

# VALLEY

## & State

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SECTION B

## Glendale, developer close to a hotel deal

### Negotiations 'very promising'

By Pat Flannery  
The Arizona Republic

Glendale and developer Steve Ellman are close to inking a deal to bring a major hotel to the blossoming sports and entertainment complex anchored by Glendale Arena and Cardinals Stadium.

Mayor Elaine Scruggs cited a pending agreement Tuesday during her annual State of the City address to Glendale business leaders. Later, she described negotiations as "very promising" for the new hotel, which would cater to business travelers as well as the sports complex near Loop 101 and Glendale Avenue.

A major hotel could serve not just the sports complex, but West Valley companies, Phoenix International Race-

way and out-of-town Cactus League fans attending pro baseball's spring training ritual at the West Valley's three ballparks.

It would also provide a large number of jobs and help attract other major employers.

Ellman said he and city officials have negotiated for more than a year and are "in the final stages of cutting a four-star hotel deal" with "a luxury brand hotel." But he cautioned, "We don't have a done deal yet."

Though none of those involved would identify the hotelier, City Manager Ed Beasley said the facility would be

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"unique." He expects a deal to close in 30 to 60 days, with groundbreaking this year and opening in time for the 2008 Super Bowl at Cardinals Stadium.

If negotiations stay on track, Ellman said, construction might start by this summer at the site just west of Glendale Arena in Westgate City Center. Ellman aims to open Westgate's first phase, including a large theater, restaurants, stores and offices, late this year.

Major hotels have been a missing element in Glendale's recent economic-development bonanza. Litchfield Park's Wigwam Resort & Golf Club is the only upscale hospitality complex in the West Valley, though Princeton Resorts Group is hoping to open the

first phase of its Cibola Vista Resort and Spa, a time-share resort in north Peoria, later this year.

Attracting a four-star hotel is a requirement of Glendale's deal with the National Football League to host the 2008 Super Bowl.

As long ago as a year, the city thought it had a deal pending to fit the bill. The deal now being negotiated would not require a city investment in the hotel, Scruggs said.

Business representatives attending Tuesday's luncheon applauded the news, saying the hotel and downtown-redevelopment efforts touted by Scruggs are major variables in the city's economic-development equation.

"It's exciting, and we're glad to be in the West Valley," said Brenda Ellison, vice president and general manager of Assurance Staffing, an employment-services company that recently expanded to Glendale from Las Vegas. "The owner recognized that this area was growing, and he wanted to be a part of it."

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