

To Whom it may Concern

Re: RFP, Yakima Tiger Oil Site

I am honored and excited to be involved in remodeling and repurposing the Sun Country Hotel on N. 1st Street and looking forward to meeting the objectives of our investment and the city while revitalizing the North end of this corridor.

The Tiger Mart site provides a great opportunity to blend, engage and expand this property into the future. Scott Mary with his background in Hotel and Retail development is an excellent manager and operator to ensure a well thought out redevelopment of this property.

I have been working as a partner both with Sullivan Rowell Homes and Properties since 2004, and now have continued to invest in various subdivisions in Yakima with Hayden Homes.

We hope you will consider our proposal and can assure you that you will be proud of the end product.

Sincerely,

Hayden Watson partner Y Hotel LLC

February 6, 2019

RE: RFP No. 11901P lease of 1808 No. 1st St

Attn: Sue Ownby

Proposer: Y Hotel llc Scott Mary & Hayden Watson

The RFP relating to the north 1st st Tiger Mart and redevelopment corridor. The Tiger Mart is critically located and sets the tone for the north entrance to the city of Yakima. Y Hotel llc recently purchased the Sun Country Inn and currently in process of plan submittals for exterior and interior renovation. The Y Hotel llc owned by Scott Mary and Hayden Watson, is excited to propose and work with the city to create an interesting, inviting, and safe development of which the city of Yakima will be proud. In the hospitality and tourism business, first impressions are critical and we intend to help Yakima initiate more investment and positive impressions in the redevelopment corridor. As owners of the Best Western Plus Yakima Hotel and recently purchased Sun Country Inn (soon to be renamed Hotel Y), we have a vested interest in the marketplace. Pre App meetings have occurred and positive feedback received from all departments at the city level.

Mandatory Proposer Qualifications

1. As the owner of the first two hotels at the entrance, a concerted effort, vision and investment is necessary. As of January 4, 2019 the Sun Country (Hotel Y) is under our ownership and management and currently in the process of planning and permit submittals. The attached exterior plans for Hotel Y are representative of the commitment. The new lodge style exterior will include parking lot lighting, accent lighting, new landscape and new and improved pool area with fire pits. If we are awarded the RFP, the theme would continue throughout the combined properties. Within the first 45 days of award, the existing fence will be improved, site cleanup and new paint added on exterior of building. A site plan similar to the one attached would be submitted to include lighting and landscape plan. The North 1st st project begins this spring and is the perfect time to improve the site. Within 60 days one of the two Options below will be initialized.

We have three potential "highest and best use" for the Tiger Mart.

Option 1. Renovate the existing Tiger Mart store and convert into lobby for Hotel Y. The improved and repurposed building would have lodge style exterior similar to Hotel Y (see hotel renovation plans) with new gables, etc. It would include lobby/check in area, guest breakfast area and seating, game area with pool table and other. The exterior would have seating area with fire pits, comfortable seating, and lighting. The parking area would include car charging station, beautiful landscaping with lighting, pet area and new asphalt. See attached drawings and photo examples. Hotel Y would have a cross parking easement for additional parking requirements.

Option 2. Build new lobby with similar features as Option 1. This could depend on current condition of existing building. Based on current demand, meeting space would be added to accommodate market.

Option 3: New building. A commercial building to encourage Starbucks, Mod Pizza, and retail. The area under development undoubtedly needs investment and attention to change habits and opinions. In both cases, we would want to improve the quality and safety in the area by development, lighting, security, and increased attention. We are committed!

2. **Financing.** The two partners involved in the project have the financial where-with-all to complete both options above with all cash thereby a mortgage or lien would not be placed on the property during the lease period. See attached "comfort" letter and resumes.
3. **Relevant Portfolio.** The two partners include Hayden Watson and Scott Mary. Hayden Watson is the owner of home building company Hayden Homes. The company has built homes in Yakima and other Washington cities for 25 years. Extremely well respected, socially responsible, and committed to each and every market where Hayden Home communities are built. Scott Mary has a vested interest in Central Washington, hospitality and tourism. Recent projects include development and ownership of the Best Western Plus Ellensburg Hotel, purchase of the Best Western Plus Yakima Hotel on North 1st st. in 2015. Recent improvements include new name Best Western Plus Yakima Hotel, new parking lot and landscaping, complete guestroom renovation, breakfast room, fitness center, and hallways. As of Jan 4, 2019, the Y Hotel llc partnership (Watson and Mary) purchased the Sun Country Inn. The MAJOR renovation will include exterior, interior and pool. The hotel has been mistreated and admittedly mismanaged for 15 years. We own the adjacent Best Western hotel and will afford economies of scale, management, employees, and marketing will encourage room stay and therefore, increased tax revenue for city and state.
4. **Lease:** see attached
5. **Project Timeline:** The Tiger Mart site has been a 15 year eyesore affecting the north entrance to Yakima. Project timeline is important and improvements need to start now as soon as possible. The street improvement project is on schedule to begin spring 2019. Perfect timing for hotel and Tiger Mart renovation to occur as the area as a whole will be disrupted for the summer of 2019. The immediate project Option 1 – convert Tiger Mart to Hotel Y lobby.
 - a. 45-60 day improvements straighten or remove existing fence while Tiger Mart is under renovation. Paint exterior of building to remove graffiti. Remove all interior material and dispose. Submit parking lot lighting plan and electric car charging station plan.
 - b. 60- 120 day. Install new fence, landscape, interior building renovation plans and submittals, parking lot repair and seal coat and striping. Submit and install outside fire pits and seating area.
 - c. If building is deemed uninhabitable, a new building plan presented to city within 6mo (based on architect and builder schedules)

6. **Environmental Remediation:** After multiple meetings with the city of Yakima and Phase 1 reporting, we are aware of the site contamination. Our proposed Option 1 will allow immediate improvement to the building, landscape and parking lot. Testing and access will be welcomed as part of the remediation process.

Scott Mary

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Bend, OR 97702
541.948.0227
smarv@541software.com



February 6, 2019

Successful Investor and Entrepreneur

1989-2002 President of US Contract

Managed year over year growth in the interior furnishings business. Company provided turnkey furnishings specifically marketing to the hotel industry providing design, supply and furnishings for all interior products. Worked with all hotel brands to comply with design specifications including new build and renovations.

2002-2003 Hotel property management

Worked closely with General Managers to create and meet monthly sales and expense budgets. Hire appropriate talent, oversee renovation projects and acquisitions

2003-2016 Founder and Chairman Global Business Center dba Ascension Software

Company formation, capital raise and new product launch. Created proprietary kiosk software to power public area pc's and printers servicing high end pay per use and free to guest use. Successful liquidity event March 2016 by selling company to private equity firm.

Present

Partner in 541 Software. Purchased ecomm platform and real estate app from private equity firm. Current ecomm customers include Starwood, Omni and Hyatt. Cash flow positive day 1.

New Life and Legacy web application co-founder. LifeExec.com

Various hotel and commercial projects

Consultant:

Consult to private equity firm after company sale.



Consult agreements specific to hospitality new and refurb hotels. Property locate, brand negotiation, third party management company oversight, design and furnishing negotiation, contractor oversight, budgeting, bank reporting, repairs, capital improvements, property inspections, etc

New business start-ups including company formation, capital raise, executive search

Developer and owner

Purchase of Sun Country Inn Yakima, WA Complete renovation under way with rebrand to Hotel Y. Independent boutique style hotel

Built new Best Western University Inn and Suites Forest Grove, OR 1999. Complete property renovation 2017-2018

Built new Best Western Plus Ellensburg Hotel WA 2000. Complete renovation 2017

Purchase Best Western Plus Yakima Hotel 2015. Complete renovation 2016-2018

Built new Marriott Fairfield Inn and Suites Redding, CA 2009. Renovation 2017

Previous hotel brands affiliations- Marriott, Holiday Inn Express, Comfort Suites, Comfort Inn & Suites, and Quality Inn.

Various commercial and industrial buildings purchased and owned with successful renovation with third party management oversight.

Married 29 years

Two wonderful girls recently graduated from Loyola Marymount University and University of San Francisco

BS Portland State University. Bus Admin/Marketing

Activities include travel, golf, hunting, fishing, boating, and real estate

Kind Regards,

Scott Mary



Hayden Watson

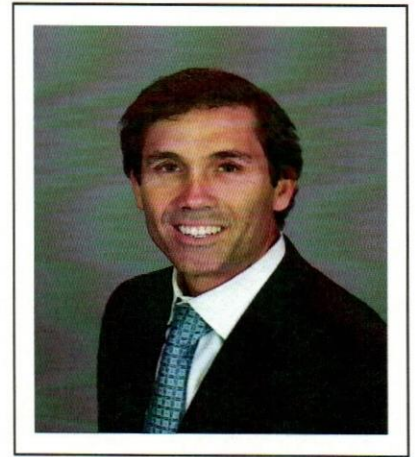
Northwest business owner & philanthropist

2464 SW Glacier Place

Redmond, OR 97756

(541) 923-6607

hwatson@hayden-homes.com



EXPERIENCE

Hayden Homes, Redmond, OR - Owner & Chairman of the Board

1992 - PRESENT

The largest privately held home builder in the Northwest, Hayden Homes has been building homes for hardworking families for nearly 30 years. Since joining the company founded by his father, Robert Watson, Hayden Watson has led all aspects of company functions, including sales, customer service, construction, land acquisition and finance. As president and later CEO, Hayden Watson, was responsible for the company's direction, strategic planning and systems development, while successfully increasing revenue to 435 M annually while keeping a constant focus on controlling costs. The organization supports local communities by employing local contractors and vendors and contributing annually to philanthropic efforts in the communities in which they build. Since 1989, Hayden Homes has built more 12,000 homes in 200 communities in 50 cities and towns throughout Washington, Oregon, and Idaho.

Simplicity by Hayden Homes, Redmond, OR - Owner

2009 - PRESENT

In 2009, Simplicity by Hayden Homes was launched, a Turn-Key Solution that offers landowners an affordable solution for constructing a custom home while dramatically simplifying the complex building process in remote areas. Simplicity has become the largest builder in Washington State for farmworker housing and provides an array of investor building solutions ranging from ADUs and Tiny Homes to single-family and multi-family subdivisions. Simplicity has built over 750 homes throughout Washington, Oregon and Idaho since its inception equating to 58M in revenue annually.

First Story, Redmond, OR – Trustee & Board Member

1998 – PRESENT

First Story is a 501(c)(3) non-profit organization founded by Hayden Watson and Hayden Homes. Since 1998, First Story has served over 10,000 families through new home construction, homeownership opportunities and community giving. Additionally, First Story has donated more than \$1 million to other non-profits helping to break the cycle of poverty and homelessness. Its mission is to promote giving and inspire communities through the creation of home ownership opportunities and financial support.

Hayden Watson

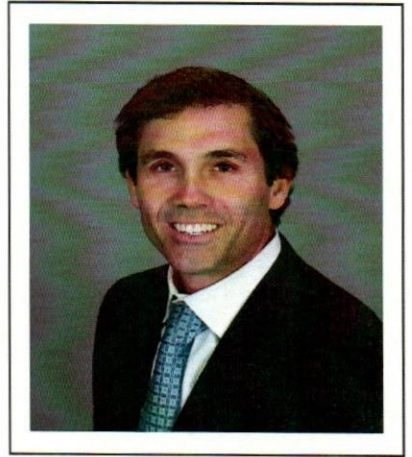
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EDUCATION

University of the Pacific, Stockton, Calif. - Real Estate Finance

1988-1992

Harvard University – Owner/President Management Program; Executive Training

2005 - 2008

PROFESSIONAL ORGANIZATIONS

- National Association of Homebuilders, President (2002), Member (1994-Present)
- International Homebuilders Council, President (2002), Member (1994-Present)
- Rapport Leadership International – Master Graduate (1999 - 2004)
- Urban Land Institute, Member (1995-Present)
- Alpha Kappa Phi-Archania-Literary Society, Alumni

SPECIAL INTERESTS

- Married, with three children
- Enjoys skiing, hunting, fishing and traveling

Hayden Watson

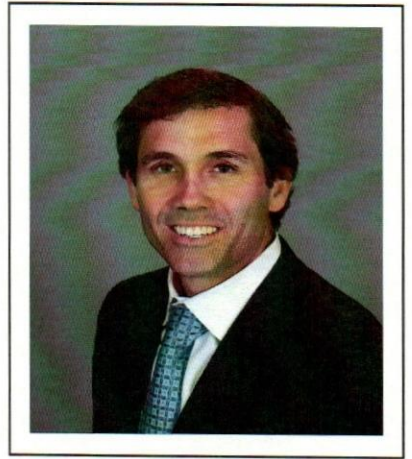
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HAYDEN WATSON BIO

For the past three decades, Hayden Watson has led Hayden Homes, the largest privately held home building company in the Northwest. The Company's humble beginnings began nearly 30 years ago in the then small rural town of Redmond, Oregon by Hayden's father -- Bob Watson. After graduating from the University of Pacific with a degree in real estate finance, Hayden joined the family business in 1992, holding positions in sales customer service, construction, finance and land acquisition and development before leading the company as CEO in 1999, and later as chairman. In 2009, Simplicity by Hayden Homes was launched, a Turn-Key Solution that offers an affordable alternative to building a custom home while dramatically simplifying the complex process of building on your own land.

As respected as Hayden is for sustaining and growing Hayden Homes and Simplicity through changing economic climates, it is his personal and professional commitment to community giving for which he's best known. Hayden founded First Story, a nonprofit that since 1998 has helped more than 71 working families achieve the dream of home ownership. Additionally, First Story has donated more than \$1 million to other nonprofits throughout the Northwest that support affordable housing.

Hayden's commitment to philanthropy is reflected in the community-first culture that thrives at Hayden Homes, which encourages and rewards the generosity of its 250 team members by matching 100 percent of their contributions to First Story and supports the causes they care about.

Hayden resides in Bend with his wife, Kristin, and their three daughters. When not working, Hayden can be found playing in the outdoors or traveling.