



Waterfront Site Solicitation of Interest Briefing

Mike Reid
 Director of Community and Economic Development
 January 20, 2026



1

Planning Guidance

"Turn the Port Peninsula into a premier destination by adding attractions, increasing accessibility, and maintaining a clean and safe environment."

Vision 2050 - Goal #3

"Establish a waterfront Task Force to explore options and develop a marina-based destination concept that offers first-rate shopping and dining, recreation, public art and gathering places while ensuring connectivity with the existing downtown core."

Vision 2050 – Action Item #14

Port of Olympia Commission Resolution 2019-08

A Resolution, of the Port of Olympia Commission, accepting and memorializing the elements of the Port Vision 2050 Action Plan.

August 26, 2019 - Adopted unanimously

2



Destination Waterfront

ADVISORY GROUP MEMBERS:

- LEONARD BAUER, CITY OF OLYMPIA
- PAITY BELMONTE, HANDS ON CHILDREN'S MUSEUM
- JEFF BOWE, EXPERIENCE OLYMPIA & BEYOND
- MICHAEL CADE, THURSTON COUNTY EDC
- JOEL CARLSON, SIERRA CLUB
- TODD CUTTS, OLYMPIA DOWNTOWN ALLIANCE
- MARC DAILY, THURSTON REGIONAL PLANNING COUNCIL (TRPC)
- LISA DENNIS-PEREZ, LOTI CLEANWATER ALLIANCE
- CHUCK FOWLER, SOUTH SOUND MARITIME HERITAGE ASSOCIATION (SSMHA)
- MYRON HOTINGER & NOREEN LIGHT, SWANTOWN LIVEABOARDS (EXCUSED)
- NICK KERRY, KGK/KAYO RADIO STATION
- PARIS MCCCLUSKY, SOUTH SOUND ESTUARY
- EDDIE & BECKY MILLER, SWANTOWN LIVEABOARDS
- SUE PATNUDE, DESCHUTES ESTUARY RESTORATION TEAM (DERT)
- DEB PATTIN, PORT OF OLYMPIA CITIZENS ADVISORY GROUP (POCAC)
- RAY PETERS, SQUAXIN ISLAND TRIBE
- DREW PHILLIPS, FORMA CONSTRUCTION
- DAVID SCHAFFERT, THURSTON CHAMBER OF COMMERCE
- KYLE RADANOVIC & SABRINA SMITH, ANTHONY'S RESTAURANT
- AUSTIN ROGNLIN, OLYMPIA MARINE CENTER
- DR. TIM STOKES, SOUTH PUGET SOUND COMMUNITY COLLEGE
- GRETCHEN VAN DUSEN, OLYMPIA AREA ROWING (OAR)
- BOB VAN SCHOORL, OLYMPIA YACHT CLUB
- STACEY WATERMAN-HOYEY, ARBUTUS FOLK SCHOOL
- RICHARD WELLS & BOB BUTTS, SOUTH SOUND SAILING SOCIETY
- RICHARD WOLF, EAST BAY NEIGHBORHOOD ASSOCIATION

3



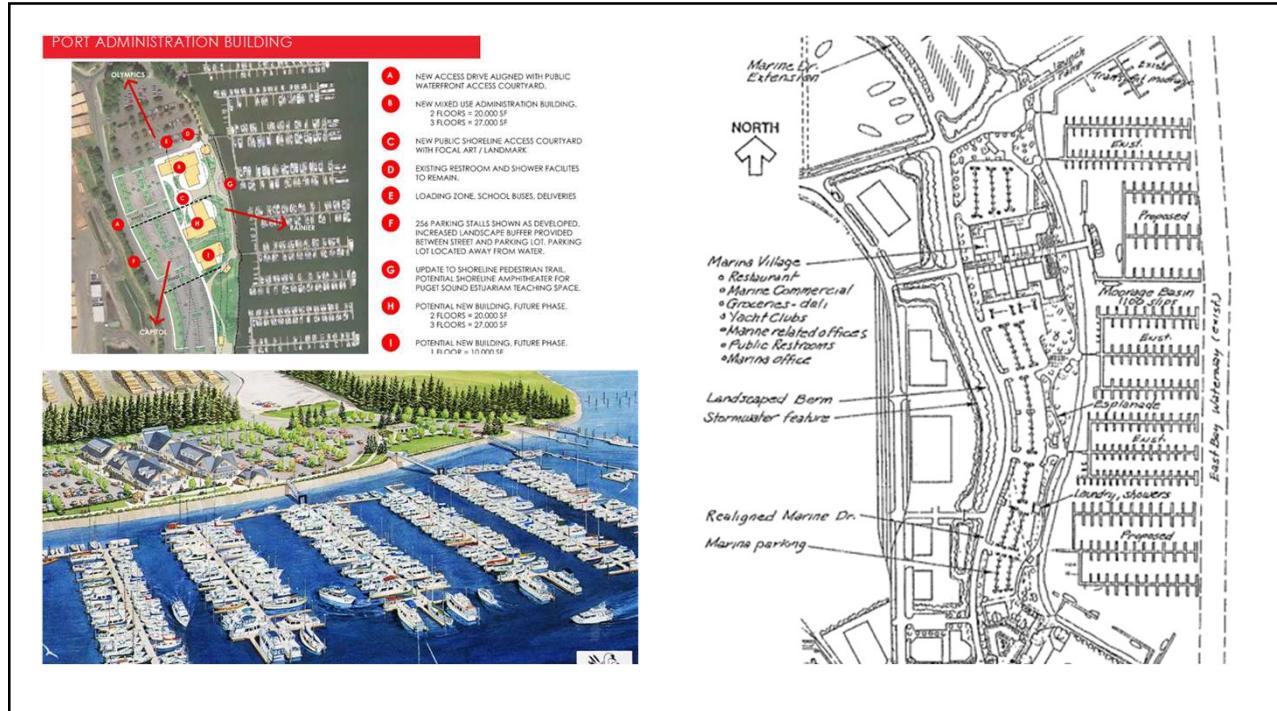
"The Commission acknowledges the community input given to this vision for the development of a Destination Waterfront and recognizes that staff will use this vision to continue to build partnerships, market Port properties, and develop project proposals for Commission consideration."

March 22, 2021
Motion Passed Unanimously



3

3



4



5



**Swantown Marina
Waterfront Development
Solicitation of Interest**
Port of Olympia Peninsula | Olympia, WA
Responses Due November 15, 2025

Timeline

- 5/19 – Commission Work Session
 - Identify areas of agreement
- 6/16 – Commission Work Session
 - Establish Project Principles
 - Define solicitation effort
- 10/1 – Solicitation of Interest Launched
 - 102 document takers
- 11/15 – Solicitation of Interest Due

6

Project Vision & Guiding Principles

The Waterfront Center at Site D is envisioned as a **premier marine-focused community destination**. Successful projects will:

1. **Leverage Marine Identity** – Prioritize water-dependent and water-related uses consistent with Port investments and regulatory requirements.
2. **Support Marina Operations & Growth** – Integrate Swantown Marina offices, enhance boater services, and expand opportunities for marine-related businesses.
3. **Enhance Community Access & Tourism** – Create inclusive public spaces, improve pedestrian connectivity, and support tourism amenities/programming.
4. **Ensure Financial Sustainability** – Pursue development that is economically viable, generates net revenue, and demonstrates partner capability.
5. **Maintain Strategic Flexibility** – Allow adaptable approaches to transaction structures while ensuring alignment with Port goals.
6. **Plan for Climate Resilience and Sea Level Rise** – Design with resilience to sea level rise, flooding, and seismic risks, incorporating adaptive strategies such as raised building pads, living shorelines, and adaptable infrastructure to protect long-term public and private investment.

7



7

Submission Guidelines

Responses should include:

1. **Expressions of Interest** – General statement of alignment with Port's vision and how will you approach the six "Guiding Principles".
2. **Conceptual Development Vision** – Narrative and/or graphics describing proposed uses and design approach.
3. **Financial Capacity & Approach** – Preliminary pro forma, financing strategies, or transactional models. The Port will only entertain long term ground lease models but is willing to explore variations such as percentage rent. The Port will not be selling this property.
4. **Team Qualifications** – Relevant experience, bios, and references.
5. **Implementation Plan** – Timeline, phasing, and milestones.
6. **Community Benefit** – Public access features, tourism integration, and recreational amenities.
7. **Questions/Concerns** – Key considerations or needs to participate in future discussions or negotiations.

8



8

Response Summary

▪ AIKA Wellness Ltd.

- Potential tenant proposal
- Spa and wellness center operator

▪ TAS, OAC, and JFJ Partnership

- A planning + feasibility + engagement team, not a developer
- They are not proposing to develop the site themselves. Proposing to assist in refining feasibility and identifying developers

▪ Kalyan Hospitality

- A full-site, single-phase 120-room major-brand hotel with café, restaurant, rooftop bar, meeting space, public plaza, and marina offices

9



9

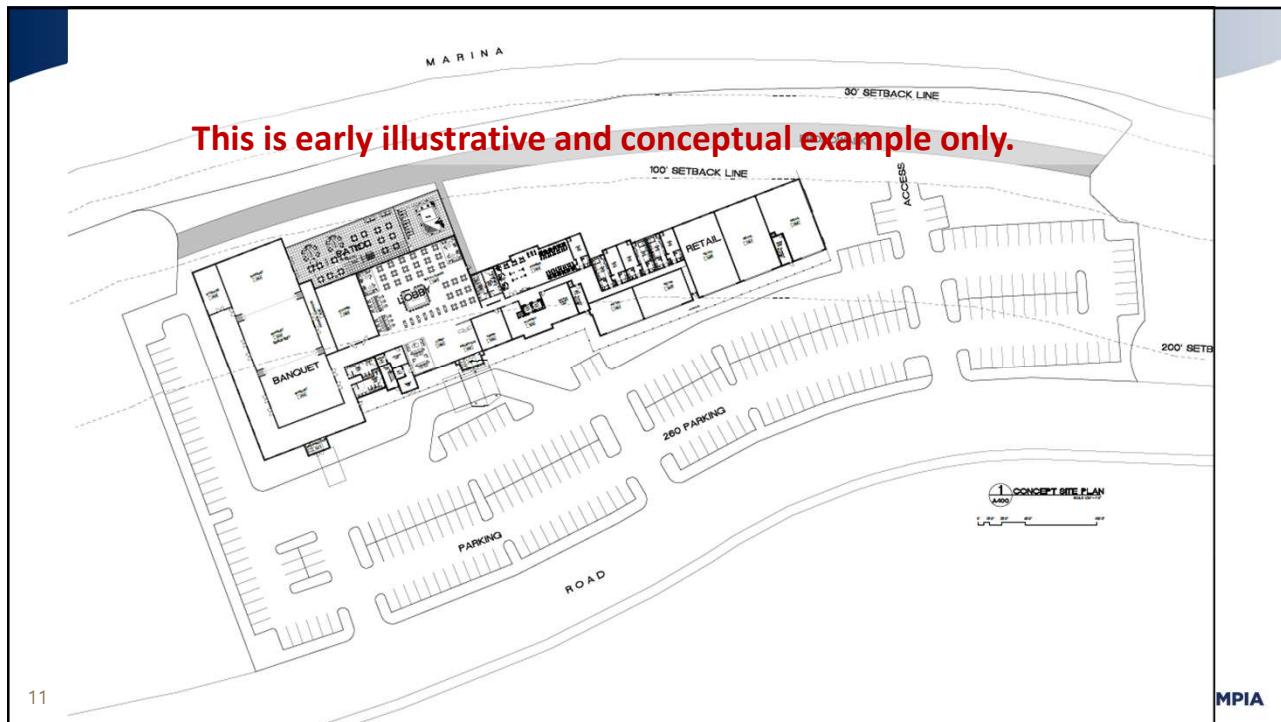
Kalyan Hospitality

- Full-site, single-phase, mixed-use development anchored by a major-brand boutique hotel.
- Approximately 120 guest rooms, oriented toward marina views.
- Integration of marina offices into the building program.
- Food and beverage components including:
 - Grab-and-go café for marina and visitor use
 - Full-service restaurant utilizing a local operator
 - Rooftop bar concept
- Up to 10,000 sq. ft. of meeting and event space with outdoor activation areas.
- Public-facing amenities including plaza space, landscaping, and trail/promenade connections.

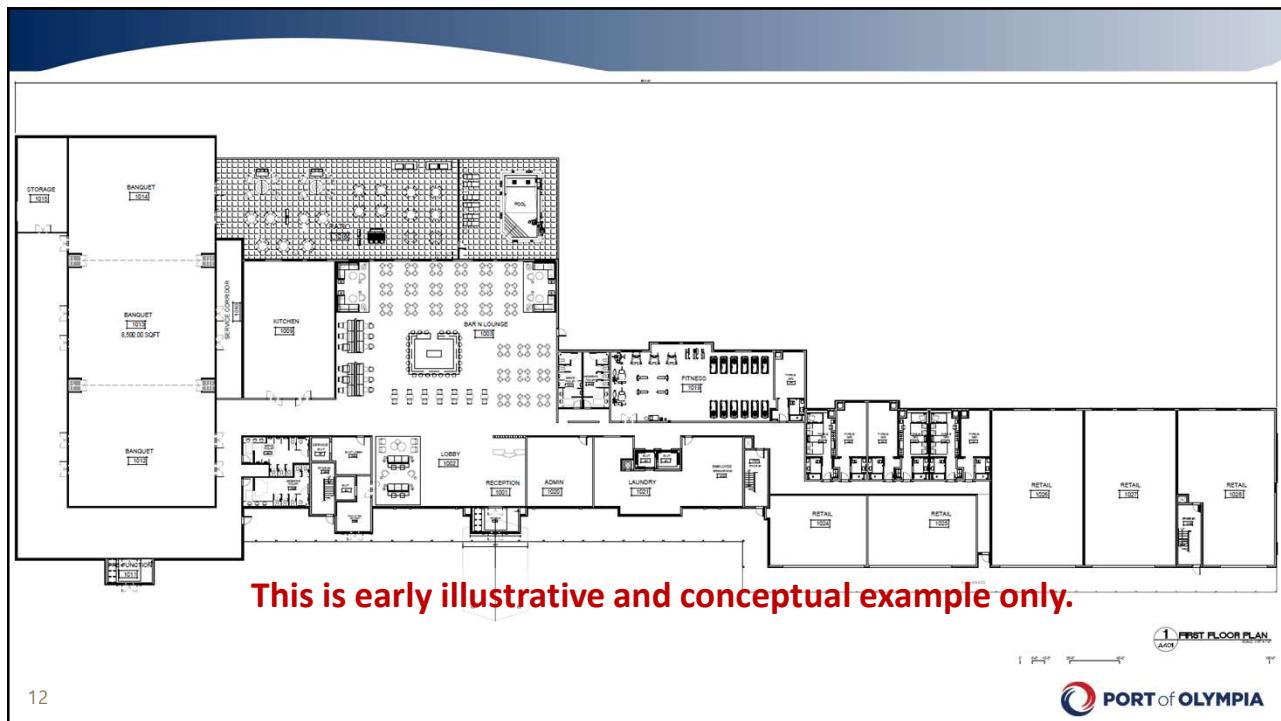


10

10



11



12

12



13

Outreach/Communications

- Initial Outreach
 - Swantown Staff
 - POCAC Destination Waterfront Subcommittee
 - ILWU
 - Island Enterprises (Squaxin Island)
- Phase 2 Outreach
 - Experience Olympia and Beyond
 - City of Olympia
 - Olympia Downtown Alliance

EXPERIENCE
Olympia & Beyond

Ten Year Destination
Master Plan for
Thurston County, WA

A Community-Driven Sustainable Tourism Plan

June 2024

14



Waterfront Activation

Active Engagement

Goal

The Thurston County Destination Master Plan aims to transform the downtown Olympia waterfront and the broader Thurston County waterfronts into vibrant, accessible, and sustainable destinations. By prioritizing the activation of key areas like the Port Peninsula, the plan seeks to enhance the quality and variety of events, festivals, activities, retail, food and beverage options, mixed entertainment, arts, and sports. This initiative will not only improve the perceptions of safety and security but also enhance unique natural and cultural assets of the region, including its connection to Puget Sound and partnerships with local tribes—all highly desirable to visitors and residents. The plan encompasses the development of premier destinations that focus on environmental stewardship, cultural richness, and economic vitality, incorporating public input and interests such as arts, cultural experiences, and nature. Addressing challenges like regulatory constraints and space limitations, the goal is to foster well-developed public waterfront access, encourage mixed-use developments, and support tourism-related businesses, thus enhancing the local economy, supporting, and creating quality jobs. This comprehensive approach aims to make Thurston County a leading example of waterfront activation, benefiting residents, visitors, and the local economy.

Potential Project Champion

The **Port of Olympia**, as a key stakeholder directly impacted by and vested in the development of waterfront areas, the Port of Olympia is uniquely qualified to lead this initiative. The Port's strategic interests in maritime activities, real estate management, and economic development align closely with the goals of the waterfront activation strategy. Their jurisdiction and operational control over significant parts of the waterfront provide the necessary authority and resources to initiate substantial infrastructure projects, attract commercial investments, and manage public spaces effectively. Additionally, the Port of Olympia has a track record of successfully managing large-scale development projects and fostering partnerships with local businesses, government agencies, and the community. Leading this project would enable the Port to directly influence the area's development in ways that maximize economic benefits while promoting sustainable and community-friendly growth, making it the ideal entity for steering the Destination Master Plan to successful realization.

Page 107 & 108 – Thurston County DMP

15

Kalyan Hospitality

Kalyan Hospitality brings over 30 years of experience in developing and operating award-winning hotels across major brands, with a proven track record of delivering projects that reflect the culture, environment, and values of the communities they serve.

Our goal for Swantown Marina is to create a signature destination that connects Olympia's working waterfront with its civic heart, where hospitality, recreation, and community come together.



Courtyard by Marriott – Scott's Addition
Richmond, Virginia | 128 Keys

Design Character: Industrial-chic design incorporating exposed materials and local art that reflects Richmond's creative district energy.

Community Impact: Acts as a hospitality anchor within the city's revitalized neighborhood of breweries, galleries, and tech spaces.



16

Kalyan Hospitality

Market analysis indicates sustained demand from:

- State government and legislative travelers
- Regional corporate and educational sectors
- Marina visitors and leisure tourists

Olympia currently lacks an **upscale boutique or lifestyle hotel**, creating an opportunity for a **major brand boutique concept** that delivers authenticity, quality, and consistency.

Potential fits include **Canopy by Hilton, AC Hotel by Marriott, Hilton Tapestry, or other lifestyle brands** suited to a waterfront setting.

Cambria Hotel Lake Placid
Lake Placid, New York | 185 keys



Design Character: Our Cambria Hotel Lake Placid draws from the Adirondacks with natural wood, stone accents, and a calm, nature-inspired palette. The look blends modern elements with the lakefront setting to reflect the area's outdoor culture and small-village character.

Community Impact: The hotel reinforces Lake Placid's reputation as a four-season destination by celebrating regional craftsmanship and connecting guests to the community's authentic Adirondack spirit. Its architecture and materials honor the natural landscape while supporting the town's broader vision for sustainable, experience-driven tourism.

17

17

Kalyan Hospitality

"Preliminary estimates based on regional economic modeling averages indicate that the development would support approximately 90 - 110 construction jobs during buildout and sustain 65 - 75 permanent hospitality and service positions upon stabilization."

Annual operations are projected to generate roughly \$8 - 9 million in direct output and over \$12 million in total economic activity, including secondary effects within Thurston County.

These impacts translate into new wages, small business growth, and recurring tax revenues that align with the Port's Destination Waterfront Vision and the City's economic development objectives."

The Inn at Blackstone
Blackstone, Virginia | 113 Keys



Design Character: Adaptive reuse of the historic Blackstone College for Girls, preserving its 19th-century architecture with refined modern finishes.

Community Impact: Served as a catalyst for downtown revitalization and heritage tourism in southern Virginia.

The Berkeley Hotel
Richmond, Virginia | 55 Keys



Design Character: Redbrick façade and traditional details complement Shockoe Slip's cobblestone streets and industrial heritage.

Community Impact: Offers an authentic downtown experience, connecting guests to Richmond's cultural and dining scene.

18

 **PORT of OLYMPIA**

18

Potential Timeline

Milestone	Estimated Timing	Description
Concept Refinement & Lease Negotiation	2026	Finalize ground lease terms, design intent, and site program in collaboration with the Port and City.
Design Development & Permitting	Late 2026 – 2027	Complete full architectural, civil, and environmental design; obtain shoreline, building, and utility permits.
Construction Period	2028 – 2029	Execute comprehensive construction including hotel, café, parking, public plaza, and shoreline enhancements.
Pre-Opening & Commissioning	Q4 2029	FF&E installation, systems testing, staff recruitment, and pre-opening marketing.
Grand Opening & Operations Launch	2030	Hotel and waterfront amenities open to the public.

Exclusive Negotiation Agreement Period

This is a very early and preliminary timeline. It will require adaptability as it will like move and flex.

19



19

Next Steps

- *Initiate the development of an Exclusive Negotiation Agreement*
 - *Typically 180-day period to negotiate the elements of a long-term agreement*
- *Connect Kalyan Hospitality with project stakeholders*
 - *Squaxin Island Tribe, Experience Olympia and Beyond, Swantown Marina, Hands On Children's Museum, Farmer's Market, City of Olympia, etc.*
 - *Initiate feasibility conversations with the City of Olympia*

20



20

Questions and Comments

21



21