



To: Mayor & Each Councillor  
From: City Clerk's Office  
Materials Relating to an Agenda Item  
Meeting: Public Hearing  
Date: Dec. 19 '22 Item#: 3

Schedule 2 to the Minutes of the  
Public Hearing meeting of  
Richmond City Council held on  
Monday, December 19, 2022.

December 16, 2022

**ATTENTION:** Richmond City Council

VIA EMAIL: [cityclerk@richmond.ca](mailto:cityclerk@richmond.ca)

**RE: Marriott International – Letter of Support for the Re-zoning of 6851 & 6871 Elmbridge Way**

Dear Richmond City Council,

I am writing in support of Landa Oval Development Ltd's rezoning application to rezone 6851 & 6871 Elmbridge Way from Industrial Business Park (IB1) to High Density Mixed Use (ZMU52) - Oval Village (City Centre).

The proposed project will include a new 189 room hotel which will be affiliated with Marriott International's Autograph Collection brand. We are supportive of Landa's application due to the following reasons:

- The Richmond lodging market has strong long-term fundamentals. Demand is currently outpacing supply. According to CBRE Hotels Valuation & Advisory services, the Richmond lodging market achieved an occupancy rate of 82.2% in 2019 (pre-COVID), which means that the market was operating at full capacity, especially during peak periods. In addition, for the ten months ended October 2022 period, the market achieved an occupancy rate of 76.1%, which indicates strong recovery and a trajectory towards pre-pandemic occupancy levels
- Additional hotel supply is also supported by strong population growth, and the continual growth in overnight arrivals across all market segments (leisure, corporate, and group business), as well as passenger arrivals at Vancouver International Airport - Canada's second busiest airport.
- The proposed hotel will be positioned as a premium lifestyle product, providing a unique and elevated lodging option for both domestic and international travelers - filling a significant market gap for this type of product and experience
- The project's caliber is aligned with the City's growth objectives in shaping Richmond to becoming more attractive, livable and vibrant with great spaces and experiences to accommodate population growth and demographic change

We strongly believe that the project will contribute positively to the City of Richmond and the hospitality and tourism industry. Please do not hesitate to reach out if you have any questions.

Sincerely,

*Duncan Chiu*

Duncan Chiu,  
Director, Lodging Development - Western Canada

