



## HOTELS AND RESORTS

### CONSULTING SERVICES BY DELTA ASSOCIATES

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

(OVER FOR RECENT ASSIGNMENTS & REFERENCES)

**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 & 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

**Selected List Of Hospitality References/Clients**

- John K. Dema, Esq.  
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- Mr. Scott Peyton  
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