

Clients and Prospects

Selected List

Client

David Padot
7272 Cardinal Trail
Fanning Springs, FL 32693
352-222-6656.

Monarch Desai
427 Fannis Circle
Gallatin, TN 37066
615-480-7846

John K.S. Cleary
Calamar
3949 Forest Parkway
Wheatfield, NY 14120
716-907-2500

Mitesh Patel
Apollo Hospitality Firm
1523 N. Rockford Rd
Ardmore, OK 73401
405-388-7728

Eugene Profit
7500 Old Georgetown Rd, Suite 700
Bethesda, MD
301-650-0059

Navindal Bhandal
3209 Mike Woldron Drive
Sacramento, CA 95835
530-304-2071

Project

Holiday Inn Express
Fanning Springs, FL

Comfort Suites
Lebanon, TN

Marriott Residence Inn
Lewiston, NY

TownePlace Suites
Topeka, KA

Tru Hotel by Hilton
Lawrence, KA

Hotel Indigo
Jacksonville, FL

LaQuinta Inn
Yreka, CA

Candlewood Suites
Fallon, NV

Client

Chris Cook
Miltechs, Inc.
1853 McCarthy Blvd # 101
Milpitas, CA 95035
406-480-7944

Anthony Dolan
60019 Grafton St.
Pittsburgh, PA 15206
412-657-1229

Reinerio P. Faife, President
Futura Company
9314 Forest Hill Blvd, # 22
Wellington, FL 33414
561-328-6292

Dinesh Patel
2150 U.S. 441 South
Dublin, GA 31021
478-290-4280

Martin Estruch
134 N. Main St
Mt. Morris, NY 14510
585-329-4449

Clif Wilson
AVB Bank
302 South Main Street
Broken Arrow, OK 74012
918.520.8140

Martin R. Mezger, CFO
Gateway Global Group, LLC
3501 Old Port Isabella Rd
Brownsville, TX 78526
618-406-8115

John Peavy
4228 Rice Blvd.
Houston, TX 77005
281-250-3562

Project

Fairfield Inn/Residence Inn
Arcadia, CA

Moxy by Marriott
Pittsburgh, PA

Ascend Collection
Fanning Springs, FL

Holiday Inn Express,
Vidalia, Georgia

Hampton Inn
Hornell, NY

Homewood Suites
Catoosa, OK

Cambria Suites
Brownsville, TX

Holiday Inn Hotel
Houston, TX

Client

Tom Miller
8850 Cedar Creek Road
Petoskey, MI 49770
313-410-0943

Calvin Glover
5905 Tattersall Dr., Apt 25
Durham, NC 27713
803-479-4053

Ajit S. Patel
VIDHI 2 LLC
Canton, Michigan 48188
734-674-9885

Kalpesh Desai
2300 W Albany Street,
Broken Arrow, OK 74012
918-251-6060

Walter E. Larisey, III
7724 River Ridge Rd NE
Tuscaloosa, AL 35406
251-379-6806

Nick Colasante, CPA
Chief Financial Officer
Glenmark Holding Limited Liability Co
6 Canyon Road, Suite 300
Morgantown, WV 26508
304-599-3369

Vincent R. Pawlowski, Esq.
Managing Partner
The Pawlowski // Mastrilli Law Group
1718 E. 7th Ave. Ste. 201
Tampa, FL 33605
813-842-1544

Frank Cerasoli
115 Timerlachen Circle, # 2001
Lake Mary, FL 32746
407-222-3700

Project

Convert Country Inn & Suites
St Gabriel, LA

Sleep Inn
Hillsboro, NC

Holiday Inn Express
Columbia City, IN

108-room Homewood Suites
Catoosa, OK

Curio
Charlotte Amalie, St. Thomas Island
United States Virgin Islands

Mainstay Suites
Beaver Falls, PA

co-ed youth hostel
Tampa, Florida

Marriott Courtyard
Sanford, FL

Client

Bernard T. Moyle
9305 W. Sample Road
Coral Springs, FL 33065
954-575-2668

Scott Shaw
Kissimmee, FL
407-870-7748

Megan Clark, Acting CM
City of Boonsboro
21 North Main St
Boonsboro, MD 21713

Mark R. Nesselroad, CEO
Glenmark Holdings
6 Canyon Road, #300
Morgantown, WV 26508
304-599-3369

George Mayer, Main St Admin
William P. Beall, Mayor
City of Federalsburg
118 N. Main St
Federalsburg, MD 21632
410-754-8123

Jeff Campbell
9399 State Line Road
S. Fulton, TN 38257
817-307-2601

Louann Pawlick
Executive Director
Middle Monongahela Industrial Development
Association
1 Twilight Road, Suite 2
Charleroi, PA 15022
724-565-5636

Michelle Ross
15 South 3rd St.
Oakland, MD

Project

Lexington Hotel
Coral Springs, FL

Baymont Inn
Kissimmee, FL

CobbleStone Inn
Boonsboro, MD

Suburban Extended-Stay
Washington, PA

CobbleStone Inn
Federalsburg, MD

Choice Hotel
Fulton, KY

Best Western Plus
Charleroi, PA

Cobblestone Inn
Oakland, MD

Client

Freddie Winston
1512 Good Hope Road, S.E.
Washington, DC
866-641-5788

Jeffrey S. Barclay
Economic Development Rep Allegany
County Government
701 Kelly Road, Suite 400
Cumberland, MD 21502
301-777-5967

Bill Gillespie
Town Manager
Town of Appomattox
210 Linden St
Appomattox, VA 24522
434-352-2637

Lee Cobb
Jack Hobbs
Amherst County EDA
PO Box 390
Amherst, VA 24521
434-944-8254

Lori M. Hester
Dir of Community and Economic
Development
Smyth County
121 Bagley Circle, Suite 100
Marion, VA 24354
576-783-3298

Gabrielle Calandra Barone
VP Development
Orleans Economic Development Agency
121 North Main - Second Floor
Albion, NY 14411
585-589-7060

Project

Comfort Suites
Largo, MD

Cobblestone Hotel
Cumberland, MD 21502

Cobblestone Hotel
Appomattox, VA

Cobblestone Hotel
Amherst, VA

Cobblestone Hotel
Marion, VA

Cobblestone Hotel
Albion, NY

Client

Amanda N. Glover, Dir
Economic Development
Augusta County
18 Government Center Lane
Verona, VA 24482
540-245-5619

John Genakos, Asso Dir
Maryland Economic Development
Corporation
300 E Lombard St, Suite 1000
Lusby, MD
410-625-3983

Priyesh Patel
Crowne Hotels LLC
13400 Sutton Park Dr S, #1604
Jacksonville, FL 32224
904-493-9393

Brian Harris
8805 State Route 415
Campbell, NY 14821

Charles D. Hollman
Hollman, MaGuire, Titus & Korzenewski
189 E. Main St
Westminster, MD 21157
410-848-3133

David D. Henderson
Henderson Properties, LLC
302 S. Massachusetts Ave., Suite 223
Lakeland, FL 33806
863-682-2000

Isaac Brown
Exten'd Hospitality Group, LLC
5729 Lanier Avenue
Fruitland, MD20746
301-613-9928

Project

Cobblestone Hotel
Verona, VA

Cobblestone Inn
Lusby, MD

Holiday Inn Express
Kingsland, GA

Best Western Plus
Campbell, NY

Cobblestone Hotel
Taneytown, MD

Hampton Inn
Plant City, FL

Even Hotel
Pittsburgh, PA

Client

Thomas Bulls
Protective Life Insurance Co
Mortgage Loan Department
2801 U.S. 280
Birmingham, AL 35223

Phillip Hauck
Atlantic Group & Associates, Inc.
10044 Old Ocean City Blvd.
Berlin, MD 21811
410-629-1160

Tom Miller
8850 Cedar Creek Road
Petoskey, MI 49770
313-410-0943

Yash Patel
111 E. Harrell Drive
Russellville, AR 72800
870-565-8288

Gifford Fickel & Estella Vallejo
45510 N. Miller Avenue
Peoria Heights, IL 61616
309-258-2253

Michael Zimmerman, Exec Dir
Lumber City Development Corp.
500 Wheatfield Street
North Tonawanda, NY 14120
716-695-8580

Chuck Bell
Dir Planning & Development
City of Lockport
One Locks Plaza
Lockport, NY 14094
716-439-6688

Project

Holiday Inn Hotel
Tallahassee, FL

Cobblestone Hotel
Berlin, MD

Country Inn and Suites
Baton Rouge, LA

Market Driven Hotels
Silver Springs, AR,
Sallisaw, OK.

Hilton Garden Inn
Peoria, Illinois.

Best Western Plus
North Towanda, NY

Ascend Collection by Choice Hotels
Lockport, NY

Client

Laura W. Aftosmis
Northpointe Devel Grp & Revest Properties
984 Towne Square Dr
Greensburg, PA 15601
714-331-6252

Jim Pierce
Executive Director
Industrial Development Agency
Wyoming County, NY
6470 Route 20A
Perry, NY 14530
585-237-5080

Ajit Bhattal
24-8 Truck Plaza
209 Wee Patch Hwy
Bakersfield, CA 93307
661-364-0630

Bruce Patel, CEO
Fusion Hospitality
1020 N. Gloster St #110
Tupelo, MS 38804
662-205-4031

Mukesh Chaudray
3003 Spottswood
Murfreesboro, TN 37158
615-439-0572

Mr. Brian K. Brown, Director
Economic Development
City of Buena Vista
2039 Sycamore Avenue
Buena Vista, Virginia 24416
540-261-8616

L. M. Dyson
1610 Oak Hollow
Waco, TX 76712
254-722-9966

Project

Indigo Hotel
Pittsburgh, PA

Holiday Inn Express and Suites
Canonsburg, PA

Cobblestone Hotel
Arcade, NY
Perry, NY
Wyoming, NY

Woodspring Hotel
Bakersfield, CA

Howard Johnson
Tupelo, MS

Sleep Inn
Columbia, TN

Springhill Suites
Buena Vista, VA

Curio by Hilton
Waco, TX

Client

Ana Zeinie
Economic Development Manager
Community Development Dept
7525 NW 88th Ave,
Tamarac, FL 33321
954-478-2214

Andrea A. White, Pres
The Stokely Company
620 Campbell Station Rd, Suite 27
Knoxville, TN 37934
865.966.4878

Francisco Hernandez
Tana Holdings
Presidente Masoryk #29 Piso 2
Col. Chapultepec de Morales
Mexico D.F. 11570

Bernie Moyle
Vantage Hospitality
3300 North University Dr, Suite 500
Coral Springs, FL 33065

Dominic Marchionda
NYO Property Group
16 Wick Ave, Suite 100
Youngstown, OH 44503
330-550-0081

Nilesh Patel
601 N. 1st Street
Madill, OK 73446
580-795-4876

B. F. Patel
200 Rainbow Boulevard
Niagara Falls, NY 14303
716-998-2623

Neil Patel
1520 Gulf Blvd, # 406
Clearwater, FL 33767
727-871-5876

Project

Holiday Inn Express
Tamarac, FL

Staybridge Suites
Knoxville, TN

Extended Suites
Leon/Silao, Mexico
Queretaro, Mexico
Poza Rica, Mexico
Ciudad del Carmen, Mexico

Lexington Inn
Fort Lauderdale, FL

Doubletree Hotel
Youngstown, OH

Best Western Plus
Ardmore OK

Courtyard
Niagara Falls, NY

Quality Inn
Leesburg, FL

Client

Bhadresh Patel
1555 Bear Creek Pike
Columbia, TN 38401
931-505-0550

Bill Badger
Worcester Co Economic Development
100 Pearl St., Ste 100
Snow Hill, MD 21863
410-632-3112

Muhittin Arda Kandirali
Ihale Koordinatörü / Proposal Coordinator
Adali Holding A.S.
Serka Taahhut Insaat A.s.
Ataturk Cad. No:323 Incirlik / Saricam
Adana / Turkey
703-307-0424

Sam Patel
Best Western Plus
715 Bollweevil Circle
Enterprise, AL 36330

Derek Rowley
SunRiver St. George
1404 W. SunRiver Parkway, Suite 200
St. George, UT 84790
435-673-4300

Sachin U. Patel, Managing Principal
American Life Atlanta EB5 Regional Center
2100 Parklake Dr, Suite P
Atlanta, GA 30345
404-941-4326

Hervé Dorvil
Chambre Consulaire Interprofessionnelle
10 Rue Jean-Jacques Fayel
Concordia, St. Maarten
05-90-87-8442

Project

Best Western
Columbia, TN

Cobblestone Hotels
Pocomoke City, MD
Snow Hill, MD
Berlin, MD
Ocean Pines, MD

Market-driven hotel
Williston, ND

Best Western Plus
Enterprise, AL

Hampton Inn
Homewood Suites
St. George, Utah.

Homewood Suites
College Park, GA

Best Western Premier
St. Maarten. W.I.

Client

Muhittin Arda Kandirali
Ihale Koordinatörü / Proposal Coordinator
Adali Holding A.S.
Serka Taahhut Insaat A.s.
Ataturk Cad. No:323 Incirlik / Saricam
Adana / Turkey
+90 322 332 86 17

Jillian-Marie Nargi
Mona Shah & Associates
299 roadway, Suite 1005
New York, NY 10007
212-233-7473

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

David Warner
Tapper & Company
208 Monument Ave
Port St. Joe, FL 32457
850-227-1111

Gerard Lacrete, Jr.
GuiLac and Associates
jerry1316@aol.com
Miami, FL 33131
305-283-6919

Dinkerrao Taylor
James Taylor
2001 Hamilton Street, No. 326
Philadelphia, PA 19130
267-968-1600

Vaishali V. Khunti
ADPP Enterprises, Inc.
200 Route 17 S., Suite 215
Mahwah, NJ 07430
201.529.5752

Project

Market-driven hotel
Midland, TX

Holiday Inn Hotel
Louisville, KY

225-room Comfort Suites
Bronx, NY

Wakulla Springs Lodge
Wakulla, FL

Hilton Garden Inn
Port-au-Prince, Haiti

Holiday Inn Express hotel
Bordertown, NJ

Home2 by Hilton
Tru by Hilton
Mahwah, NJ



4145 Yardley Circle
Tallahassee, FL 32309-2942
www.lodgingrealty.com
ihcex@comcast.net
Phone: 850-893-6010
Fax: 850-893-8345
Cell: 850-443-5010

**Hotel Properties Assisted by
Edward L. Xanders, CHA**
Selected List

1. ***Candlewood Suites, Tallahassee, Florida.***
Asset Management and Pre-Opening Management of the development of a 113-room extended-stay hotel.
2. ***Country Inn and Suites, Rose Hill, North Carolina***
Asset Management and co-ordinate the development of a Country Inn and Suites.
3. ***Comfort Suites, Suffolk, Virginia***
Asset Management in assisting the ownership (Temple Beth-El) in final negotiation of franchise and management company contracts.
4. ***Wingate Inn, Lynn Haven, Florida***
Pre-Opening and Management Contracts
In 2005 Lodging Management Services was awarded the Pre-Opening and Hotel Management Contracts for the Wingate Inn, Lynn Haven (Panama City), Florida. Market Research dictated that the 68-room hotel be positioned as a Boutique Hotel with upgraded bedding, amenities and an Aquatic Center to meet the local competition. Within 65 days of opening, the property had obtained parity within its Competitive Set at 98.6% RevPAR.
5. ***Staybridge Suites, Tallahassee, Florida***
Asset Management Contract
Assisting the Project Developer as the Asset Manager in all phases of Pre-Opening, Architectural, Interior Design; Furniture, Fixtures and Equipment purchasing of the 104-unit Staybridge Suites Hotel. Total development cost estimated at \$17 million.
6. ***Suburban Extended Stay Hotel***
Pre-Opening and Management Contracts
Conversion of the 120-room exterior-corridor, two-story transient hotel into an Extended-Stay Hotel with an appraised value of \$6 million. Through innovative design, a standard 12'x23' room was adjusted to include a sleep/sofa, desk with ergonomic chair and armoire with a 27-inch television living area. Queen-sized bed with double night stands, sleeping space, Kitchen area of two-seat dining table with wall sconce, 12-cubic-foot, 2-door refrigerator with ice maker, full-size dishwasher, 19"x17" sink with disposal, two-burner cook top, full-size

microwave hood and cabinets; dressing area of double rack closet shelves, vanity with framed mirror. Annual Occupancy of 80% was achieved within seven months of opening.

7. ***Holiday Inn and Suites, Russellville, Alabama***

Complete direction of all pre-opening activities for a six-week period.

Expert Witness for Comfort Suites, Decatur, Alabama.

8. ***Desert Pearl Inn, Springdale, Utah, at Zion National Park***

Recruitment of a new General Manager. Perform a Quality Assurance Review. Review Front Office Procedures to effect maximum Yield Management and Internal Controls. Review all Reservation Procedures; all Marketing Programs; all Human Resource Programs. Analyze prior Financial Reports to maximize profitability. Review all Operations Manuals, Policies, and Procedures for compliance with state/federal statutes and industry standards. Perform an Anonymous Audit of Reservations, and Management Operations.

9. ***Proposed Comfort Suites, Naples, Florida***

Performed all Market Research with Franchise and Design recommendations on the proposed hotel development.

10. ***Park Central Inn, Ft. Worth, Texas***

Hotel Market Analysis, Quality Assurance, Evaluation, Recruitment of a General Manager to reposition an independent hotel in downtown Ft. Worth, Texas.

11. ***The Tides Inn, Norfolk, Virginia***

Quality Assurance Evaluation to reposition the property in the market place.

12. ***Ramada Limited, Gainesville, Florida***

Assisted the first-time hotel owner with final remodeling requirements of converting a 100-room independent motel. Purchased and directed the installation of FF&E. Held Training Classes for all employees on the new Franchise programs. Revisited the property on four occasions to assist management to successfully complete a Quality Assurance Evaluation and Programs to pass a Franchise Inspection.

13. ***Days Inn, Baltimore (Glen Burnie), Maryland***

Was Interim General Manager and coordinated the changing of a 130-room Holiday Inn into a Days Inn during the first 6 weeks under new ownership.

14. ***Holiday Inn, Statesboro, Georgia***

As Interim General Manager, had complete authority in implementing a \$300,000 Property Improvement Program over a 4- month period to successfully pass a Holiday Inn Corporate Inspection in the 129-room hotel.

15. ***Holiday Inn Express, Bainbridge, Georgia***
Authored the Feasibility Study, presentation before lenders, assisted with the architectural design, specifications, bidding and installation of furniture, fixtures, and equipment for the 50-room motel. Interim General Manager on two occasions to re-market position the motel to pass Franchise inspections.
16. ***Ramada Inn Southeast, Nashville, Tennessee***
On two separate occasions, conducted Hotel Market Analyses, Sales Training of new Marketing staff, Quality Assurance Evaluation, Developed new Market Sales leads of potential room sales of over \$750,000 per year.
17. ***Sleep Inn, Nashville, Tennessee and Comfort Inn and Suites, Goodlettsville, Tennessee***
Innovative Preconstruction Design Recommendations
18. ***Comfort Inn, Cairo, Georgia***
Successfully petitioned city council for revision to city ordinance regulating sale of liquor by the drink. Authored Feasibility Study, selected Franchise, architectural design input of 75% of the project, reviewed general contractor bids and purchased all operational supplies. Coordinated all FF&E installations. Completed final punch lists. Selected, hired, and trained all management and staff. Directed all Pre-Opening Marketing for the 50-room, 80-seat restaurant, 60-seat lounge.
19. ***Best Western, Nashville, Tennessee***
Innovative Preconstruction Design Recommendations
20. ***Howard Johnson, Windsor, Ontario, Canada***
Marketing and Site Review prior to purchase decision.
21. ***SouthGate Campus Centre, Tallahassee, Florida***
The upscale luxury student residence of 268 rooms also had a cafeteria, ballroom, food court (6 national franchises), convenience store, bookstore, copy center, hair salon, dry cleaner, sports lounge, fitness center, and a computer lab. Developed all pre-opening brochures, video tapes and collateral materials. Directed all public relations, direct mail campaign, and sales solicitations as the Marketing Director.
22. ***Weatherspoon Guest House, Apalachicola, Florida.***
Directed the total redesign of 70-year-old antebellum house into a 4-room bed and breakfast inn. Specified bids and purchased all FF&E.
23. ***Shoneys Inn, Thomasville, Georgia***
Designed lobby, front office, and housekeeping facilities for the 100-room motel.

24. ***Hilton Hotel and Convention Center, Macon, Georgia***
Project coordination on the \$9 million property rebuilding. Coordinated the efforts of the owner (life insurance company), franchisor, management company, general contractor, architect, and interior designer while keeping the 306-room, full-service hotel open over a 15-month period.
25. ***Hilton Hotel, Tallahassee***
As General Manager, directed a multimillion-dollar renovation program to the Coffee Shop, Front Desk, Lobby Bar, Show Lounge, and all Guest Rooms of the 246-room, full-service hotel.
26. ***Hilton Hotel, Augusta, Georgia***
Coordinated the design and construction of an indoor pool/health facility and guest room renovation for the 210-room, full-service hotel.
27. ***Powdermill Inn, Bessemer, Michigan***
As General Manager, provided design input into guest rooms, food and beverage, lobby, and front desk for the 55-unit condominium ski resort.
28. ***Hilton Hotel, Sioux City, Iowa***
Coordinated all FF&E installations, hired and trained the management and staff of the 200-room, full-service hotel.
29. ***Sheraton Inn, Dallas, Texas***
Six months prior to opening, named restaurant and lounge, purchased interior decor, coordinated all FF&E installations, hired and trained management and staff for the 150-room, full-service hotel.
30. ***Registry Hotel, Dallas, Texas***
Responsible for obtaining all occupancy permits and licenses four months prior to the opening of the 250-room, full-service hotel.
31. ***North Shore Inn and Suites, North Myrtle Beach, South Carolina***
Hotel Operations Contract of the 80-room reflagged Wingate Inn.



Top 20 Hotel Consulting Firms Since 2006



Edward L. Xanders, CHA, *President*
4145 Yardley Circle
Tallahassee, Florida 32309-2942
Telephone: (850) 893-6010
Fax: (850) 893-8345
Cellular: (850) 443-5010
www.interimhospitality.com
ihcex@comcast.net

