



THE HOG HOTEL

Business Plan

Presented by: Don Hayes

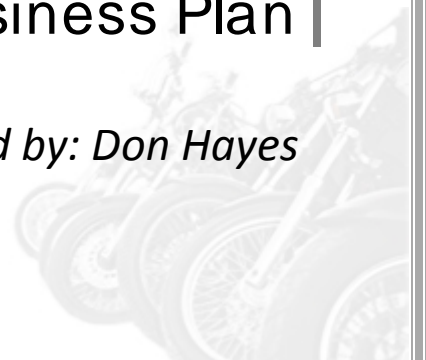


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Summary

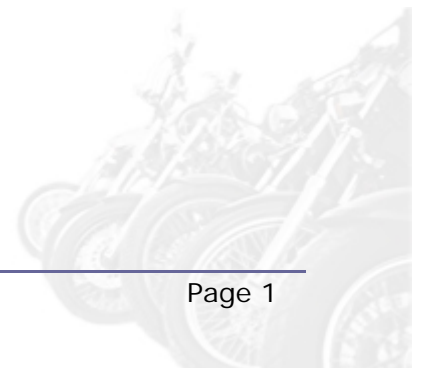
The Hog Hotel (formally known as The Redwood Hotel) is determined to become a full service **Boutique Hotel, Restaurant, Lounge and Grill**. A necessity for Boutique enthusiasts and travelers, the hotel and showroom will be a place to stay, rest, dine and enjoy as you ready yourself for a fun drive to the Pacific, the Redwoods and the Great Northwest. You will be able to enjoy the Rogue River and everything the City of Grants Pass, Oregon has to offer. Escape the daily stresses of life and just a comfortable place to meet your friends, all in one.

Plan Overview

The Hotel is a 1926 Historically Registered “LANDMARK” that will become a unique concept that will provide a necessary service and need for the traveler, enthusiasts and point interest for other travelers alike. With the growing demand for high-quality rooms and great service for reasonable rates The Hog Hotel will capitalize on its Landmark and Icon status with its proximity in Southern Oregon to great fishing in the Rogue River, Wine Country, the Pacific Ocean, National Forests and other major routes as a stopping point to great cities like Portland, OR., Seattle, WA., Sacramento and San Francisco, CA.

The company will operate 16 First Class Boutique Rooms on the top 5th & 6th Floors and two (2) – Four (4) Bedroom Suites on the 3rd and 4th Floors that will boast a full kitchen with dining and living area. The roof will have a sky bar and grill for entertaining and private parties and the 2nd floor will have an open deck for open aired retreat for the 1st floor lounge and grill. The parking lot will have secured covered parking for residents of the hotel.

The Hog Hotel is expected to grow sales revenue from through regular lease operations of hotel rooms and leases obtained for the showroom, restaurant, lounge, office tenants on the 2nd floor and service tenants on the 2nd floor.



Objective

Being the only Hotel in Grants Pass, Oregon the objective will be to provide a niche hotel along with 1st class service that will be noted and classified in trade journals.

The Hog Hotel will be a destination experience with its national landmark status providing hospitality and sales as well as events and celebrations for profit and charity in Grants Pass, OR.

Mission

Provide the Hotel service in Grants Pass, Southern Oregon destination. Make best effort to create a unique place where customers can socialize with each other in a comfortable and relaxing environment while enjoying the best view of Grants Pass via the roof "Sky Bar and Grill" in town. We will be in the business of helping our customers to enjoy the great ambience, convenient location, friendly customer service, and products of consistently high quality.

Keys to Success

The keys to success will be:

- An appealing lobby design that will capture the attention and signal the upcoming unique experience.
- Professionally designed hotel rooms including high-end fixtures and furniture.
- The allure of quality live entertainment and a display of art with flair.
- Operational efficiency.
- Employee training to insure the best hospitality technique and a truly personal experience for the guests.
- Marketing strategies aimed to build a solid base of loyal customers as well as maximizing the sales of high margin products such as hotel memorabilia, t-shirts, mugs, jewelry and memberships.
- Utilizing the Historical "Landmark" Registration stature of the property for promotion and marketing in Boutique Hotel Trade Journals, Motorcycle Enthusiast Journals and Architectural Trade Magazines.

Investment Analysis

Summary of Cost

Land and Building Cost:	\$800,000
Estimated Cost of Completion:	<u>\$688,000</u>
Total Original Investment	\$1,488,000

Cost Breakdown

1st Floor Showroom Improvements:	
a. HVAC	\$20,000
b. Restroom remodel	\$12,000
c. Electrical remodel & Lighting	\$20,000
d. Ceiling and Wall Treatments	\$5,000
1st Floor Hotel Lobby Improvements:	
a. Front Desk and Coffee/Break	\$15,000
b. Electrical remodel & Lighting	\$10,000
c. Wall, Ceiling and Floor Treatment	\$10,000
d. Furniture	\$5,000
1st Floor Restaurant Lease Improvements	\$60,000
2nd thru 6th Elevator Landings	\$7,000
Elevator modernization	\$80,000
Stairway carpeting and install	\$5,000
Hallway carpeting and install 2nd thru 6th	\$2,000
5th & 6th floor renovation for hotel rooms @ \$22,000/room	\$352,000
Roof treatments - decking, lighting, tile	\$15,000
Main Entry awning	\$15,000
Signage	\$30,000
Landscape Exterior Lighting and Water System	\$10,000
Covered Parking	\$15,000
Total	<hr/> \$688,000

Investment Analysis - Con't

Boutique Hotel Rooms on the 5th & 6th Floors Remodel Allocation:

Bathroom Fixtures and Installation	\$3,000.00
Bathroom Tile and Installation	\$3,000.00
Electrical Lighting and Installation	\$3,000.00
Ceiling Trim and Sheetrock	\$1,000.00
Carpeting and Installation	\$1,000.00
HVAC	\$2,500.00
Wet Bar, Fixtures and Appliances	\$3,000.00
Furniture	\$3,000.00
Wall and Window Treatments	\$1,000.00
Doors, Base and Trim	\$1,000.00
Total	\$21,500.00

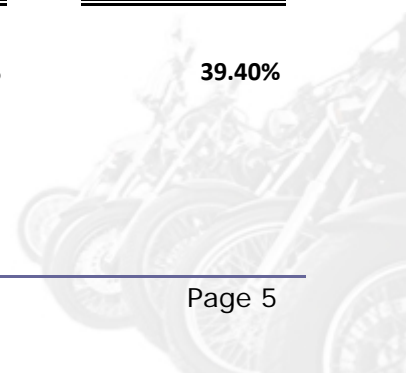


Operation Analysis

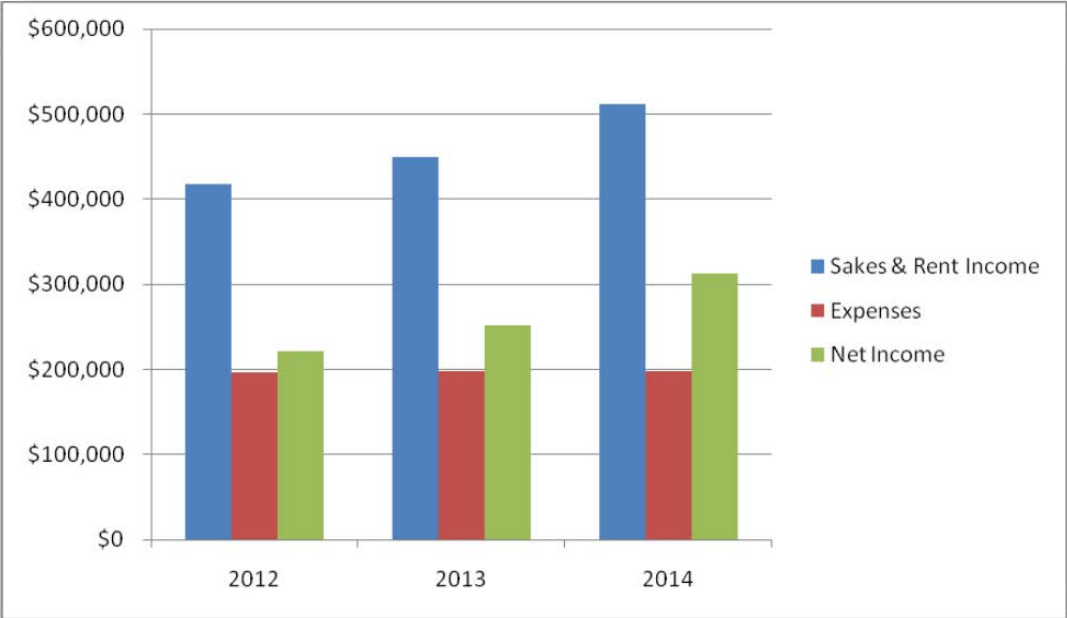
Number of rooms 22

Operating Expenses

	Year 1	Year 2	Year 3
Fixes costs:			
Taxes	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00
Insurance	6,000.00	6,000.00	6,000.00
Repairs & Maint.	10,000.00	10,000.00	10,000.00
Electric	26,000.00	26,000.00	26,000.00
Trash Removal	2,400.00	2,400.00	2,400.00
Water & Sewer	3,600.00	3,600.00	3,600.00
MGMT. Labor	60,000.00	60,000.00	60,000.00
Laundry & Maid	36,000.00	36,000.00	36,000.00
Credit Card Fees	6,700.00	6,700.00	6,700.00
Cable & Internet	5,000.00	5,000.00	5,000.00
Guest Room Supplies	3,000.00	3,000.00	3,000.00
Administration Supplies	1,800.00	1,800.00	1,800.00
Elevator Maint.	2,500.00	2,500.00	2,500.00
Continental Breakfast	12,600.00	13,600.00	14,600.00
Advertising	15,000.00	15,000.00	15,000.00
Total	\$ 196,600.00	\$ 197,600.00	\$ 198,600.00
Total Revenue			
20 rooms @ \$70	\$ 511,000.00	\$ 511,000.00	\$ 511,000.00
2 Suites @ \$150	109,500.00	109,500.00	109,500.00
	\$ 620,500.00	\$ 620,500.00	\$ 620,500.00
Room Revenue @	55% \$ 341,275.00	60% \$ 372,300.00	70% \$ 434,350.00
2nd floor leases	\$ 16,800.00	\$ 16,800.00	\$ 16,800.00
1st floor leases	60,000.00	60,000.00	60,000.00
Total	\$ 418,075.00	\$ 449,100.00	\$ 511,150.00
Assumed Revenue	\$ 418,075.00	\$ 449,100.00	\$ 511,150.00
Net Income	\$ 221,475.00	\$ 251,500.00	\$ 312,550.00
Capitalized Debt: \$700K - 6.5% - 20 year amortization			
Annualized Debt PMT	\$ 62,630.00	\$ 62,630.00	\$ 62,630.00
Cash Flow after Debt Service	\$ 158,845.00	\$ 188,870.00	\$ 249,920.00
Annual Return on Equity	19.86%	23.60%	39.40%

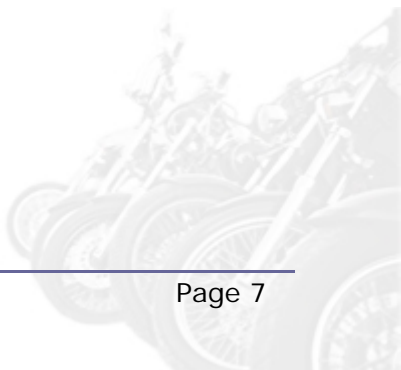


Operation Chart



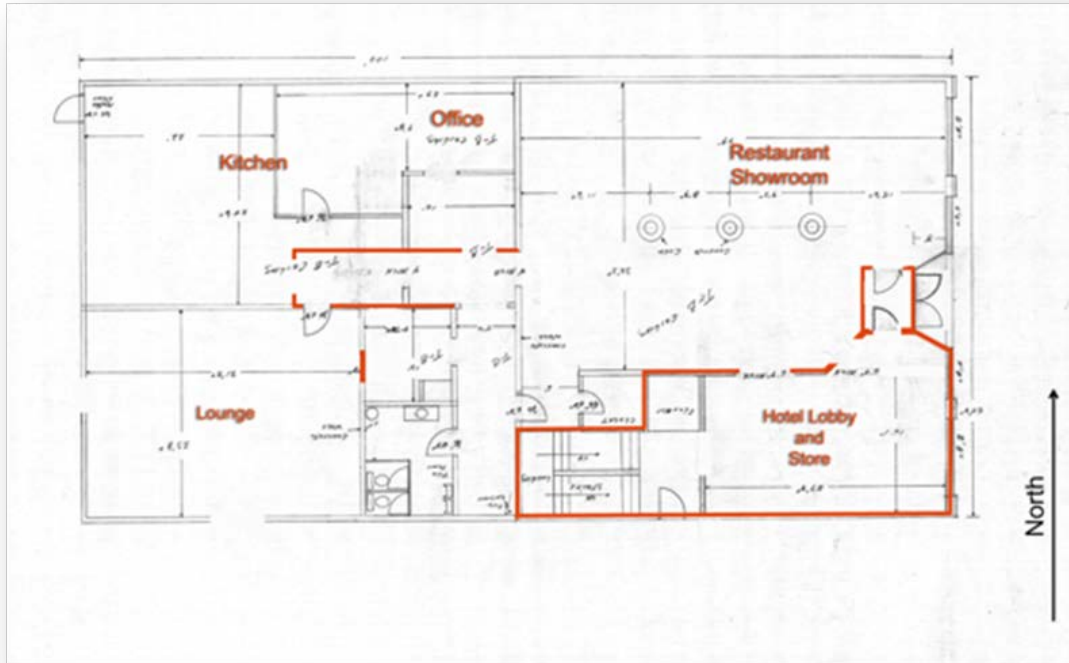
Location Aerial

(The Hog Hotel) - 306 NW 6th St., Grants Pass, OR

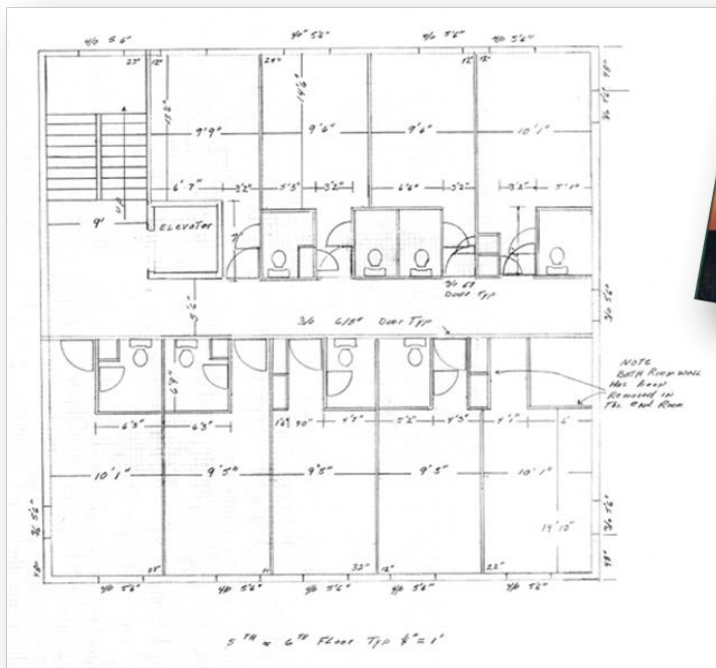


Interior Design

1ST Floor - Showroom - Hotel Lobby - Café & Lounge



5 & 6th Floor - Boutique Hotel Rooms (Typical Room Plan):



Historical Property Information

Redwoods Hotel (Nationally Registered “Landmark”)

1926

STATEMENT OF SIGNIFICANCE

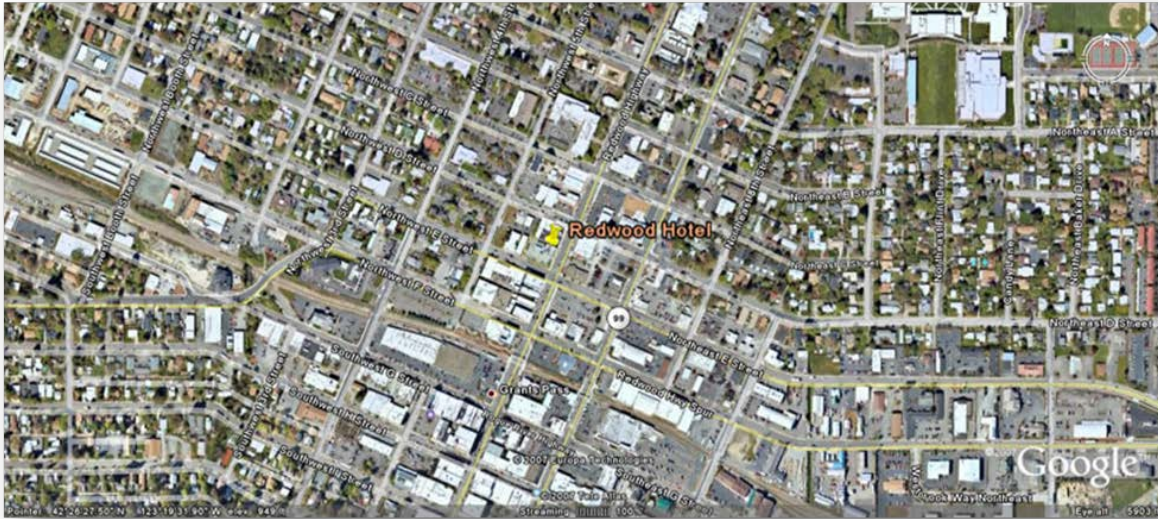
BUILDER/ARCHITECT – John Tourtellotte/Frank Hummel

The Redwoods Hotel (Redwood Towers), in Grants Pass, Oregon, is the town’s unique example of early twentieth century hotel architecture, reflecting a sophisticated design and use of construction material. Designed by the Portland architectural firm of Tourtellotte and Hummel, the Redwoods Hotel was completed in 1926. It’s architect had been responsible for many public and private buildings throughout the northwest and used the most modern methods and materials available in the decade for the construction of the Redwoods Hotel; the structure is composed entirely of reinforced concrete, and all exterior décor cast in concrete.



For the community of Grants Pass, the Redwoods Hotel is evidence of the towns busy tourist years, when the Redwood Highway to the coast and the Oregon Caves brought thousands of tourists each summer and fall through the crossroads community. The Redwoods Highway and the hotel were building at the same time, and the hotel took its name from the road which meant economic and social advancement for Grants Pass. The hotel’s auspicious beginning ended in disaster three years later with the failure of the stock market. Its promoter left the area and a series of owners followed. In spite of many years of use as a residence hotel, the structure retains its architectural integrity. The Redwoods

hotel is located in central downtown Grants Pass and the main street still takes thousands of travelers by the hotel on their journey to the Oregon coast.



In July, 1926, the local paper noted the opening of a new hotel.

“Formal opening of the new Redwoods Hotel Monday night attracted a large gathering from Grants Pass and from neighboring cities. The Caves Grotto banquet room was filled with fully 100 guests present”¹

The event culminated several years of planning. Mr. Al J. Martineau, a ten year associate of the Imperial Hotel in Portland began a plan to raise money for a new hotel in Grants Pass. Family associations with the Metschans of Portland and Eastern Oregon gave him access to funding. Toward the end of 1924, Mr. Martineau engaged the services of John E. Tourtelleotte and Frank K. Hummel, Portland architects. The firm was already at work on the Lithia Springs Hotel in Ashland and consultation trips to Grants Pass were convenient. On February 5, 1925, the Grants Pass Courier announced: FIRST UNIT OF NEW JOSEPHINE HOTEL TO RISE SOON. The article explained,

“The hopes of Grants Pass are about to be realized for with the return of Al J. Martineau last night and the arrival this morning of John E. Tourtelleotte from Portland, news of the immediate construction of the first six-story unit of the Josephine Hotel has been announced with the expenditure of \$120,000. Construction will start immediately . . . the new unit will be completed by July 1, to care for the tourist travel which is expected to reach immense proportions during the summer and fall.”²

¹ Grants Pass Courier, July 27, 1926

² Grants Pass Courier, February 5, 1925

Within a month the paper published a photograph of the rendering submitted by Tourtellotte and Hummel. The architects' plan, which was never realized, was for the construction of the new unit and the complete remodeling of the old Josephine Hotel already in existence. The preparation of the land just north of the old hotel began and suddenly Mr. Martineau's planned financial backing disappeared. Six months later the local paper again announced the construction of the new hotel. This time the name was changed to the Redwoods Hotel and the Lumbermen's Trust Co. of Portland underwrote the bond issue of \$95,000.³

NEW SIX STORY REDWOODS HOTEL SOON TO RISE IN GRANTS PASS ON SITE OCCUPIED BY JOSEPHINE

"Grants Pass will now feel that it will have a place of welcome for guests in this city to compare favorably with any other hotel along the line of the Pacific and Redwood Highway. . . The height of the building will enable it to be seen from all approaches to the city and now that the Redwood Highway is nearing completion, the city of Grants Pass will be able to take care of its guests in a manner befitting its renowned hospitality."⁴

On November 2, 1925 the contracts were awarded and R.I. Stuart, of Medford, Oregon was selected as the general contractor. Mr. Stuart's experience made him a good choice for the construction of the steel reinforced, poured-in-place concrete building. His firm, established early in the twentieth century in Medford had built the Medford City Hall, the Medford High School, Natatorium, Craterian Theatre, Jackson Hotel and Elks Temple.⁵

After six months intensive work, the first unit of the Redwoods Hotel was completed and ready to open.

When Mr. Martineau selected the architectural firm of Tourtellotte and Hummel he chose a prominent and well qualified organization. At the time of his death, Mr. Tourtellotte and his firm had been responsible for thirty-five (35) educational buildings and fifteen (15) hotels in Oregon and Idaho. Numerous public institutions and private homes had also been completed.

"I went to Boise in 1890, a few months after Idaho had become a state. I was twenty-one and for the first year or two I did contracting. In 1892, I opened an office there. The first building of any size that I drew plans for and supervised was a high school in Boise. . .⁶

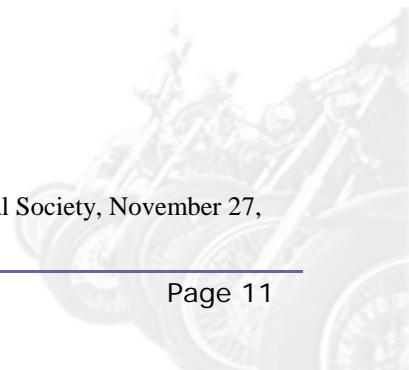
Until 1912 his firm was called J.E. Tourtellotte and Company. In 1903 he had begun working with a partner, Charles f. Hummel, (1857-1939). They worked together for many years and in 1912, after finishing the Idaho State Capitol at Boise, the firm's name was changed to Tourtellotte and Hummel. During the years in Boise, many buildings were designed throughout Idaho. Among them were the

³ Grants Pass Courier, October 25, 1925

⁴ Ibid.

⁵ Conversation with Robert Stuart, grandson of Richard Irwin Stuart, March 14, 1979

⁶ "Reminiscences of the Journal Man, "by Fred Lockley, Mss. from the Oregon Historical Society, November 27, 1923.



Idaho State Capitol, the Administration Building at the University of Idaho at Moscow, St. John's Cathedral, Boise, the Boise Hotel and others.⁷

In 1922, J.E. Tourtellotte opened an office in Portland with Frank K. Hummel, a son of Charles Hummel. Mr. Frank K. Hummel worked in that office until it closed in approximately 1934. He returned to Boise and worked in the Boise office until his death in 1961. Mr. Tourtellotte remained active in the Portland office until 1930 when he retired. He lived in Portland until his death in 1939.⁸

During the Portland years the firm designed the North Bend Hotel, the Lithia Springs Hotel at Ashland, the Redwoods Hotel in Grants Pass, the Baker Hotel, St. Joseph's Hospital in La Grande and the Douglas County Courthouse at Roseburg. At the time of his death, Mr. Tourtellotte was completing the Linn County Courthouse at Albany.⁹

Correspondence with Charles F. Hummel, architect, and nephew of Frank K. Hummel, revealed the following:

"Judging from the style of the Redwoods Hotel and the character of the drafting, the design and the drawings are the work of Frank Hummel. The design is similar in some respects to several other hotel projects during that period. . .¹⁰

Architecturally the Redwoods Hotel retains its integrity of design and construction. Alterations to the exterior have consisted of repairs made after its fifty (50) years use as a hotel. Specific changes have been previously described. In 1975 the old brick portion of the complex, formerly known as the Josephine Hotel burned and was totally destroyed. The unit designed by Tourtellotte and Hummel was not seriously damaged, but with the loss of so much of the complex could not be continued as a hotel. Its purchase by the current owners has led to a new use for the building. When the Redwoods Hotel opened in 1926 it offered forty-five (45) rooms to visitors. Several times a year suites were opened by salesmen exhibiting goods to local merchants for purchase. The ground floor of the hotel held several store spaces which were offered to the community:

"The three new store buildings on the ground floor of the Redwoods Hotel are to be rented as soon as desirable tenants can be secured, Al J. Martineau stated today. The store rooms are among the most attractive ones in the city and Mr. Martineau expects little trouble in getting high class establishments there."¹¹

The owners have changed the upper floors from hotel rooms to offices in their plans, but the lower floor will remain in use as commercial space and currently houses their appliance business. The interior of

⁷ Others include the Eastman Building, Boise, the Y.M.C.A. and Carnegie Library, Boise, Idaho State Penitentiary, State Technical College, Pocatello, Gooding College Building, Gooding, Idaho.

⁸ Obituary, Portland, Oregonian, May 10, 1939

⁹ Others include the Pilot Butte Inn at Bend, selected by A.I.A. in 1930 as one of 20 finest buildings in Oregon, Marcus Whitman Hotel in Walla Walla, Gresham High School and schools in Ontario, Clackamas, Enterprise, North Powder, Haines, Nyssa, Warrenton, Wasco and Medford.

¹⁰ Correspondence with Charles F. Hummel, Boise, Idaho, March 19, 1979 (copy included)

¹¹ Grants Pass Courier, June 3, 1926

the structure has been changed gradually in appearance due to adapted use, but it continues as a building with complete community access and its significance to the town of Grants Pass has not been lessened. It was built during a flourishing time, when tourists flocked over the Redwood Highway to the coast and stopped at the hotel on their way. Community use at that time was limited to the banquet room and salesmen's exhibits. With the structures location in the downtown area, and its planned use, the town will have increased access to the building which many residents have not entered for over twenty (20) years.

Together, the Redwoods Hotel (Redwood Towers) and the Lithia Springs Hotel (Mark Antony) provide southern Oregon with two fine examples of the work of Tourtellotte and Hummel and accurately reflect a time when Ashland and Grants Pass were growing, prosperous and welcoming tourists. Both towns continue to do so, and their hotels continue to have a purpose fifty (50) years after their construction.

Major Bibliographical References

Architect and Engineer, 137:55, June 1939

Correspondence, Arthur J. Martineau, Milwaukie, Oregon, March 10, 1979

Correspondence, Charles F. Hummel, Boise, Idaho, March 19, 1979

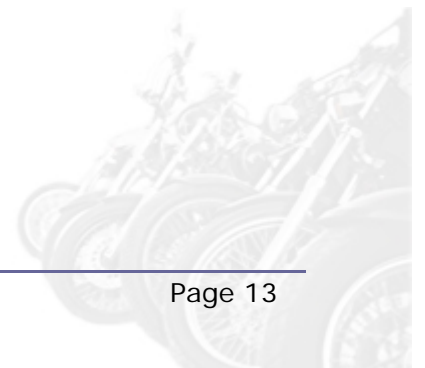
Grants Pass Courier (various issues)

"Impressions of the Journal Man" by Fred Lockley, Mss from Oregon Historical Society, November 27, 1923

"Withey, Henry. Biographical Dictionary of American Architects, Deceased. Los Angeles, 1956

Geographical Data

The Redwoods Hotel is located in Township 36 South, Range 5 West, Section 17 in Grants Pass, Oregon. It stands in Block 32 on lots 11 and 12. The Tax Lot is 11300.



The Josephine Hotel

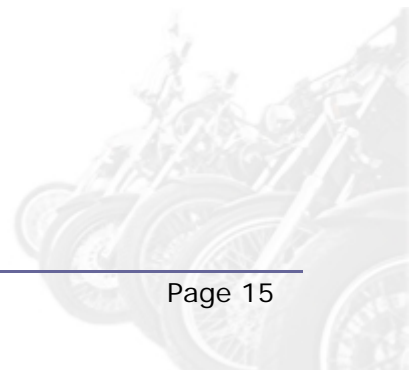


Built in 1893, the Josephine Hotel was modern and convenient to the railroad traveler. Eventually it was the first building in Grants Pass to be equipped with gas for cooking and heating. Before central heating arrived, many of the rooms had wood burning heating stoves. Notice all the chimneys around the edge of the roof. In 1925 plans were announced for a six (6) story addition next door. With the opening of the Redwood Highway from San Francisco to Grants Pass, the Josephine was renamed the

Redwoods Hotel. On April 13, 1975 the interior of the original building was gutted by fire and even though the outside brick walls still stood, the decision was made to the whole edifice. It stood on the northwest corner of Sixth and E Streets on the site of the parking lot for Patino's Home Appliance store in the "new" Redwood Towers addition.



The Josephine/Redwoods Hotel



The Redwoods Hotel 07/2011



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Architectural Record: 90, 192, August, 1941

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Correspondence, Arthur J. Martineau, Milwaukie, Oregon, March 10, 1979

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Grants Pass Courier, February 3, February 5, 1925, October 20, 1925, November 3, 1925. June 3, 1926, July 27, 1926, January 3, 1972, April 14, 1975.

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Josephine County Deed Records, Volume 66, page 523.

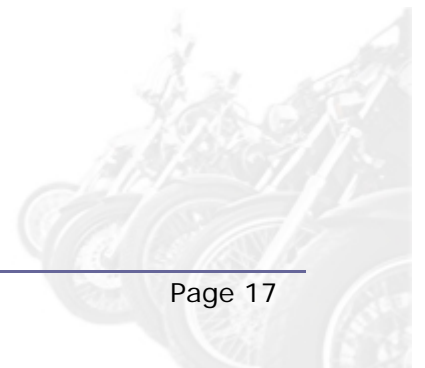
Portland Oregonian, May 10, 1939

Portland Oregonian, December 11, 1976

Souvenir Booklet of the Capitol of Idaho at Boise”, Boise, Idaho: Overland Publishing Co., 1913

Vaughan, Thomas, Ferriday, Virginia, (ed.) Space, Style and Structure, Building in Northwest America, Portland: Oregon Historical Society, 1974.

Withey, Henry. Biographical Dictionary of American Architects, Deceased. Los Angeles: New Age Publishing Company, 1956



Community Profile

Grants Pass, with a current population of 34,533 is the Josephine County seat and serves as the major commercial center for the county population

Downtown Grants Pass has been designated a National Historic District because of its historic buildings. It is renowned for its numerous antique shops.

We are a volunteer oriented community, as shown by our selection in 1997 as one of the thirty finalists nationwide in the “All America City” competition, sponsored by the National Civic League.

Recently, a ten-year project to create a 50 acre community park “for all ages,” was completed. The project involved public and private enterprises working together with citizens. Named Reinhart Volunteer Park, this \$8M complex boasts baseball diamonds, soccer fields, horseshoe pits, basketball and tennis courts, passive trails, viewing ponds, playgrounds, and picnic and shelter areas created through thousands of volunteer hours and donated services. This project, along with many others too numerous to list, exemplifies the pride of local citizens.

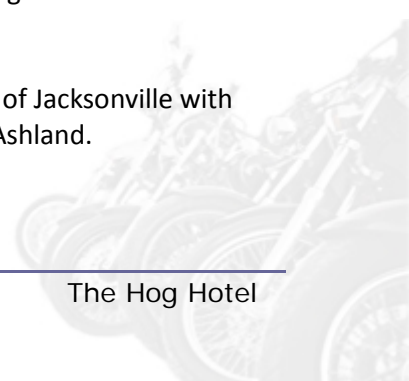


Once a timber-based community, the economy of the Grants Pass area has diversified. A healthy mix of light manufacturing, secondary wood products, retail trade, tourism, recreation and service-based industries provide a broad range of employment opportunities. Medical and retirement facilities also continue to expand.

Home to two school districts, and a number of private schools, Grants Pass also houses the main campus of Rogue Community College. Southern Oregon University is nearby in Ashland.

The world famous Rogue River runs through Grants Pass and provides many recreational opportunities: jet-boat trips, rafting, kayaking, fishing, water skiing, swimming, hiking, and gold panning. In addition, the nearby mountains provide high-mountain recreational experiences, including snow skiing at Mt. Ashland.

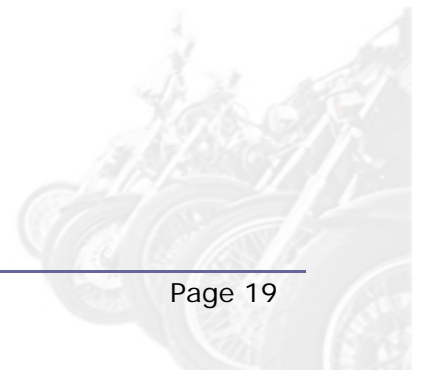
Within a 30 & 45 minute drive, cultural activities center around the historic town of Jacksonville with outdoor concerts at the Britt to the Shakespearean Festival in the nearby city of Ashland.





Other scenic attractions include: Crater Lake National Park, Oregon Caves National Monument, and the Redwoods that stretch from San Francisco to Southern Oregon. For more information on recreational activities in and around Grants Pass, please visit the Visitor and Convention Bureau site.

Grants Pass and the surrounding community is served by two K-12 public school districts: Grants Pass School District 7, and Three Rivers School District. In addition, we have one community college - Rogue Community College.



Warm Weather

On average, July is the warmest month. The highest recorded temperature was 111°F in 1981.

Cool Weather

The average coolest month is December. In 1990, the lowest recorded temperature in Grants Pass history was -3°F.

Precipitation

On average, December has the most precipitation. The average annual precipitation is 32.21 inches.

Elevation

948 feet

Weather Averages (Feet and Inches)

	<i>Jan</i>	<i>Feb</i>	<i>Mar</i>	<i>Apr</i>	<i>May</i>	<i>Jun</i>	<i>Jul</i>	<i>Aug</i>	<i>Sep</i>	<i>Oct</i>	<i>Nov</i>	<i>Dec</i>
High	47	54.4	60.8	67.8	75.2	81.8	89.9	89.5	83.7	69.9	53.7	46.6
Low	32.4	33.8	35.5	38.2	43.2	48.3	52	50.7	45.4	40.2	36.4	33.7
Precip.	5.5	4.0	3.4	1.9	1.4	0.7	0.3	0.3	0.8	2.4	4.5	5.8
Snow	2.3	0.5	0.4	---	---	---	---	---	---	---	0.1	0.9

70 years of archival weather data provided by weatherbase.com

Regional Profile

Grants Pass is approximately one hour north of the California Oregon border and less than four hours south of Portland; Grants Pass, Oregon (pop. 33,225) is the Josephine County seat and serves a population of over 80,000.

Grants Pass is the ideal location for your business. It has access to markets on the West Coast, Far East & Asia, and the rest of the United States.

Grants Pass has easy access to:

- the railroad
- Interstate 5
- Rogue Valley International - Medford airport (30 minutes away)



Current Population and Area Statistics



Regional Data - Josephine County

Population as of July 1, 2009 - 82,713*

Established: January 22, 1856

Land Area=1641 sq. miles

Land Assessed Value = \$5,383,788,015

Real Market Value: \$10,626,563,720

Population per square mile = 49

**Population - Portland State University Population Research Center report of Census 2010; other data - Oregon Bluebook*

Year	Grants Pass	Cave Junction	Josephine County
2009	33,225	1,750	83,665
2008	32,260	1,730	83,290
2007	31,740	1,685	82,390
2006	30,930	1,600	81,125

Other statistical information regarding Grants Pass and the surrounding area:

- Oregon Bluebook
- Portland State University Population Research Center
- Grants Pass and Josephine County Economic Statistics - 2007
- 2000 Census - Summary Data
- 2000 Census - Full Report for Grants Pass, Cave Junction and Josephine County
- US Census Josephine County Quick Facts

