



*The Westin Kierland Resort & Spa*

PHOENIX / SCOTTSDALE, ARIZONA

Site size: 262 acres (including golf course)

Hotel guest rooms: 732

Function space: 75,000 square feet (interior), 124,000 square feet (exterior)

Resort features: Kierland Golf Club

Agave, The Arizona Spa

Adjacent to Kierland Commons shops and resorts

Opened: 2002

Sold: 2006

# THE WESTIN

KIERLAND RESORT & SPA

6902 East Greenway Parkway  
Scottsdale, Arizona 85254  
Phone: 480.624.1000  
Toll-free phone: 800.354.5892  
www.kierlandresort.com



## PROJECT DESCRIPTION

The Westin Kierland Resort & Spa is “The Essence of Arizona,”™ a careful blend of desert and urban landscape, mountain views, intriguing architecture and water features. It is accented with a salute to Arizona’s cultural history and designed to appeal to leisure and group travelers alike. The golf course was completed in 1996, and the resort facilities were added in November 2002. In 2006, the resort was sold to Host Hotels & Resorts.

The Westin Kierland Resort & Spa is a key feature of Woodbine’s 730-acre Kierland master-planned community in Phoenix/Scottsdale, Arizona. Its opening — two months ahead of schedule — capped 10 years of successful development at Kierland. Woodbine teamed with the Herberger Interests of Phoenix/Scottsdale to create the community on a site the Herberger family had owned since the 1950s.

Initial development of Kierland was launched with the sale of 444 acres to UDC Homes in 1992, which called for Woodbine’s development of the 27-hole Kierland Golf Club. The resort site was reserved for future market-driven development.

After negotiating with multiple operators, Woodbine chose Westin as operator for the resort. Westin’s parent company, Starwood Hotels & Resorts, joined the partnership alongside the Herberger family, Cook Inlet Region, Inc., of Alaska and Woodbine.

The Westin Kierland’s lush landscaping intertwines with 27 holes of desert golf at Kierland Golf Club. The AAA Four-Diamond Resort is enhanced by its proximity to the Woodbine-developed and Urban Land Institute-honored Kierland Commons, a 38-acre mixed-use project featuring retail, office and residential uses.

The resort’s celebration of Arizona history extends to the “Culturekeepers” program, which each year honors 10 residents who have enhanced the state’s history, culture, environment or economy. It will have honored 100 Arizonans by the state’s centennial in 2012.

The AAA Four-Diamond resort was ranked among *Travel + Leisure* magazine’s “500 World’s Best Hotels” in 2009 and is a repeat winner of *Smart Meetings*’ Platinum Choice Award. It’s also been honored by *Condé Nast Traveler* as a Top 100 Golf Resort and one of the “Top 10 Hotels: U.S. Business” by *Celebrated Living*.

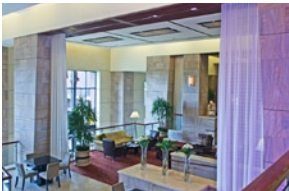
In addition to serving as developer and construction manager, Woodbine was asset manager of the property until its sale in 2006. Host Hotels and Resorts paid a headline-making price to acquire The Westin Kierland.

## ACCESSIBILITY

Within the 730-acre Kierland master-planned community along Scottsdale Road in northeast Phoenix. Approximately 20 minutes from historic Scottsdale; 30 minutes from downtown Phoenix; 30 minutes from Sky Harbor International Airport.



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## FACILITIES

<i>Land area</i>	262 acres (including 225-acre golf course)	
<i>Gross building area</i>	730,000 square feet (including hotel, ancillary buildings, 19,000-square-foot clubhouse and 15,000-square-foot spa)	
<i>Height</i>	11 stories; 120 feet	
<i>Elevators</i>	9 passenger; 7 service	
<i>Rooms/Mix (Approx.)</i>	732 (including 27 ADA rooms):	
	King	353
	Double/Double	339
	Suites	55
	Casitas	32
<i>Restaurants/Lounges</i>	8	
	Nellie Cashman's Monday Club Cafe	124 seats + 40 terrace seats
	Deseo (specialty restaurant)	84 seats + 12 terrace seats
	Bar	24 seats
	Private dining	12 seats
	The Rim (lobby lounge)	113 seats + 54 terrace seats
	Coffee Flats and Snowbowls	12 seats + 14 terrace seats
	Waltz & Weiser Saloon	51 seats
	J. Swillings Pool Bar & Grill	25 seats
	Kierland Golf Club	
	Brittlebush Bar & Grill	105 seats + 60 terrace seats
	Edie's Range House	50 seats, outdoor patio
<i>Interior function space</i>	Approximately 75,000 square feet	
	Kierland Grand Ballroom	24,644 square feet
	Herberger Ballroom	15,000 square feet
	Meeting rooms/Boardroom (11)	13,910 square feet
	Hospitality suites (3)	1,863 square feet
	Prefunction space	20,640 square feet
<i>Exterior function space</i>	123,800 square feet	
<i>On-site facilities</i>	Agave, The Arizona Spa	20 treatment rooms
	Kierland Golf Club	27 holes
<i>Parking</i>	1,202 spaces	
<i>Retail space</i>	3,725 square feet (includes Toonerville 66 Trading Post, spa and pro shop)	
<i>Indoor amenities</i>	Business center	660 square feet
	Fitness center	2,264 square feet
<i>Outdoor amenities</i>	900-foot flowing river pool, 3 pools with water features, 2 outdoor whirlpools, 2 tennis courts	
<i>Resort theme</i>	Treasuring the Essence of Arizona	



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PROJECT TEAM

ARCHITECT

Hill Glazier Architects  
(now HKS Hill Glazier Studio)

*Palo Alto, California*

CIVIL ENGINEER

Primas and Associates Consulting Engineers

*Scottsdale, Arizona*

CONSTRUCTION LENDERS

Bank of America  
Bank of Nova Scotia (Scotiabank)  
Wells Fargo Bank

*Dallas*

*San Francisco*

*Dallas*

*Dallas*

DEVELOPER

Woodbine Development Corporation

*Tempe, Arizona*

GENERAL CONTRACTOR

Sundt Construction, Inc.

*Scottsdale, Arizona*

GOLF COURSE ARCHITECT

Scott Miller Golf Design, Inc.

*Phoenix, Arizona*

GOLF COURSE GRADING CONTRACTOR

Wheeler Construction, Inc.

*Tempe, Arizona*

GOLF COURSE LANDSCAPE CONTRACTOR

Valley Rain Construction Corp., Inc.

*Scottsdale, Arizona*

GOLF CLUB OPERATOR

Troon Golf

*White Plains, New York*

HOTEL OPERATOR

Starwood Hotels & Resorts

*Los Angeles*

INTERIOR DESIGNER

Barry Design Associates Inc.

*Solana Beach, California*

LANDSCAPE ARCHITECT (Hotel)

Burton Associates

*Tempe, Arizona*

LANDSCAPE ARCHITECT (Golf course)

LVA Urban Design Studio LLC

*Tiburon, California*

LAND PLANNER

JAK Architecture & Planning

*Dallas*

MEP ENGINEER

Blum Consulting Engineers Inc.

*Scottsdale, Arizona*

PROJECT MANAGER

Woodbine Southwest Corporation

*Scottsdale, Arizona*

STRUCTURAL ENGINEER

Paul-Koehler Structural Engineers  
(now PK Associates LLC)

PROJECT OWNERSHIP

2002-2006 — Joint venture among affiliates of Cook Inlet Region, Inc., of Anchorage, Alaska; the Herberger Interests of Phoenix/Scottsdale; Starwood Hotels & Resorts of White Plains, New York; and Woodbine Development Corporation of Dallas

Current — Host Hotels & Resorts, Inc. of Bethesda, Maryland



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