

## **FEASIBILITY STUDIES**

Authored by Edward L. Xanders, CHA

### **Partial Client List**

Vince Bruner  
110 Eglin Parkway SE  
Fort Walton Beach, FL 32548  
850-243-4227

87-room Fairfield Inn  
Fort Walton Beach, FL

Marie Capita, Manager  
Immokalee Business Development Center  
310 Alachua Street  
Immokalee, FL 34142  
239-269-9629

market-driven hotel  
Immokalee, FL

Hank Thomas  
The Green Hill Development Company  
561-400-8578

Hotel Indigo  
Dania Beach, FL

Calvin Glover  
300 Greystone Court, #401  
Fredericksburg, VA 22401  
803-479-4053

Sleep Inn  
Woodbridge, VA

Rob Brooks  
34203 Singletary Drive  
Myakka City, FL 34251  
610-844-8402

Holiday Inn Express  
Allentown, PA

Robert W. Bittner  
16563 Lincoln Highway  
Breezewood, PA 15533  
814-285-2275

Holiday Inn Express  
Breezewood, PA

Jeff Smith  
Glenmark Holding  
6 Canyon Road, #300  
Morgantown, WV 20508  
304-599-3369

Suburban E/S Hotel  
Tridelpnia, WV

Scott Patel  
5725 SW 5th Street  
Oklahoma City, OK 73128  
405-819-7343

Candlewood Suites  
Edmond, OK

Josh Caillavet  
508 Natchez Street  
New Orleans, LA 70130  
504-810-6207

Barq Boutique Hotel  
Biloxi, MS

Bill Smith  
395 Chapman Road  
Wytheville, VA 26382  
276-620-6202

George Wythe Hotel  
Ascend Collection  
Wytheville, VA

Mitesh Patel  
2432 Veterans Blvd.  
Ardmore, OK 73401  
405-388-7728

Holiday Inn Express  
Duncan, OK

Richard Zentner  
388 State Route 487  
Bloomsburg, PA 17815  
570-784-0111

Microtel Inn and Suites  
Wilkes-Barre, PA

Sachin Patel  
Diplomat Companies  
2100 Parklake Dr NE, Suite A  
Atlanta, GA. 30345  
770-938-2060

116-rm Homewood Suites  
Atlanta, GA

Anil Patel  
Asutosh Group  
220 Ponte Vedra Park Dr., Suite 140  
Ponte Vedra Beach, FL 32082  
904-493-9393

Holiday Inn  
Kingsland, GA

Perry County Eco Dev't Bd  
P. O. Box 678  
Marion, AL 36756  
334-327-0523

Sleep Inn & Suites  
Marion, AL

Guy Curley, President  
Hickory Hills Lodge LLC  
22501 Iverson Drive  
Great Mills, MD 20634  
301-862-5246

MainStay Suites  
Great Mills, MD

Harry Patel  
4346 Frank Ford Avenue  
Philadelphia, PA 19126  
215-533-7606

Pocono Inn and Resort  
Lake Harmony, PA

Anup Shah  
Alpha Hotel Group  
52 Riley Road, #421  
Celebration, FL 34747  
407-301-8165

Stadium Inn & Suites  
Kissimmee, FL

Dr. Seth Lartey, Pastor  
AME Zion Church  
630 N. Patterson Ave  
Winston-Salem, NC 27101  
(336) 918-4994

Independent Resort  
Black Mountain, NC

Louis Carbone  
Coastal Design Development Group  
90 SE 4<sup>th</sup> Ave, #1  
Delray Beach, FL 33483  
561-272-3419

Wyndham Garden Inn  
Delray Beach, FL

Nick Patel  
820 Lithia Road  
Wytheville, VA 24382  
276-620-9393

Holiday Inn Express  
Wytheville, VA

Bill Frohn  
509 Deer Creek  
Oxford, MS 38655  
662-236-4205

Site Analysis  
Tupelo, MS

Rickey Marecle  
Little Properties Inc.  
2107 Highway 72 West  
Corinth, MS 38834  
662-396-4299

Country Inn & Suites  
Starkville, MS

Bridget Chisholm  
BWC Consulting  
802 Walker Ave, Suite 5  
Memphis, TN 38126  
901-435-1667

InterContinental Hotel  
Greensboro, NC

Joseph Yunason  
Reda Group Ltd.  
70-13 Austin Street, 3<sup>rd</sup> Floor  
Forest Hills, NY 11375  
718-575-5400

1. Ascend Collection Hotel  
Brooklyn, NY
2. Clarion Hotel  
Brooklyn, NY

Francisco Hernández  
Tana Holdings  
Presidente Masoryk #29 Piso 2  
Col. Chapultepec de Morales  
México D.F. 11570  
+52 (55) 5255.2928

- Extended Suites
1. San Luis Potosi, Mexico
  2. Monterrey, Mexico

Richard Zentner  
388 State Route 487  
Bloomsburg, PA 17815  
570-784-0111

Country Inn and Suites  
Mansfield, PA

Mohammed Merchant  
9990 International Drive  
Orlando, FL 32819  
407-352-8700

Country Inn and Suites  
Rossford, OH

Hon. L. Louise Lucas  
1214 County Street  
Post Office Box 700  
Portsmouth, VA 23705  
757-328-2966

Hampton Inn & Suites  
Portsmouth, VA

David Witters  
3385 S. Access Rd, Suite 7  
Englewood, FL 34224  
941-400-2184

Comfort Suites Hotel  
Port Charlotte, FL

Sanjay Patel  
Diplomat Companies  
2100 Parklake Dr. NE, Ste A  
Atlanta, GA. 30345  
770-938-2060

Best Western Suites  
Candlewood Suites  
Marietta, GA  
Holiday Inn Express  
College Park, GA

Jeremy Earle, Exec Dir  
Comm Redev Agency  
100 W Dania Beach Blvd  
Dania Beach, FL 33004  
954-924-6800

Hotel Indigo  
Dania Beach, FL

Joseph Alexander  
1175 Boston Road  
Bronx, NY 10456  
917-567-1798

Comfort Suites  
Bronx, NY

Russell Benford  
City Administrator  
City of West Park, FL  
3150 SW 52nd Ave Ste 100  
Pembroke Park, FL 33023  
954-989-2688

Comfort Suites  
West Park, FL

Ray McClendon  
Gourmet Services  
82 Piedmont Avenue  
Atlanta, GA 32303  
404-876-5700

Country Inn & Suites  
Washington, GA

Sam Patel  
12175 Mariposa Road  
Victorville, CA 92395  
760-963-2820

71-room Holiday Inn Express  
Victorville, CA

Don Rogers. SVP  
Compass Bank  
321 Belleaire Blvd, 2nd Floor  
Mobile, AL 36606  
251-470-7467

132-room Hotel Indigo  
New Orleans, LA

Al Hill  
Hillcrest Development  
1315 Franklin Grove Rd, #110  
Dixon, IL 61021  
815-288-4672

Country Inn and Suites  
Pelham (Birmingham), AL

Asrar Khan, President  
Khan Hospitality Inc.  
411 E. Huntington Dr., Suite 215  
Arcadia, CA 91006  
626-254-9500

Radisson Hotel  
Gladstone, MO

Marlon Phoenix  
Phoenix and Associates  
384 E. Goodman Rd, Suite 136  
Southhaven, MS 38671  
662-404-4990

1. Conrad Hotel  
Memphis, TN  
2. Staybridge Suites  
3. Crowne Plaza  
Collierville, TN

Erik Hosdaghian  
779 Route 211 East  
Middletown, NY 10941  
845-283-0538

Lexington Hotel  
Middletown, NY

Dr. Keith Newby, M.D.  
Newby Enterprises LLC  
400 Gresham Drive, Suite 507  
Norfolk, VA 23507  
757-719-0060

Hyatt Place  
Suffolk, VA

Nathaniel Dozier, Jr.  
11808 Chadwick Lane  
Petersburg, VA 23805  
804-691-8291

Dozier Hotel  
Petersburg, VA

Jas Ahluwalia  
1922 South Breeze Drive  
Orlando, FL 32836  
407-363-4496

Holiday Inn Express  
Palatka, FL

Ron Legrand  
9799 Old St. Augustine Road  
Jacksonville, FL 32257  
888-840-8389

Hawthorn Suites  
Interlochen, MI

Olin Grantham  
2600 Lucerne Dr.  
Tallahassee, FL 32303  
850-562-6906

50-room Microtel Inn and Suites  
Carrabelle, FL

Don Rodgers. SVP  
Compass Bank  
321 Belleaire Blvd, 2nd Floor  
Mobile, AL 36606  
251-470-7467

60-room La Quinta Inn and Suites  
Malbis, AL

Bill and Carol Robinson  
236 Highway 98  
East Point, FL 32328  
850-653-1240

Microtel Inn and Suites  
Eastpoint, FL

Bill Brantley  
Bunn-Brantley Enterprises, Inc.  
389 Instrument Drive  
Rocky Mount, NC 27804  
252-977-9111

Hampton Inn  
Rocky Mount, NC

Jeff Moyle, Vice-President  
Moyle Construction and Development, Inc.  
46702 Highway M-26  
Houghton, MI 49931  
906-482-3000

Country Inn and Suites  
Grand Haven, MI

Thomas Johnson  
5425 Summer Duck Road  
Fayetteville, NC 28314  
910-237-2636

Holiday Inn Hotel  
Fayetteville, NC

Blaise Holzbauer  
Willow Valley Resort  
2416 Willow Street Pike  
Lancaster, PA 17602  
1-800-444-1714

DoubleTree Hotel  
Lancaster, PA

Paresh Pachigar  
Country Hearth Inn  
2251 S. Old Dixie Highway  
Bunnell, FL 32110  
561-744-1987

Holiday Inn Hotel  
Stuart, FL

Matthew Bedosky  
581 Harry L Drive  
Johnson City, NY 13790  
607-770-9333

La Quinta Inn  
Verona, NY

Tom Bauer  
Bauer and Company  
625 St. Charles Ave., #1A  
New Orleans, LA 70130  
225-939-2680

1. Country Inn and Suites  
Natchez, MS
2. Indigo Hotel  
New Orleans, LA

Dinesh Patel  
5226 Kingsford Court  
West Chester, OH 45069  
513-259-7040

1. Hilton Homewood Suites  
Mason, Ohio
2. Holiday Inn Express Hotel & Suites  
Mason, Ohio

David J. Beatty, President  
Townebank Comm'l Mortgage  
109 E. Main Street  
Norfolk, VA 23510  
757-628-6360

Hampton Inn and Suites  
Smithfield, VA

Moshe Winer  
Ursus Management Corp  
37-14 Broadway  
Fair Lawn, NJ 10471  
718-549-1778

Microtel Inn  
North Bergen, NJ

John McGraw  
37 Deer Park Road  
Manitowish Waters, WS 54545  
715-904-0020

Condominium Hotel  
Manitowish Waters, WS

Jean Cherubin  
1510 N.E. 162nd Street  
N Miami Beach, FL 33162  
305-785-0720

market-driven hotel  
North Miami Beach, FL

Maurice Snipes  
395 Franklin Street  
Bloomfield, NJ 07003  
973-445-1933

MainStay Suites  
Newark, NJ

Steve Benjamin  
700 Gervais Street, #300  
Columbia, SC 29201  
803-227-2236

Sleep Inn and Suites  
Columbia, SC

Jay Patel  
1130 Motel Drive  
Chipley, FL 32428  
850-258-3302

Staybridge Suites  
Dothan, AL

David Hauseman  
Hauseman Group  
1231 Collier Road, NW, #C  
Atlanta, GA 30318  
404-231-5900

1. Comfort Inn & Suites  
Winfield, AL
2. Comfort Inn & Suites  
Leland, MS
3. Country Inn & Suites  
Greenville, MS

Adam Westreich  
Tryad Gruop  
190 N. 10th Street, #306  
Brooklyn, NY 11211  
718-301-0229

Crowne Plaza  
Rochester, NY

Hank Thomas  
1793 Kanawaha Trail  
Stone Mountain, GA 30087  
770-331-3270

Courtyard by Marriott  
Jacksonville, NC

Shirley Waring  
Hotel Delta Court, LLC  
2613 Confederate Avenue  
Vicksburg, MS 39180  
301-634-0113

Delta Court Hotel  
Vicksburg, MS

David Henderson  
302 S. Mass. Ave., Suite 223  
Landland, FL 33801  
863-682-2000

Country Inn & Suites  
Plant City, FL

Dr. Ulysses Glee  
8115 Fenton Street, #400  
Silver Spring, MD 20910  
301-585-8448

Residence Inn  
Silver Spring, MD

Martin Estruch  
134 North Main Street  
Mount Morris, NY 14510  
585-329-4449

1. Hampton Inn  
Geneseo, NY
2. Best Western & Water Park  
Mount Morris, NY

Cortland Dusseau, Founder/Partner  
Legacy Hospitality, LLC  
P. O. Box 950  
Alabaster, AL 35007  
4040-281-2283

- Hyatt Place
1. Augusta, GA
  2. Montgomery, AL
  3. Bluffton, SC
  4. Lexington, KY

Sonny Patel  
10901 Pine Lodge Trail  
Davie, FL 33328  
863-2289-2772

Country I & S  
Davie, FL

James Smith  
3612 Primrose Avenue  
Greensboro, NC 27408  
336-669-5075

Country Inn & Suites  
Greensboro, NC

Harry Patel  
4346 Frank Ford Avenue  
Philadelphia, PA 19126  
215-533-7606

Hilton Extended-Stay Hotel  
Millville, NJ

K.C. Udani  
1114 Bellreive Drive  
Aiken, SC 29830  
803-439-8019

Country Inn and Suites  
Fort Mill, SC

Roland Parrish  
400 S. Zang Blvd, Suite 1203  
Dallas, TX 75208  
214-244-5634

Cambria Suites  
Dallas, TX

Vishnu Patel  
1491 Cape Sable Drive  
Melbourne, FL 32940  
321-460-2124

Suburban Extended Stay Hotel  
Ocala, FL

Andrew Levenbaum  
Levenbaum Associates, Inc.  
424 New York Avenue  
Huntington, NY 11743  
631-423-8602

Aloft Hotel  
Jamaica, Queens, NY

Rocco Valluzzo  
29050 U.S. Highway 98  
Daphne, AL 36526  
251-621-7807

1. Hawthorn Suites  
Daphne, AL  
2. Microtel Inn  
Daphne, AL

Mike Moyle  
6430 Gran Via Drive  
Rockford, MI 47341  
616-874-6534

Country Inn and Suites  
Hastings, MI

Roy E. Carroll  
The Carroll Companies  
404 N. Eugene Street  
Greensboro, NC 27401  
336-274-6720

1. Country Inn and Suites  
Greensboro, NC
2. Cambria Suites  
Greensboro, NC

Mayor Ray Steele  
City of Eutaw  
116 Main Street  
Eutaw, AL 35462  
205-372-4212

Comfort Inn and Suites  
Eutaw, AL

Paul Van Buskirk  
City of Cape Coral  
20120 Seagrove St., Unit 2405  
Estero, FL, 33928  
239-992-4082

Country Inn and Suites  
Cape Coral, FL

Jim Higgins  
707 Whitlock Avenue, SW, #A38  
Marietta, GA 30064  
404-699-4109

Country Inn and Suites  
Jasper, GA

John Sendo  
13950 Canal Drive  
Pensacola, FL 32507

Cambria Suites  
Perdido Key, FL

George Rahael  
ACC Development, Inc.  
2900 University Drive  
Coral Springs, FL 33065  
954-575-2668

Golf Resort Hotel  
Coral Springs, FL

Paula Kerr  
Resurrection Group Inc.  
5421 Daniel Drive  
Indianapolis, IN 46226

Wyndham Garden Inn  
Indianapolis, IN

**Interim Hospitality Consultants Offers a Wide Array of Hospitality Services for Your Firm.**

**MANAGEMENT ASSISTANCE**

1. *Lodging Management Services, LLC*, for total Hotel Operations
2. *Quality Assurance Programs* of independent evaluation.
3. *Yield Management* to maximize room revenues from an hourly to a seasonal basis.
4. *Front Office/Reservation Systems Training* from the first customer greeting to night audit operations.
5. *Marketing Studies*: Personnel training and formal studies to expose primary and secondary markets.
6. *Human Resource Programs*: Task training, position description, employee guides, wage and benefit reviews.

**OWNERSHIP ASSISTANCE**

1. *Financial Operations Analysis* by department to maximize profits.
2. *Operations Manuals Consolidation* of your policies and procedures in compliance with state/federal laws and franchisee requirements.
3. *Litigation Support* with expert witness testimony.
4. *Anonymous Audits* of service and management standards.
5. *Lodging Realty Services, LLC*, brokering hotels from Bed and Breakfast Inns to Major Resorts.
6. *Appraisal Services* through members of the Appraisal Institute of America.
7. *Mortgage Broker* for real estate financing.

**DEVELOPMENT ASSISTANCE**

1. *Feasibility Studies*: Interim Hospitality Consultants has authored over 100 chain-approved studies.
2. *Impact Studies* to determine from a third-party standpoint the effect of new hotel development.
3. *Architectural Reviews* from a Hotel Operations perspective to eliminate errors and increase productivity.
4. *Remodeling Coordination* from project review to oversight management, including design, purchasing and installation. Interim Hospitality Consultants has completed over 20 projects.
5. *Construction Coordination*: Leading the efforts of the Architect, General Contractor, Franchisee and ownership from a daily or project review perspective. IHC has completed over ten projects.
6. *Pre-Opening Management Functions* of permits/licensing, FF&E installation, punch lists, staffing/training and marketing. Lodging Management Services has opened over 30 hotels.

**Edward L. Xanders, CHA, President, Broker**



American Hotel Lodging Association  
 Extended-Stay Hotel Council, AHLA  
 International Association of Hospitality Advisors  
 National Association of Black Hotel Owners, Operators and Developers  
 Asian American Hotel Owners Association, authored articles for AAHOA publications  
 National Association of Condo Hotel Owners  
 Hispanic Hotel Owners Association  
 Superior Small Lodging of America  
 Florida Bed and Breakfast Association  
 Hotel Brokers International



QUALITY & SERVICE