

Reinvestment District 2022 Annual Report

Recipient: THE MERRILL HOTEL

Please provide the following:

- a. The status of each project undertaken within the district in the previous twelve months, including whether construction has begun on any project in the district or when the start of construction is anticipated and a summary of developer spending on projects within the district.

The project has been completed and is fully operational. Developer Spending on the project is attached in Addendum A – Developer Project Costs

- b. An itemized list of expenditures from the municipality’s reinvestment project fund (funds captured through the program) in the previous twelve months that have been made related to each project being undertaken within the district.

Funds Received by Riverview Hotel Development LLC

Date Received	Period	Amount	Remaining IRD Balance
			\$10,000,000.00
9/21/2019	Q1 2018	\$4123.93	\$9995879.07
3/8/2019	Q2 2018 Q3 2018	\$44462.34	\$9951413.73
5/24/2019	Q4 2018	\$29906.78	\$9921506.95
8/25/2019	Q1 2019	\$35724.96	\$9885781.99
12/6/2019	Q2 2019	\$45645.91	\$9840136.08
3/6/2020	Q3 2019	\$44423.20	\$9795712.88
5/1/2020	Q4 2019	\$43028.44	\$9752684.44
9/4/2020	Q1 2020	\$29575.60	\$9723108.84
1/21/2021	Q2 2020	\$14584.22	\$9708344.62
3/5/2021	Q3 2020	\$34363.17	\$9673981.45
6/18/2021	Q4 2020	\$21517.11	\$9652464.34
9/17/2021	Q1 2021	\$22237.27	\$9630227.07
4/5/2022	Q2 2021	\$39725.23	\$9590501.84
3/18/2022	Q3 2021	\$55027.71	\$9535474.13
6/13/2022	Q4 2021	\$40791.36	\$9494682.77
9/13/2022	Q1 2022	\$45512.26	\$9449179.51
9/13/2022	Q2 2022	\$65527.23	\$9383643.28

Investment Fund Activity – City of Muscatine IA.

Reinvestment Fund Revenue Previous 12 Months	Reinvestment Fund Revenue to-Date	Reinvestment Fund Expenditures Previous 12 Months	Reinvestment Fund Expenditures to-date
\$ 206,858.56	\$616,356.72	\$206,858.56	\$616,356.72

- c. The amount of the total project cost remaining for each project being undertaken within the district as of the date the report is submitted.

No remaining project costs related to the construction of the hotel.

- d. The amounts, types, and sources of funding used for each project described in paragraph "a".

Equity Funding Sources		
Howe Investment Fund, LLC	\$26,500,000.00	
MHI Fund, LLC	\$3,500,000.00	
Friendship Windows	\$4,000,000.00	
Kent Group	15,250,000.00	
Total Equity Source		\$49,250,000
Debt Funding Source		
CBIBT Loan	\$1,250,000.00	
CBIBT Loan	1,700,000.00	
Total Debt Funding Source		\$2,950,000.00
IRD Rebate Funding Source		
		\$10,000,000.00
Rebates Realized to Date	\$616,360.72	
Outstanding Rebates Avail.	\$9,383,639.28	
TIF Funding Source		
		\$6,125,000.00
Rebates Realized to Date	\$2,412,299.00	
Outstanding Rebates Avail	\$3,587,701.00	

e. The amount of bonds issued or other indebtedness incurred for each project described in paragraph "a", including information related to the rate of interest, length of term, costs of issuance, and net proceeds. The report shall also include the amounts and types of moneys to be used for payment of such bonds or indebtedness.

Project	Debt Type	Rate of Interest	Length of Term	Costs of Issuance	Net Proceeds	Repayment Type	Repayment Amount
Riverview Hotel Development	Term	5%	20 years	\$21118	\$1678882	monthly	\$11,285
Riverview Hotel Development	Revolving Credit Line	4.75%	1 year	\$288	\$451627	interest	variable

**Copies of CBIBT Loans are attached. – Addendum B

CERTIFICATION OF ACCURACY:

I hereby certify that the information presented to the Iowa Economic Development Authority on the date indicated below is fully complete, true, and correct. I understand that it is a criminal violation under Iowa law to engage in deception and knowingly make, or cause to be made, directly or indirectly, a false statement in writing for the purpose of procuring economic development assistance from a state agency or subdivision, as provided in Iowa Code section 15A.3 and other applicable law.

I further depose that the signature below is my own proper signature and that I have the authority to submit this information on behalf of the Recipient.

Prepared By:

Name: Rebecca Howe Phone # 770-630-8414

Title: President

Signature  Date 9/29/2022

E-Mail Address rhowe@riverviewhoteldev.com

Authorized Signatory:

Name: _____

Title: _____

Signature _____ Date _____

ADDENDUM A – Developer Project Costs



A. Project Status.

The Merrill Hotel is a boutique hotel located in the Muscatine, IA downtown district at 115 W. Mississippi Drive overlooking the majestic Mississippi River. This 4 diamond hotel contains 122 guest rooms including 14 junior suites and 2 presidential suites that can be flexed to 1-3 bedrooms. In addition, the hotel contains over 12,000 square feet of premium conference center that is one of only 2 IACC certified hotels in Iowa. The hotel ballrooms are complimented with an expansive balcony overlooking the Mississippi River. The hotel also houses a saltwater pool and expansive exercise facility in addition to a 3 meal restaurant and bar – Maxwell's on the River. In July of 2019 the hotel converted to a Marriott Tribute Brand Independent Hotel. The project has won numerous awards and accolades include #1 Trip Advisor Hotel in Iowa and Best Iowa Hotel by US News and Report. This year the hotel added in addendum to previous awards Top 25 Hotels in the US (TripAdvisor) 2020, Tripadvisor's 2020 Traveler's Choice Best of the Best (top 1% of hotels worldwide), and Marriott Tribute Top Hotel 2020.

Construction on the project was completed in 2018 with a soft opening in March of 2018 and a final completion in May of 2018.

Exhibit A contains the final construction cost of the project.

B. Itemized List of Expenditures from Reinvestment Project Fund

Date Received	Period	Amount	Remaining IRD Bal
			\$10,000,000.00
9/21/2019	Q1 2018	\$4,123.93	\$9,995,876.07
3/8/2019	Q2 2018 Q3 2018	\$44,462.34	\$9,951,413.73
5/24/2019	Q4 2018	\$29,906.78	\$9,921,506.95
8/25/2019	Q1 2019	\$35,724.96	\$9,885,781.99
12/6/2019	Q2 2019	\$45,645.91	\$9,840,136.08
3/6/2020	Q3 2019	\$44,423.20	\$9,795,712.88
5/1/2020	Q4 2019	\$43,028.44	\$9,752,684.44
9/4/2020	Q1 2020	\$29,575.60	\$9,723,108.84

C. Remaining Project Costs

There are no remaining project costs related to the construction of the hotel.

D. Funding Sources as of 9/30/2020

Equity Funding Sources		
Howe Investment Fund	\$22,500,000.00	
MHI Fund	\$2,500,000.00	
Friendship Windows	\$4,000,000.00	
Kent Corporation	\$2,250,000.00	
Total Equity Source		\$31,250,000.00
Debt Funding Source		
USDA Loan	\$20,000,000.00	
MMRLF Bi-State Reg Loan	\$350,000.00	
PPP Disaster Loan	\$399,433.00	
SBA Disaster Loan	\$150,000.00	
Total Debt Funding Source		\$20,899,433.00
IRD Rebate Funding Source		
Rebates Realized to Date	\$27,6891.06	
Outstanding Rebates Avail.	\$9,723108.84	
TIF Funding Source		\$6,000,000.00
Rebates Realized to Date	\$599,408.38	
Outstanding Rebates Avail.	\$5,400,591.62	

E. Debt Funding

Exhibit contains all of the debt loan funding information as requested. Debt in Summary is as follows:

1. USDA Loan (\$20,000,000.00)

As of 4/1/2020 this loan was renegotiated due to COVID-19 to interest only for 6 month period. The Merrill is currently in negotiations with the USDA bank to continue as interest only for an additional 6 months.

2. MMRLF Bi-State Loan (\$350,000.00)

As this loan is subordinate to the USDA loan, this loan has been renegotiated with all payments stopped until such time that the USDA loan requires both interest and principle.

3. PPP Disaster Loan (\$399,433.00)

This loan was taken due to COVID 19's demise on the hospitality industry. The Merrill is currently in the process of filing the proper paperwork for 100% loan forgiveness.

4. SBA Disaster Loan (\$150,000.00)

This loan was also taken out due to COVID 19's demise on the hospitality industry.



THE
MERRILL
HOTEL

Exhibit A

Project Construction Costs

**Merrill Hotel & Conference Center
Budget Summary - FINAL
Updated 6/5/18**



	Building SF	105,750 SF
		Budget 6/5/18
Construction - Merrit		
	Hotel	28,344,420
	Covered Walkway	428,274
	Parking Garage	2,329,366
	Subtotal Construction - Merrit	29,100,060
Site/Landscaping		
	Green Space & Button Factory Parking	219,262
	Subtotal Site/Landscaping	219,262
	Total Construction	29,319,322
	Construction Cost/SF	\$277/SF
Interior Design Furnishings (IDF)		
	Guestroom IDF	1,320,849
	Public Areas IDF	547,556
	Model Room IDF & OS&E	40,928
	Receiving, Warehouse, Install (RVI)	180,532
	HON IDF (Office Elements)	203,891
	Total IDF	2,303,556
	IDF Cost/SF	\$22/SF
Operating Supplies & Equip. (OS&E)		
	Guestroom (GR) OS&E	427,405
	Public Areas (PA) OS&E	455,420
	Back of House (BOH) OS&E	555,646
	Total OS&E	1,438,472
	OS&E Cost/SF	\$14/SF
Information Technology & Signage		
	Information Technology	553,969
	Interior & Exterior Signage	78,279
	Total IT & Signage	632,248
	IT & Signage Cost/SF	\$6/SF
Soft Costs		
	Professional Fees	2,187,549
	Project Management	1,456,565
	Building Permits (in Construction)	-
	Legal & Accounting	-
	Sales & Use Tax	-
	Development Costs	17,880
	Total Soft Costs	3,661,994
	Soft Cost/SF	\$35/SF

Merrill Hotel & Conference Center
Budget Detail - FINAL
 Updated 6/5/18



I. CONSTRUCTION
Merrit GMP - Final
Hotel

Budget 6/5/18 - FINAL		
QTY	Unit \$	Total
1	1,788,114	1,788,114
1	2,813,005	2,813,005
1	502,768	502,768
1	1,159,445	1,159,445
1	122,988	122,988
1	3,699,593	3,699,593
1	7,208,868	7,208,868
1	8,110,215	8,110,215
1	(104,750)	(104,750)
1	11,169	11,169
1	117,000	117,000
1	7,144	7,144
1	28,128	28,128
1	7,329	7,329
1	230,114	230,114
1	245,628	245,628
1	12,349	12,349
1	(49,023)	(49,023)
1	9,654	9,654
1	18,571	18,571
1	14,841	14,841
1	28,858	28,858
1	10,841	10,841
1	230,241	230,241
1	72,712	72,712
1	1,183	1,183
1	2,171	2,171
1	13,927	13,927
1	2,556	2,556
1	3,248	3,248
1	3,621	3,621
1	3,722	3,722
1	10,182	10,182
Subtotal Hotel		26,344,430
Covered Walkway		
1	428,274	428,274
Subtotal Covered Walkway		428,274
Garage		
1	1,348,633	1,348,633
1	24,371	24,371
1	840,712	840,712
1	68,660	68,660
1	45,691	45,691
Subtotal Garage		2,328,067
Subtotal Merrit GMP - Final		29,100,090

Merrill Hotel & Conference Center
Budget Detail - FINAL
 Updated 6/5/18



Budget 6/5/18 - FINAL			
	QTY	Unit \$	Total
Site & Landscaping			
Heritage Landscaping			
Base Contract	1	58,000	58,000
CO #1 - Add Alternates	1	68,488	68,488
CO #2 - Garage	1	25,249	25,249
CO #3 - Rock & Gravel Removal	1	-	-
CO #4 - Pearl Building Hardscape	1	3,891	3,891
Lemon Landscaping			
Site In-Fill	1	11,251	11,251
Median Work	1	28,210	28,210
Fence Work	1	15,485	15,485
C&R Industries (Sears)			
Garage Awning (Wind Block)	1	8,151	8,151
Tri-City Electric			
BF Parking - Lighting Upgrades	1	6,537	6,537
Subtotal Site & Landscaping	108,780 SF	207	219,282
Total Construction	108,780 SF	277.25	29,319,522
II. IDF, OS&E, IT & SIGNAGE			
Interior Design Furnishings (IDF)			
Guestroom (GR) IDF			
Guestroom IDF - CLO	1	1,288,044	1,288,044
Guestroom IDF - Owner Direct	1	32,805	32,805
Subtotal Guestroom IDF	122	10,828	1,320,849
Public Areas (PA) IDF			
Public Areas IDF - CLO	1	520,038	520,038
Public Areas IDF - Owner Direct	1	17,857	17,857
Subtotal Public Areas (PA) IDF	122	4,409	537,895
Misc. IDF			
Environmental Services			
Trash - Owner RWI Install	1	2,217	2,217
Muscatine Lumber			
Carpet Protection - RWI Install	1	375	375
Pearl City Wood Products			
Pantry Paint & Trim	1	782	782
Office Elements			
Quartz Tops - HON IDF	1	6,277	6,277
Subtotal Misc. IDF	122	78	8,661
Model Room IDF & OS&E			
CLO Purchases	1	40,828	40,828
Subtotal Model Room IDF & OS&E	122	338	40,828

Merrill Hotel & Conference Center
Budget Detail - FINAL
 Updated 6/5/18



Budget 6/5/18 - FINAL			
	QTY	Unit \$	Total
Receiving, Warehouse, Install (RWI)			
K+N Contract 1/31/18			
Installation			
Guestroom FF&E	1	71,300	71,300
Guestroom OS&E	1	3,600	3,600
Public Areas FF&E	1	16,000	16,000
Public Areas OS&E	1	3,600	3,600
Housing (4 Lead Installers, 70 days, 7 days/week)	1	10,976	10,976
Per Diem (70 days, 7 days/week)	1	9,800	9,800
Transportation (Davenport to Muscatine Site)	1	20,360	20,360
Warehousing (Handling/Storage)	1	55,286	55,286
CO #1 - Scope Changes	1	(390)	(390)
Subtotal Receiving, Warehouse, Install (RWI)	122	1,662	160,532
HON IDF			
Office Elements Inv 162847-0 (C-P-E) - ...	1	203,691	203,691
Subtotal HON IDF	122	1,671	203,691
Total Interior Design Furnishings (IDF)	122	18,692	2,308,696
Operating Supplies & Equipment (OS&E)			
Guestroom (GR) OS&E			
American Hotel Register	1	176,001	176,001
Guest Supply	1	227,166	227,166
CLO	1	10,661	10,661
Owner Direct	1	13,366	13,366
Subtotal Guestroom (GR) OS&E	122	3,603	427,466
Public Areas (PA) OS&E			
HPG International, LLC	1	432,630	432,630
Guest Supply	1	666	666
CLO	1	11,635	11,635
Owner Direct	1	10,569	10,569
Subtotal Public Areas (PA) OS&E	122	3,733	466,430
Back of House (BOH) OS&E			
Century Laundry Equipment			
Ironer (1)	1	35,469	35,469
Washers (2)	1	37,114	37,114
Washer Bases (2)	1	-	-
Dryers (2)	1	15,976	15,976
Installation	1	2,622	2,622
Freight	1	1,660	1,660
Tax	1	6,420	6,420
Subtotal Century Laundry Equipment			99,161
Great Lakes West - F&B Equipment			
Equipment Total	1	361,852	361,852
Labor	1	58,286	58,286
CO #1 - Drain Tempering Kits + Cafeteria Undershelf	1	2,726	2,726
Freight	1	-	-
Tax	1	21,711	21,711
Subtotal Great Lakes West - F&B Equipment			444,574

Merrill Hotel & Conference Center
Budget Detail - FINAL
 Updated 6/5/18



	Budget 6/5/18 - FINAL		
	QTY	Unit \$	Total
All-American Scaffold			
Scaffolding - Laundry Equipment Delivery	1	6,132	6,269
SCS Midwest Inc.			
Walk-in Cooler Floor Coating	1	3,400	3,400
American Beverage Repair			
Beer System Modifications	1	2,212	2,212
Subtotal Back of House (BOH) OS&E	122	4,584	688,648
Total Operating Supplies & Equipment (OS&E)	122	11,781	1,438,472
Information Technology (IT)			
Convergent Scope			
Riley Hotel Group, LLC			
Laptop Reimbursement	1	4,128	4,128
Laptop Reimb (Safari)	1	8,224	8,224
Laptop Reimb	1	620	620
Subtotal Riley Hotel Group, LLC			12,972
Tri-City Electric Co.			
Speaker Brackets			
6th Floor Rough-Ins	1	2,300	2,300
1st Floor Rough-Ins	1	2,550	2,550
Dish Heater Electrical	1	1,060	1,060
CCTV (Security Cameras)	1	11,535	11,535
BGM (Sound System)	1	41,407	41,407
Conference Video System	1	46,789	46,789
Subtotal Tri-City Electric Co.			108,841
Blueport Wireless			
HSIA (Guest Wireless)	1	76,580	76,580
PBX (Phone System)	1	64,984	64,984
PA Signage/Displays	1	45,323	45,323
Subtotal Blueport Wireless			186,907
PureHD			
CATV (Guest TV)	1	78,688	78,688
Subtotal PureHD			78,688
Amadeus			
Sales & Catering (Delphi)	1	18,387	18,387
Delphi - Install T&E	1	1,009	1,009
Subtotal Amadeus			19,396
Berk-Tel - Survey			
Cell Signal Survey	1	631	631
Subtotal Berk-Tel - Survey			631
Lightspeed			
Point of Sale (POS)	1	33,129	33,129
Wire Transfer Fee	1	45	45
Subtotal Lightspeed			33,174

Merrill Hotel & Conference Center
Budget Detail - FINAL
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Budget 6/6/18 - FINAL			
	QTY	Unit \$	Total
Enroute Networks			
BOH Hardware	1	32,544	32,544
Installation/Configuration	1	15,592	15,592
Subtotal Enroute Networks			48,137
Electronic Engineering			
Radios	1	6,114	6,114
Subtotal Electronic Engineering			6,114
Subtotal Convergent Scope			491,557
Owner Direct IT			
Berk-Tel			
"ICE" Interior Cellular Enhancement System	1	62,402	62,402
Subtotal Berk-Tel			62,402
Subtotal Owner Direct IT			62,402
Total Information Technology (IT)			553,959
Signage			
Riverband Signworks	1	78,279	78,279
Total Signage			78,279
Total IDF, OSSE, IT & SIGNAGE			4,374,276
III. SOFT COSTS			
Professional Fees			
Solum Lang Architects, LLC			
Hotel (\$20,800,000 x 7% = \$1,455,000)	1	1,455,000	1,455,000
Garage (\$2,400,000 x 5% = \$120,000)	1	120,000	120,000
Add #1 - Greenspace	1	64,600	64,600
Add #2 - Garage Covered Stairwell	1	3,750	3,750
Add #3 - Balcony Railing Add	1	1,600	1,600
Add #4 - Interior Revisions	1	5,540	5,540
Expenses	1	17,044	17,044
Subtotal Solum Lang Architects, LLC			1,697,834
C.L.O. Design			
Interior Design	1	128,000	128,000
Signage Design Fee	1	35,000	35,000
Procurement	1	123,050	123,050
Add #1 - Guestroom Design Changes	1	20,425	20,425
Add #2 - Guestroom Design Changes	1	11,820	11,820
Add #3 - HNI Coordination	1	6,870	6,870
Add #4 - Suite Bath Redesign	1	2,100	2,100
Expenses	1	23,034	23,034
Subtotal C.L.O. Design			380,299

Merrill Hotel & Conference Center
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Budget 6/5/18 - FINAL			
	QTY	Unit \$	Total
Scottford Enterprises, LLC			
Project Management Fees			
Predevelopment (14 Mon)	1	420,000	420,000
Development (16 Mon)	1	608,000	608,000
Add #1 - PM Fee (9 x \$30,000)	1	270,000	270,000
Add #2 - Construction Oversight (14 x \$8,000)	1	112,000	112,000
Add #3 - PM Fee - May 2018	1	38,000	38,000
Expenses	1	8,555	8,555
Subtotal Scottford Enterprises, LLC			1,486,555
Deaman Design Management			
Parking Consultant	1	18,913	18,913
Subtotal Deaman Design Management			18,913
Terracon Consultants, Inc			
Subsurface Exploration	1	1,388	1,388
Subtotal Terracon Consultants, Inc			1,388
BakerGroup, Inc.			
Food Service Consulting	1	18,000	18,000
Add #1 - Bidding Fee	1	5,000	5,000
Expenses	1	751	751
Subtotal BakerGroup, Inc.			23,751
Yerges Acoustics			
Phase I: Acoustical Survey	1	2,025	2,025
Phase II: Site Visit	1	3,900	3,900
Subtotal Yerges Acoustics			5,925
Spectra Tech			
Acoustical Consulting Svcs.	1	18,209	18,209
Expenses	1	1,131	1,131
Subtotal Spectra Tech			19,340
Convergent Services			
IT & A/V Design Services	1	17,250	17,250
Add #1 - Audio CAD	1	3,200	3,200
Expenses	1	1,248	1,248
Subtotal Convergent Services			21,698
Terracon Consultants, Inc			
Owner Payments - 2014 (Owner Payment Ledger)	1	33,750	33,750
Owner Payments - 2015 (Owner Payment Ledger)	1	17,317	17,317
Subtotal Terracon Consultants, Inc			51,067
Carl Walker, Inc.			
Parking Impact Study	1	2,500	2,500
Subtotal Carl Walker, Inc.			2,500

Merrill Hotel & Conference Center
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	Budget 6/5/18 - FINAL		
	QTY	Unit \$	Total
Misc. Consultants			
Stanley Consultants - RH Q4 2015 Ledger	1	3,500	3,500
Martin & Whitacre - RH Q4 2015 Ledger	1	13,078	13,078
Martin & Whitacre - Mississippi/Chestnut coordination	1	6,580	6,580
Downtown Investors - RH Q4 2015 Ledger	1	1,450	1,450
Merit Atlanta Expenses - 4/30/15	1	227	227
Subtotal Misc. Consultants			24,835
Subtotal Professional Fees	105,750 SF	34.46	3,644,114
Building Permits			
Building Permits (in Construction)	0.0%		-
Subtotal Building Permits	105,750 SF	-	-
Legal & Accounting			
Legal & Accounting Reserve	1		-
Subtotal Legal & Accounting	105,750 SF	-	-
Sales & Use Tax			
Sales & Use Tax (Professional Fees not Taxable in IA)	0.0%		-
Subtotal Sales & Use Tax	105,750 SF	-	-
Development Costs			
SLA - Inspection Reports (\$1,000/month)	13	1,000	13,000
Martin & Whitacre - Land & Acquisition Surveys	1	4,880	4,880
Subtotal Development Costs	105,750 SF	0.17	17,880
Total Soft Costs	105,750 SF	34.63	3,661,994
SUBTOTAL BUDGET (Less Contingency)	105,750 SF	353.24	37,355,591
IV. CONTINGENCY			
Project Contingency	2.1%	37,355,591	774,905
Total Contingency	105,750 SF	7.33	774,905
TOTAL BUDGET	105,750 SF	360.57	38,130,497