

**RESOLUTION AUTHORIZING A MEMORANDUM OF UNDERSTANDING WITH  
MARRIOTT HOTEL OWNERSHIP TO ESTABLISH THE ALLOCATION OF  
EXPENSES BETWEEN THE HOTEL AND THE BENTON CONVENTION CENTER**

**WHEREAS**, in November 2019, the Mayor and City Council approved a new Qualified Management Agreement (QMA) with Hospitality Ventures Management Group, LLC (HVMG) to operate the Benton Convention Center (The Benton); and

**WHEREAS**, executed in June 2004, the original agreement established practices that allowed for more efficient operation of The Benton and an allocation of expenses that better reflected the use of select staffing across the Marriott Hotel, Embassy Suites, and The Benton, based on food and beverage revenues or total revenues; and

**WHEREAS**, in September 2017, HVMG sold the Embassy Suites to SH Winston Cherry, LLC, a Florida limited liability company owned by Premier Management, LLC, and assigned the lease of the City-owned space under the Embassy Suites to PM Meeting Venue, LLC. As a result, there now are two owners of the hotel properties, instead of one as had been in place since 2004; and

**WHEREAS**, the owners of the Embassy Suites assumed management of the hotel, including the City-owned space (Benton South), in October 2020; and

**WHEREAS**, HVMG assumed management of Benton South, which previously was leased to PM Meeting Venue, LLC, in January 2021; and

**WHEREAS**, due to the COVID-19 pandemic and change in management of the City-owned space under the Embassy Suites (Benton South), City and HVMG management have continued to finalize the new QMA for The Benton; and

**WHEREAS**, the Marriott Hotel ownership and HVMG management have approached City management about creating a Memorandum of Understanding (MOU) to establish the

allocation of shared expenses between the hotel and The Benton, since these expenses impact ownership of the two properties, not HVMG as the operator of The Benton.

**NOW, THEREFORE, BE IT RESOLVED** that the Mayor and City Council of the City of Winston-Salem hereby authorize the City to enter a MOU with Marriott Hotel ownership to establish the allocation of shared expenses between the hotel and The Benton.

**BE IT FURTHER RESOLVED** that the language will be similar to the provisions originally drafted for the new QMA.

**.BE IT FURTHER RESOLVED** that the Mayor and City Council authorize the City Manager to execute the MOU, with the City Attorney approving the MOU as to form and legality.