

Interim Hospitality Consultants Offers a Wide Array of Hospitality Assistance to Your Firm

Selected Completed Projects

Management Assistance:

Hotel Operations Analysis:

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|------------------------|--------------------------|------------------------------|-----------------------|
| 1. Hamilton Inn | Chattanooga, TN | 6. Holiday Express Inn & Sts | Russellville, AL |
| 2. Desert Pearl Inn | Springdale, UT | 7. Pineapple Beach Resort | Panama City Beach, FL |
| 3. Clarion Hotel | Atlanta (East Point), GA | 8. Holiday Inn Hotel | Louisville, KY |
| 4. Holiday Inn Express | Marianna, FL | 9. Four Points Sheraton | Cincinnati, OH |
| 5. Tides Inn | Norfolk, VA | 10. Diamond Inn | Villa Ridge, MO |

Quality Assurance Reviews:

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|---------------------|----------------------------|-------------------------------|---------------------------|
| 1. Tahitian Inn | Ft. Myers, FL | 8. Hampton Inn & Suites | Boynton Beach, FL |
| 2. Villager Lodge | Riviera Beach, FL | 9. Hampton Inn & Suites | Boca Raton, FL |
| 3. Villager Lodge | Homestead, FL | 10. Hampton Inn & Suites | Palm Beach Gardens, FL |
| 4. Travelodge | Altamonte Springs, FL | 11. Majestic Pines Casino/Htl | Black River Falls, WI |
| 5. Holiday Inn | Orlando (Florida Mall), FL | 12. Microtel Inn | Meridian, MS |
| 6. Villager Premier | Tucker, GA | 13. Tides Inn | Norfolk, VA |
| 7. Villager Lodge | Marietta, GA | 14. User Housing Facility | Dept Energy, Richland, WA |
| | | 15. Days Inn | Minneapolis, MN |

Hotel Operations Management Contract:

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|-----------------------------|---------------------|----------------------------|------------------------------|
| 1. North Shore Inn & Suites | N. Myrtle Beach, SC | 7. Holiday Inn | Statesboro, GA |
| 2. Comfort Inn & Suites | Cairo, GA | 8. Holiday Inn Express | Bainbridge, GA |
| 3. Days Inn | Glen Burnie, MD | 9. Suburban Extended Stay | Tallahassee, FL |
| 4. Desert Isle | Daytona Beach, FL | 10. Holiday Inn Exp H & S | Crawfordville, FL |
| 5. Quality Inn | Tallahassee, FL | 11. Holiday Inn Exp H & S | Grand Rapids, MI |
| 6. Maple Leaf Condo Hotel | Daytona Beach, FL | 12. Howard Johnson Exp H/S | Grand Rapids, MI |
| | | 13. Wingate Inn | Lynn Haven (Panama City), FL |

Market Research Studies:

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|--------------------|--------------------------|--------------------------|-----------------------------|
| 1. Comfort Suites | Nashville, TN | 9. Independent Living | Endicott, NY |
| 2. Super 8 Motel | Atlanta (Six Flags), GA | 10. Comfort Inn | Fern Park, FL |
| 3. Guest House Inn | Thomasville, GA | 11. Comfort Suites | Naples, FL |
| 4. Microtel Suites | Brunswick, GA | 12. Keweenaw Mtn Lodge | Copper Harbor, MI |
| 5. Hawthorn Suites | Richmond Hills, GA | 13. Sun Suites | Gulfport, MS |
| 6. Ramada Inn SE | Nashville, TN | 14. Comfort Inn & Suites | St. Louis Airport, MO |
| 7. Hawthorn Suites | Alpharetta (Atlanta), GA | 15. Diamond Inn | Villa Ridge (St. Louis), MO |
| 8. Microtel Suites | Freehold, NJ | 16. Tides Inn | Norfolk, VA |

Human Resources, Employee Guides, Employment Placement:

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|-------------------------|------------------|---------------------------|------------------------------|
| 1. Holiday Inn Express | Bainbridge, GA | 5. Hilton Hotel | Macon, GA |
| 2. Holiday Inn & Suites | Russellville, AL | 6. Park Central Inn | Ft. Worth, TX |
| 3. Ramada Limited | Gainesville, FL | 7. Suburban Extended Stay | Tallahassee, FL |
| 4. Desert Pearl Inn | Springdale, UT | 8. Holiday Inn Exp H & S | Crawfordville, FL |
| | | 9. Wingate Inn | Lynn Haven (Panama City), FL |

Pre-Opening Contracts

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|----------------------------|-----------------|---------------------------|------------------------------|
| 1. Comfort Inn & Suites | Cairo, GA | 5. Holiday Inn Express | Russellville, AL |
| 2. Hilton Hotel | Macon, GA | 6. Suburban Extended Stay | Tallahassee, FL |
| 3. Southgate Campus Center | Tallahassee, FL | 7. Holiday Inn Exp H & S | Crawfordville, FL |
| 4. Holiday Inn Express | Bainbridge, GA | 8. Holiday Inn Exp H & S | Grand Rapids, MI |
| | | 9. Wingate Hotel | Lynn Haven (Panama City), FL |

Asset Management

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|----------------------|-----------------|-------------------|-------------|
| 1. Staybridge Suites | Tallahassee, FL | 2. Comfort Suites | Suffolk, VA |
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Selected Completed Projects

Ownership Assistance:

Economic Impact::

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|----------------|---------------|----------------------------|------------------|
| 1. Hampton Inn | Dade City, FL | 2. Holiday Inn Express H&S | Grand Rapids, MI |
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Internal Audit

- | | | | |
|-----------------|------------------|------------|------------------|
| 1. Best Western | Calumet Park, IL | 2. Super 8 | Calumet Park, IL |
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Litigation Support — Expert Witness Testimony:

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|--------------------|-------------------|------------------------|-------------|
| 1. MainStay Suites | Atlanta, GA | 3. Comfort Suites | Decatur, AL |
| 2. Desert Isle | Daytona Beach, FL | 4. Holiday Inn Express | Cahokia, IL |

Anonymous Audits:

- | | | | |
|--------------------------|-----------------|-------------|------------------|
| 1. Microtel Inn & Suites | Meridian, MS | 3. Days Inn | Minneapolis, MN |
| 2. Hamilton Inn | Chattanooga, TN | 4. Port Inn | Port St. Joe, FL |

Real Estate Services:

The Real Estate arm of Interim Hospitality Consultants, Lodging Realty Services has the following listings

Hotels

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|----------------------------|---------------|------------------|------------------------------|
| 1. Wingate by Wyndham | Mobile, AL | 6. Pensacola Inn | Pensacola, FL |
| 2. Microtel Inn and Suites | Daphne, AL | 7. Days Inn | Donalsonville, GA |
| 3. Future Hotel Site | Quincy, FL | 8. Super 8 | Pensacola, FL SOLD |
| 4. Howard Johnson | Pensacola, FL | 9. La Quinta | Valdosta, GA SOLD |
| 5. Days Inn | Pensacola, FL | | |

Bed and Breakfasts

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|---------------------------|------------------------------|------------------------|-------------------------|
| 1. Calhoun St Inn | Tallahassee, FL | 7. G. V. Tillman House | Lake Wales, FL |
| 2. 1872 John Denham House | Monticello, FL | 8. Dickens Inn | Mims, FL SOLD |
| 3. Suwanee River Inn | Old Town, FL | 9. Sweet Magnolia | St. Marks, FL |
| 4. Heritage Country Inn | Ocala, FL SOLD | 10. 12 Oaks Resort | Monticello, FL |
| 5. Noble Manor | Pensacola, FL SOLD | 11. Lake Hampton B&B | Starke, FL |
| 6. The Footed Tub | Fort Green, FL | | |

Site Reviews:

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|----------------------------|----------------------------------|---------------------------|----------------------------|
| 1. Sleep Inn | Elkhart, IN | 21. Staybridge Suites | Orlando (I-Drive), FL |
| 2. Microtel Inn & Suites | Pulaski, TN | 22. Hawthorn Suites | Tallahassee, FL |
| 3. Country Inn & Suites | Virginia Beach, VA | 23. Wellesley Inn | Ramsey, NJ |
| 4. Comfort Inn | Stuart, FL | 24. Holiday Inn Express | Tallahassee, FL |
| 5. Eagles Nest Resort | Columbia, SC | 25. Baymont Inn | Shreveport (Greenwood), LA |
| 6. Hamilton Inn | Tallahassee, FL | 26. Hawthorn Suites | Atlanta (East Point), GA |
| 7. Hawthorn Suites | Tampa (Airport), FL | 27. Days Inn | Gainesville, FL |
| 8. Hawthorn Suites | Bonita Springs, FL | 28. Microtel Suites | New Orleans (Gretna), LA |
| 9. AmericInn | Ft. Myers, FL | 29. Microtel Inn & Suites | Ft. Myers, FL |
| 10. Microtel Inn & Suites | West Palm Beach (I-95), FL | 30. Wingate Inn | Ft. Lauderdale, FL |
| 11. Hawthorn Suites | West Palm Beach (Airport), FL | 31. Microtel Inn & Suites | Spanish Fort, AL |
| 12. Country Inns & Suites | West Palm Beach, FL | 32. La Quinta Inn | Orange Beach, AL |
| 13. Hawthorn Suites | W. Palm Beach (Gardens Mall), FL | 33. Country Inn & Suites | Tampa, FL |
| 14. Hawthorn Suites | Fort Myers, FL | 34. Microtel Inn | Wyoming, MN |
| 15. Wingate Inn | Lakeland, FL | 35. Hawthorn Suites | Blaine, MN |
| 16. La Quinta Inn & Suites | Columbia, LA | 36. Hampton Inn | Destin, FL |
| 17. Microtel Inn | Richmond Hills (Savannah), GA | 37. Microtel Inn | San Antonio, Texas |
| 18. Hamilton Inn | Bluffton, SC | 38. Sleep Inn | Quincy, FL |
| 19. Hawthorn Suites | Atlanta (Cumming), GA | 39. Residence Inn | Savannah, GA |
| 20. Best Western Inn | Havana, FL | 40. Westin Hotel | Greensboro, NC |
| | | 41. Market-driven | Tupelo, MS |

Architectural Reviews:

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|-------------------------|-----------------|---------------------------|----------------|
| 1. Comfort Suites | Nashville, TN | 6. Moorings Marina | Carrabelle, FL |
| 2. Hampton Inn & Suites | Toledo, OH | 7. Econo Lodge | Cairo, GA |
| 3. Hampton Inn & Suites | Augusta, GA | 8. Travel Lodge | Macon, GA |
| 4. Holiday Inn Express | Binghamton, NY | 9. Holiday Inn Express | Marianna, FL |
| 5. Hawthorn Suites | Tallahassee, FL | 10. Comfort Inn | Cairo, GA |
| | | 11. Microtel Inn & Suites | Marianna, FL |



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

MANAGEMENT ASSISTANCE

1. *Hotel Operations*: General Manager of any size property/development at any location.
2. *Quality Assurance Programs*: Independent evaluation.
3. *Yield Management*: 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*: Formal studies to expose primary and secondary markets; personnel training.
6. *Human Resource Programs*: Position description, employee guides, wage and benefit reviews, task training.

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* through Lodging Realty Services, LLC.
6. *Appraisal Services* through members of the Appraisal Institute of America.
7. *Mortgage Brokerage Services* for real estate financing.

DEVELOPMENT ASSISTANCE

1. *Feasibility Studies*: Authored over 600 franchisor and lender approved studies for over 60 brands.
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.
5. *Construction Coordination*: Coordinating the efforts of the architect, general contractor, franchisee and ownership from a daily or project review perspective.
6. *Pre-Opening Management Functions* Includes permits/licensing, FF&E installation, punch lists, staffing, training and marketing.

Edward L. Xanders, CHA, President, Broker
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
 Latino Hotel Association
 Superior Small Lodging of America
 Florida Bed and Breakfast Association

