

Betsy Cowles

From: Stacey Cowles
To: Betsy Cowles
Subject: Confidential - RPS
Date: Wednesday, October 23, 1996 1:42PM

Here are my notes from a conversation with Karen 1pm Wednes. She made calls to staff and council members to catch up since she was out of town Thurs eve. Here's what she heard. (For what they're worth -- Most you've heard already)

Laurent Poole did an incredible amount of damage: 1) Council opinion now is that garage at \$30 mm is not a good deal 2) Individually Poole met with each and told them the project won't attract national retailers in the end -- it's all a huge waste of time and money.

Coopers from SF is likely to perform the independent study -- as req'd by HUD. Council will not vote Monday. Vote will be contingent on a positive result from the study. Yeses were not there on Thursday for a \$30mm deal, but for a \$20 mm deal.

Karen suggested several points haven't been heard: Nordstrom is the catalyst, not the whole deal; little money follows big money -- this is a way to trigger follow-up investment in Downtown; cities that have not committed to retail presence in Downtown have lost ground (Denver, Tacoma, for example and we need more examples)

There is a lot of hostility toward Bob -- we need a new negotiator (Karen's comment). Pupo says Bob's much better in the last two months...

Mike Brewer is not convinced: is this the right project? We're over-reaching with this deal, how about something less expensive? He needs more generic observations: other cities like Denver; crime is rising, despite many successes, no retail and still falling.

Phyllis: Joel Crosby and Bev are close to her. Phyllis works the best with Jack. Bright. She has friends at the Principal group? Charlie Keturakat?

They all need a life line to weather criticism from Sabey and Eugster's suit: what can they stand up to public scrutiny?

Bill Pupo says: counter offer has full support of the council. Only package that will work. He sees this as a vote of a lifetime for them.

Duane Swinton alienated Roberta twice; lecturing her in public.

Some worry that Eugster will bring this down like Center Place, and then will follow up with charter amendments on public/private partnerships.

Generally council favorable on concept.

Poole asked the questions that hit the mark; were not answered.