

FEASIBILITY STUDIES

Authored by Edward L. Xanders, CHA

Partial Client List

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, 3rd 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

Market-Driven 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

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

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

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

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

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

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

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

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

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

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

Country I & S
Davie, FL

Country Inn & Suites
Greensboro, NC

Hilton Extended-Stay Hotel
Millville, NJ

Country Inn and Suites
Fort Mill, SC

Cambria Suites
Dallas, TX

Suburban Extended Stay Hotel
Ocala, FL

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
Esterro, 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

Bill Brantley
Bunn-Brantley Enterprises, Inc.
389 Instrument Drive
Rocky Mount, NC 27804
252-903-8722

Country Inn and Suites for Lounell Mainor.
Rose Hill, NC

Kalpesh Ram
26023 Meadow Breeze Lane
Leesburg, FL 34748
352-408-8617

Hampton Inn and Suites
Knightdale, NC

Diane Paillon
Willow Valley Associates
100 Willow Valley Lakes Drive
Willow Street, PA 17584

Sheraton Four Points Hotel.
Lancaster, PA

Roy Griggs
330 Marshall, Suite 711
Shreveport, LA 71101
318-424-9748

Sleep Inn
Shreveport, LA

Ashwin Patel
2501 S. Saunders Street
Raleigh, NC 27603
919-821-0521

60-room Comfort Inn
Raleigh, NC

Nicholas Sands
Prudential Financial Services
5540 Scarington Court West
Orlando, FL 32821
407-721-7777

Hyatt Place
North Miami Beach, FL

Harold Ford
7000 Boulevard East
Guttenberg, NJ 07093
201-759-8233

Cambria Suites
Washington Heights, NY

Bradford Smith
106 Sycamore Dr.
W. Palm Beach, FL 33411
727-642-1302

Cambria Suites
Bluffton, SC

Keven R. Klopp, City Manager
City of North Miami Beach
17011 NE 19th Ave
North Miami Beach, FL 33162
305-948-2900

Hotel Indigo
North Miami Beach, FL

Jim Leonard
151 Flowers House Loop
Troutman, NC 28166
704-622-0697

Country Inn and Suites
Troutman, NC

Pinki Jackel and Judy Miller
135 Highway 98
Eastpoint, FL 32328

Comfort Suites
Eastpoint, FL

Allen Haynes
2470 Daniels Ridge Road, Building 100,
Suite 100
Athens, GA 30606
706-248-9902

Site Reviews in
Greenville, NC
Washington, NC

Reggie Winfield
2714 Canal Street, Suite 405
New Orleans, LA 70119
504-975-8262

Hawthorn Suites
New Orleans, LA

Julian Michael Branker
10205 A Street
Lincoln, NE 68520

La Quinta Inn
Lincoln, NE

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

Homewood Suites
Greenville, NC

Kumer Murjani
3929 E. Eden Rock Circle
Tampa, FL 33634
813-220-2102

MainStay Suites
Pinellas Park, FL

Brian Ebbs
Franchise Sales Director
Choice Hotels International
10750 Columbia Pike
Silver Spring, MD 20901

MainStay Suites Hotel
Springfield, MA

Patrick Ciez
1102 James Bradt Blvd
Allendale, SC 29810
803-584-3446

Days Inn
Allendale, SC

Tim Aho, Project Manager
Moyle Construction and Development, Inc.
46702 Highway M-26
Houghton, MI 49931
906-369-3708

Country Inn and Suites
Marinette, Wisconsin

Robert Mansell
403 Birch Avenue
Nokomis, FL 34279
941-416-1921

76-unit CondoHotel with Dinner Theater
Sarasota, FL

Mayor Reuben Shelley
9 Park Street
Headland, AL 36345
334-693-3365

65-room Sleep Inn
Headland, AL

Michael Altman
Talman Capital Partners
37 E. 28th Street, Suite 508
New York, NY 10016
646-660-1536

122-room Lexington Hotel
Chelsea, Manhattan, NYC, NY

150-rm Lexington Hotel
Long Island City, NY

Julie Hebden
9110 Middle Road
Springville, NY 14141
716-592-7745

50-room Microtel Inn
Salamanca, NY

Jondi Brackeen
The Ava Boutique Hotel & Spa
Hotel Executive Director
P. O. Box 2336
Oxford, MS 38655
662.392.1026

Ava Boutique Hotel and Spa
Oxford, MS

Mary Land
5950 Glovers Ferry Road
Alpine, AL 35014
256-268-1250

50-room Key West
Columbiana, AL

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
Bunny Nocera, Senior Research Analyst, Realtor
Kim Pedersen, Senior Research Analyst



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 Internatioal

