if necessary.** The contact information for the TMC will be provided to DDOT/Zoning Enforcement with annual contact updates.
- *On-Site Services*
A TransitScreen will be installed in the hotel lobby to provide hotel guests, visitors, and employees available transportation choices and provide real-time transportation updates. **While all guests will enjoy the information on the TransitScreen once at the hotel, it is envisioned that many guests will choose to stay at the hotel from recommendations they receive as it relates to ease of transportation alternatives at this location, including the**

real-time transportation information in the lobby of the hotel. The TransitScreen is just one tool for guests and employees to utilize, in order to aid them in opting for transit-related modes of transportation vs. driving a private vehicle to the hotel. In addition, the TMC will make printed materials related to local transportation alternatives available to guests and employees upon request. These printed materials may include but are not limited to Metrorail and Metrobus maps and schedules, Capital Bikeshare maps, DC Circulator maps, and other non-auto services.

▪ Marketing Program

The TMC will establish a TDM marketing program that provides detailed transportation information and promotes walking, cycling, and transit. This program will consist of a multi-modal access guide that provides comprehensive transportation information compiled in a brochure for distribution and/or provided on hotel websites. The marketing program will also provide website links to CommuterConnections.com and goDCgo.com, which provide transportation information and options for getting around the District. Additionally, this marketing program will promote useful smartphone apps to direct hotel guests and employees to useful commuting options such as Uber, RideScout, CapitolHop, Embark DC Metro, [MyNextBus](#), and WMATA.com.

With respect to hotel guests, the TDM marketing program will include a multi-level approach, as follows:

First – Prospective guests will be informed about parking and alternate modes of transportation at every step of the pre-reservation and reservation process, through check-in. The importance of effectively communicating what guests should expect with regards to parking and transportation should not be taken lightly. To that end, potential guests will be thoroughly informed regarding transportation alternatives and parking information so that guests know what to expect when booking a reservation. Detailed transportation and parking information will prominently displayed on:

- The hotel and restaurant websites
- Online Travel Agency (OTA) websites
- Other on-line booking and informational website the hotel or restaurant partners with (including rating review websites)
- Email booking confirmations
- Email booking reminders
- Verbally via reservationists
- Printed brochure available for distribution
- Hotel valet station

All information will emphasize and encourage alternate modes given the hotel's convenient location near several Metrorail stations. These alternate modes will include regional travel options that include Union Station and the nearby airports and their connections to the hotel via commuter rail, Metrorail, intercity bus, taxi, Uber, and carshare. The website link will also provide off-site locations where hotel guests can find parking, in the event that they decide to drive.

Second – As noted above, hotel confirmations will contain notice to guests that no parking is available on-site and that the hotel encourages and emphasizes alternative modes. The reservation email will provide the alternative transportation options and the locations of off-site parking facilities, in the event guests decide to drive and will assist guest in planning ahead to use alternative methods of transportation.

- Curbside Coordination

The TMC will designate a staff member to greet incoming hotel guests at the front door and curbside at the entrance of the hotel. This staff member will act as a doorman/curbside greeter who will be at the hotel to direct any vehicles that arrive at the front door to a nearby local garage, ensuring that no illegal parking occurs in front of the building to impact traffic. The TMC will coordinate with local overnight parking garages with whom the hotel operator has established a relationship to ensure that parking for the hotel users who decide to drive would be available, including garage operators who have provided the attached letters of availability to ensure the availability of parking should it be necessary. The TMC will also coordinate valet parking operations for guests to facilitate off-site parking.

It should be noted that a doorman at a select-service hotel, like the one proposed, is not typical for this type of hotel. However, it is another added service the operator will supply to its guests. The doorman will act as a coordinator for guests who may choose to drive their vehicles to the property. They will be located curbside, greeting guests as they arrive. The doorman/curbside greeter will be able to suggest self-parking options, offer valet-parking (which will be provided), and aid in the loading and unloading of guests and their luggage. This person will also be present to help relieve any traffic concerns in front of the hotel.

In order to maintain an efficient and effective valet parking system without causing any unnecessary impacts to the surrounding neighborhood, the parking management team has developed a valet plan that fits to the specific needs of the site and the particular needs of the hotel. This plan will be continually adapted in order to streamline the process based on continued experience at the site. The typical procedures include the following:

- At the front of the valet station there will be signage stating that there is no parking at the property and valet service is offered upon request. If guests choose to valet their vehicles, the doorman/curbside greeter as described above will be stationed at the hotel entrance to greet guests and a valet will be available to transport the vehicle between the hotel entrance and the parking facility nearby. The number of valets may be adjusted in order to achieve the most efficient and cost effective valet parking system.
 - Guests will be provided with valet tickets that will instruct guests on how to retrieve their vehicle. This may include contacting the valet stand directly, contacting the hotel front desk, and/or the ability to request the vehicle via text and/or smartphone app. When guests are ready to access their vehicle, they will be able to contact the valet via these communications in order to accelerate the delivery of their vehicle to the valet staging area on their departure.
- Transportation Incentives

To help encourage non-auto transportation uses, the hotel operator will provide, and the TMC will coordinate, free daily Capital Bikeshare passes to hotel guests as a part of Capital Bikeshare's Bulk Membership program for hotels. These daily passes will be available upon request for hotel guests for the life of the hotel project. The Capital Bikeshare pass incentive to guests will be prominently displayed on the various booking sources for the hotel. While it is not expected that hotel guests will arrive for their stay via Capital Bikeshare, the passes will be offered to guests as a convenient (and free) mode of transportation (Capital Bikeshare) adjacent to the hotel, thereby lessening the need for a personal vehicle during their stay.

- *Bicycle Amenities*

The hotel operator will encourage all alternative transportation modes including bicycling. Bicycling will be promoted for employees with the provision of secure on-site bicycle parking spaces as well as exterior temporary bicycle parking. The TDM marketing program will include brochures and links to websites on bicycling in the District and for Capital Bikeshare.

- *Ride-matching/Ridesharing Program*

Employees who wish to carpool will be provided detailed carpooling information as part of the TDM marketing program and will be referred to other carpool matching services sponsored by the Metropolitan Washington Council of Governments (MWCOC), as described above. While it is not assumed that employees know the details of carpooling, carpooling is another mode that will be discussed with employees to limit the number of private vehicles to the hotel. Furthermore, ridesharing will be introduced to employees during at orientation and carpooling sign-in sheets will be located in the employee break areas to encourage employees to travel together to and from work should they be on the same route, live in surrounding neighborhoods, or prefer company in their vehicle. In addition, the hotel operator will actively work with (MWCOC) to promote carpooling among its employees.

- *Hotel Employee Incentives*

To help encourage non-auto transportation uses, the hotel operator will offer \$75/month as a non-auto transportation incentive for the first seven years that the building is open to each hotel employee to be used for one of the following:

- a. A SmarTrip card for Metrobus, DC Circulator or Metrorail usage,
- b. An Annual Capital Bikeshare membership, or
- c. An Annual car-share membership.

It should be noted that employees will be incentivized monetarily (up to \$900/year) to use alternate modes of transportation other than their private vehicle. Any additional costs incurred by employees for commuting via transit will also be eligible for Federal Transit Benefits at up to \$130/month that could be used to pay for transit to and from work on a tax-free basis. At the end of seven years, the incentive program will be reevaluated for its effectiveness and to determine if it should be continued or terminated.



MEMORANDUM OF UNDERSTANDING

July 27, 2015

To: Jim Watson, PTP Project Manager, Gorove/Slade Associates

From: Ben Tesfaye
U Street Parking, Inc.
50 Rhode Island Ave NE,
Washington DC, 20002

Subject: Subject: 1011 K Street NW – Valet Parking and Off-Site Parking Plan

INTRODUCTION

U Street Parking (USP) has been in business over the last 16 years in Washington DC and surrounding areas. USP specializes in Valet parking, Parking garage management and Transportation. UPS currently manages CityCenterDC, Dulles and Reagan Airport, DC USA garage, Marriott Hotel, Carlyle Suites Hotel and Comfort INN Hotel, just to name a few.

USP understands the parking demands and challenges for the proposed Hotel at 1011 K Street NW. USP's experience and its current portfolio of garages in the surrounding area makes it a great candidate to advise and assist with the hotel parking needs.

Based on information provided by the Applicant, there could be a need of up to 65 cars that may need to be accommodated in off-street parking for hotel guests and restaurant patrons. UPS agrees to provide parking for up to 65 vehicles in the garages that we control, if the need arises. Additionally, we are also available to provide valet parking spaces to support the potential parking demand that would utilize these spaces in our nearby parking garages.

If you have any questions feel free to contact me.

Sincerely,

Ben Tesfaye
Director of Operations
50 Rhode Island Ave. #100
Washington, DC 20002
Office: 202-265-0010
www.ustreetparking.com



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www.ecolonial.com

June 16, 2015

Ms. Evelyn Israel
DDOT
Policy, Planning, and Sustainability Administration
55 M Street, SE, 5th Floor
Washington, DC 20003

Dear Ms. Israel:

Colonial Parking has been contacted by Moxie Hotels regarding their proposed new hotel at 1100 K Street, NW and Colonial's ability to accommodate any potential parking demand within nearby garages. Based on information supplied by Moxie Hotels, it is anticipated that a peak parking demand of 20 vehicles may need to be accommodated in off-street parking for hotel guests.

Colonial operates the garage at 1100 L Street, NW and will be able to accommodate these vehicles within the garage's 473 parking spaces.

Very truly yours,

Andrew C. Blair
President
Chief Executive Officer

Xc: James Watson, Moxie Hotels