

# HOTELS AND RESORTS

*Consulting Services by Delta Associates*

## SERVICES OF THE FIRM

Delta Associates provides a wide range of services to the lodging industry – market studies, financial analysis, and venture structuring advice. On-going assistance is provided to large and small hotel/motel chains as well as individual owners/operators of hotels, motels, inns, and resorts. Financial institutions and investors are often assisted in evaluating their hospitality assets. The following is a brief description of services provided the hospitality industry:

### MARKET RESEARCH AND DEVELOPMENT PROGRAMMING ADVISORY SERVICES

- Market Analysis/Trend Statistics
- Franchise Planning
- Feasibility Studies directed by executives of the firm who are Counselors of Real Estate (CRE)

### INVESTOR AND FINANCIAL INSTITUTION ADVISORY SERVICES

- Investment Analysis
- Asset Management Support Services
- Financial Restructuring/Workouts
- Venture Structuring

### HOTEL COMPANY ADVISORY SERVICES

- Site Selection
- Market Research/Feasibility
- Impact Analysis

## ILLUSTRATIVE OF RECENT ASSIGNMENTS

### FIRST CLASS AND LUXURY HOTELS

Capital Hilton, Washington, DC  
 Essex House, New York City, NY  
 Georgetown Inn, Washington, DC  
 Hilton Hotel, Albuquerque, NM  
 Hilton Hotel, Tysons Corner, VA  
 Loew's L'Enfant Plaza Hotel, Washington, DC  
 Marriott Hotel, Chicago, IL  
 Marriott Hotel, Richmond, VA  
 Marriott Hotel, Saddle Brook, NJ  
 Sheraton Hotel, Houston, TX  
 Willard Hotel, Washington, DC

### MID-PRICE AND BUDGET HOTELS/MOTELS

Courtyard Hotel, Alexandria, VA  
 Courtyard Hotel, Crystal City, VA  
 Courtyard Hotel, Gaithersburg, MD  
 Days Inn, BWI Airport, MD  
 Days Inn, Herndon, VA  
 Days Inn, Lanham, MD  
 Days Inn, Laurel, MD  
 Days Inn, Pittsburgh Airport, PA  
 Holiday Inn, Annapolis, MD  
 Holiday Inn, Coliseum, Cleveland, OH  
 Holiday Inn, Waldorf, MD  
 Howard Johnson, Cheverly, MD  
 Quality Inn Central, Washington, DC  
 Ramada Hotel, Tysons Corner, VA

## RESORT, TOURIST AND DESTINATION PROPERTIES

The Carillon, Miami Beach, FL  
 Dream Inn, Santa Cruz, CA  
 Holiday Inn, Orlando, FL  
 The Mountain Inn, Wintergreen, VA  
 Proposed Urban Resort, Christiansted, U.S.V.I.  
 Wildcat Ranch, Aspen, CO  
 The Diplomat Resort, Ft. Lauderdale, FL

## MIXED-USE OR HIGHEST &amp; BEST USE

Bellevue Hotel, Washington, DC  
 Embassy Suites, Chevy Chase, MD  
 Sheraton Potomac, Rockville, MD  
 Empire Tract, Secaucus, NJ

## PROPOSED DOWNTOWN HOTELS AS PART OF A REVITALIZATION EFFORT

Rockford, IL  
 Corning, NY  
 Nashville, TN  
 New Brunswick, NJ  
 Renovation of Statler Hilton, Detroit, MI  
 Renovation of Pfister Hotel, Milwaukee, WI

## CONDOMINIUM PROJECTS AFFILIATED WITH A DELUXE HOTEL

Mansion on Turtle Creek, Dallas, TX  
 Ritz Residences, Washington, DC

**HOSPITALITY CLIENTS/REFERENCES OF THE FIRM**

- John K. Dema, Esq.  
 1236 Strand Street, Suite 103  
 Christiansted, St. Croix  
 U.S. Virgin Islands 00820  
 809.773.6142
- Mr. Scott Peyton  
 Brasco Bay Corp.  
 P.O. Box 305  
 Greenwood, VA 22943  
 540.456.6400
- Mr. Mario Palumbo Jr.  
 Millennium Partners  
 1995 Broadway, 3rd Floor  
 New York, NY 10023  
 212.595.1600  
 mpalumbo@millenniumptrs.com
- Mr. Scott Fishbone  
 Advance Realty Group  
 1430 State Hwy. 206, Suite 100  
 Bedminster, NJ 07921  
 908.254.3112  
 scottf@advancerealtygroup.com
- Mr. Warner Stone  
 Seneca Investment Company  
 2525 McKinnon, Suite 330  
 Dallas, TX 75201  
 214.265.8686  
 wstone@senecainvestment.com
- David Gersch, Esq.  
 Arnold & Porter  
 555 12th Street, N.W.  
 Washington, DC 20004-1202  
 202.942.5125  
 David.Gersch@aporter.com