

JW MARRIOTT DESERT SPRINGS RESORT AND SPA



City Council August 24, 2023

JW MARRIOTT DESERT SPRINGS RESORT AND SPA

- LARGEST RESORT IN THE COACHELLA VALLEY
 - OVER 800-ROOMS
 - TWO (2) 18-HOLE GOLF COURSE
 - SPA
 - SEVERAL RESTAURANTS
 - LARGEST CONVENTION/BALLROOM SPACE
 - LARGEST EMPLOYER
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Proposal: TOT Sharing Agreement to expand the ballroom space by 25,000 sq. ft.



TOT SHARING AGREEMENT

- City to reimburse 50% of the TOT increment generated over a 15-year period up to \$10M
- The TOT increment is a baseline, established by the average TOT generation over the past 3-years
- Anything above this baseline will be reimbursed at 50%
- Once 50% of project financing cost are recouped the City will retain 100% TOT
- Project cost will be verified upon completion

