



Interim Hospitality Consultants, LLC

4145 Yardley Circle
Tallahassee, FL 32309-2942

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FEASIBILITY STUDIES

Authored by Edward L. Xanders, CHA

Partial Client List

Keith Hempstead Logan and Faucette Commerical Developers 1409 Logan Street Durham, NC 27704 919-667-9840	Hilton Garden Inn Durham, NC	<i>Under Development</i>
Tim Valluzzo 667 Nelson Drive Baton Rouge, LA 70808 225-324-9022	1. 80-room Microtel Inn and Suites Mount Pleasant, SC	<i>Under Development</i>
R. Greg Henderson, VP Finance McKibbon Hotel Group, Inc. 402 Washington St, SE, Ste 200 Gainesville, GA 30501 770-534-3381	1. 98-room TownePlace Suites Pensacola, FL	<i>Under Development</i>
	2. 134-room Courtyard Ft. Myers, FL	<i>Under Development</i>
Faisal Siddiqui 1321 Vintage Drive Kenner, LA 70065 504-931-0135	80-room Microtel Inn and Suites St. Rose (New Orleans), LA	<i>Under Development</i>
Jeff Moyle, Vice-President Moyle Construction and Development, Inc. 46702 Highway M-26 Houghton, MI 49931 906-482-3000	100-room Country Inn and Suites Grand Haven, MI	<i>Under Development</i>
Thomas Johnson 5425 Summer Duck Road Fayetteville, NC 28314 910-237-2636	Holiday Inn Hotel Fayetteville, NC	<i>Under Development</i>



<p>Olin Grantham 2600 Lucerne Dr. Tallahassee, FL 32303 850-562-6906</p>	<p>50-room Microtel Inn and Suites Carrabelle, FL</p>	<p><i>Under Development</i></p>
<p>Bill Brantley Bunn-Brantley Enterprises, Inc. 389 Instrument Drive Rocky Mount, NC 27804 252-977-9111</p>	<p>Hampton Inn Rocky Mount, NC</p>	<p><i>Project Abandoned</i></p>
<p>Don Rodgers. SVP Compass Bank 321 Belleaire Blvd, 2nd Floor Mobile, AL 36606 251-470-7467</p>	<p>60-room La Quinta Inn and Suites Malbis, AL</p>	<p><i>Under Construction</i></p>
<p>Bill and Carol Robinson 236 Highway 98 East Point, FL 32328 850-653-1240</p>	<p>Microtel Inn and Suites Eastpoint, FL</p>	<p><i>Under Development</i></p>
<p>Dinesh Patel 5226 Kingsford Court West Chester, OH 45069 513-259-7040</p>	<p>1. Hilton Homewood Suites Mason, Ohio 2. Holiday Inn Express Hotel & Suites Mason, Ohio</p>	<p><i>Under Development Under Development</i></p>
<p>Dr. Keith Newby, M.D. Newby Enterprises LLC 400 Gresham Drive, Suite 507 Norfolk, VA 23507 757-719-0060</p>	<p>Hilton Homewood Suites Norfolk, VA</p>	<p><i>Under Development</i></p>
<p>Chris DeCamp Hospitality Opportunities, LLC Jackson, MS 601-540-7985</p>	<p>Holiday Inn Hotel Pearl (Jackson), MS</p>	<p><i>Project Abandoned</i></p>
<p>John Northcott 36025 Micro Racetrack Road Fruitland, FL 34731 352-638-2337</p>	<p>Country Inn and Suites Lady Lake, FL</p>	<p><i>Under Construction</i></p>

Tom Bauer
Bauer and Company
625 St. Charles Ave., #1A
New Orleans, LA 70130
225-939-2680

Country Inn and Suites
Natchez, MS

*Under
Development*

Ignacio DeArmas
888 Brickell Key Dr., Suite 2602
Miami, FL 33131
303-299-2336

Best Western
Pensacola, FL

*Under
Construction*

Tom Moyle
Moyle Development LLC
46702 Highway M-26
Houghton, MI 49931
906-482-3000

AmericInn
Greenville, MI

*Under
Construction*

Elder Ezra Locke
Belle Harbour Hospitality LLC
3927 Bridge Road
Suffolk, VA 23435
301-389-1130

Comfort Suites
Suffolk, VA

*Under
Development*

L.B. Eckelkamp, CEO
Diamond Enterprises, LLC
Bank of Washington
200 W. Main Street
Washington, MO 63090
636-239-7831

Diamond Inn
Village Ridge, MO

*Market
Analysis*

Roger D. Stanmore, M.D.
2 Asbury Road
Huntsville, AL 35801
904-755-8400

Hampton Inn and Suites
Huntsville, Alabama

*Under
Construction*

James Jarrett
Parkway Plaza Inc.
2573 Barrington Circle
Tallahassee, FL 32308
850-531-0087

Candlewood Suites
Tallahassee, Florida

*Under
Development*

David Hauseman
Hauseman Group
1231 Collier Road, NW, #C
Atlanta, GA 30318
404-231-5900

Microtel Inn and Suites
Leland, Mississippi

*Under
Development*

Joseph Mahan 326 13th Avenue Vero Beach, FL 32970	Vero Beach, Florida	<i>Under Development</i>
Wade Micoley, President W. M. Development 2360 Dousman Street Green Bay, WI 54303 920-617-9122	Hilton Homewood Suites De Pere, Wisconsin	<i>Under Development</i>
Peter Shah 80015 Front Beach Road Panama City Beach, FL 32407 850-258-9602	1. Country Inn and Suites Crestview, Florida 2. Hilton Garden Inn Crestview, Florida	<i>Under Development</i> <i>Under Development</i>
Sonny Chauhan 4101 Highway 441 South Okeechobee, FL 34974	53-room Best Western Okeechobee, Florida	<i>Under Development</i>
Joseph F. Miranda Joseph F. Miranda, Inc. 2301 Long Leaf Blvd, Suite 300 Lake Wales, FL 33859 863-679-9936	1. Microtel Inn and Suites Lake Wales, Florida 2. Hampton Inn and Suites Lake Wales, Florida	<i>Project Abandoned</i> <i>Under Development</i>
Alex Patel 10924 Casson Street Norwalk, CA 90650 562-864-3885	80-room Holiday Inn Express Inn and Suites Rubidoux (Riverside), California	<i>Project Abandoned</i>
Dipak Patel Anna Management 61 Morris Street Morristown, NJ 07960 973-464-4515	1. 80-room Holiday Inn Express Mahwah, NJ 2. 64-room Best Western Inn Rockaway, NJ	<i>Under Development</i> <i>Market Analysis</i>
Kuchakulla N. Reddy 1757 Glenwick Drive Windemere, FL 34786 352-239-0916	1. 86-room Candlewood Suites Brandon, Florida 2. 80 Room Holiday Inn Express Ft. Myers, FL	<i>Under Development</i> <i>Under Development</i>

Carlton Jones SJS Hospitality LLC 1732 Margaret Street Jacksonville, FL 32204 904-396-9910	85-room Sleep Inn and Suites Jacksonville, Florida	<i>Project Abandoned</i>
Jack Wolff 721 St. Albans Drive Boca Raton, FL 33986 561-213-6071	125-Room Hilton Garden Inn Naples, Florida	<i>Under Development</i>
Winston Fifi 641 Ridgewood Lane Plantation, FL 33317 954-614-7597	250-Room Cambria Suites Lauderhill, Florida	<i>Under Development</i>
Nagender Reddy 6601 S. Magnolia Avenue Ocala, FL 34476 352-239-2535	MainStay Suites Ocala, Florida	<i>Project Abandoned</i>
Frank Stabenrauch, Chairman Keweenaw County Bd of Comm 5095 Fourth Street Eagle River, MI 49950 906-337-1572	Winterization of 42-Room Keweenaw Mountain Lodge and addition of a Conference Center	<i>Under Development</i>
Jon M. LaDelfa CPA Mount Morris Theatre Inc. 112 Main Street Mount Morris NY 14510 585-658-2813	425-Seat Performing Arts Center Mount Morris, New York	<i>Open and Operating</i>
Chris DeCamp 218 Crescent Court Brandon, MS 39047 601-829-3605	85-room Country Inn and Suites Madison, Mississippi	<i>Project Abandoned</i>
Paula Kerr Resurrection Group Inc. 5421 Daniel Drive Indianapolis, IN 46226 317-545-2750	Four Points Sheraton Indianapolis, Indiana	<i>Project Abandoned</i>

Herb Hustchison Southwood LLC 107 Lakewood Court Crossett, AR 71635-3923 318-614-4147	60-room Sleep Inn Crossett, Arkansas	<i>Under Development</i>
Hussein Balwa 5930 Stratford Gardens Drive Sugarland, TX 77479 719-922-1244	72-room Sleep Inn Stafford, TX	<i>Under Development</i>
David Warriner 501 Monument Avenue, U.S. 98 Port St. Joe, Florida 32456 850-227-1111	1. 60-Room MainStay Suites Port St. Joe, Florida 2. 20-room The Port Inn Port St. Joe, Florida	<i>Under Construction</i> <i>Opened and Developed</i>
Piyush Mulji 5575 Hampstead Way Duluth, GA 30097 770-740-8986	64-room Hampton Inn Dade City, Florida	<i>Under Construction</i>
George Banks, Op Manager Summit East Management 1700 Summit Lake Drive Tallahassee, FL 32317 850-219-5210	1. 100-room Staybridge Suites by Holiday Inn Tallahassee, Florida 2. 100-room Homewood by Hilton Tallahassee, Florida	<i>Under Construction</i> <i>Project Abandoned</i>
John Bedway Bedway Development 67877 Pancoast Road Bellmont, OH 43718 740-782-0044	80-room Holiday Inn Express Hotel and Suites Wheeling, West Virginia	<i>Under Construction</i>
Vasant Patel Holiday Inn Express 75 Spooner Road Quincy, FL 32351 850-875-2500	1. 60-room Holiday Inn Express Hotel & Suites, Quincy, Florida 2. Market Review, Econolodge, Quincy, Florida	<i>Under Construction</i> <i>Completed</i>
Alami Binani 198-08 McLaughlin Avenue Holliswood, NY 11423 718-465-4371	80-room Microtel Inn and Suites Williamsburg, Virginia	<i>Project Abandoned</i>

<p>Sudhir Modi Howard Johnson 2985 Kraft Ave SE Grand Rapids, MI 49512 616-940-1777</p>	<p>1. Conversion of 40-room Howard Johnson Express Inn and Suites to a 40-room Candlewood Suites Grand Rapids, Michigan</p> <p>2. 80-room Holiday Inn Express Hotel and Suites, Grand Rapids, Michigan</p>	<p><i>Under Development</i></p> <p><i>Opened and Developed</i></p>
<p>Raj Patel 4717 Ruebordeaux Lutz, FL 33558 813-376-3116</p>	<p>55-room Limited-Service Best Western Auburndale, Florida</p>	<p><i>Under Development</i></p>
<p>Ellis G. Brown, Jr., Exec Dir Edward Waters College CDC 1658 Kings Road Jacksonville, FL 32209 (904) 470-8258</p>	<p>Edward Waters College Hotel Jacksonville, Florida</p>	<p><i>Project Abandoned</i></p>
<p>Peter Patel Payal Hospitality, Inc. 39 Jack Drive Quincy, FL 32352 850-875-8447</p>	<p>67-room Hampton Inn Quincy, Florida</p>	<p><i>Under Construction</i></p>
<p>Randy Storkman 4730 White Bear Parkway White Bear Lake, MN 55110 651-636-1171</p>	<p>70-room Holiday Inn Express Montpelier (Bryan), Ohio</p>	<p><i>Opened and Developed</i></p>
<p>Danny Gaekwad Country Inn and Suites 2319 S.E. 30th Place Ocala, FL 34471 352-425-0177</p>	<p>1. 180-room Holiday Inn Ocala, Florida</p> <p>2. 127-room Holiday Inn Hotel and Suites, Ocala, Florida</p>	<p><i>Under Development</i></p> <p><i>Project Abandoned</i></p>
<p>Steve Smith 3105 North Davis Pensacola, FL 32503 850-434-3124</p>	<p>50-room Best Western Inn Luverne (Rutledge), Alabama,</p>	<p><i>Under Development</i></p>
<p>Thomas M. Utterback Ridgewoods Inns LLC 126 Canterbury Court Niceville, FL 32578 850-897-6412</p>	<p>86-room Candlewood Suites Niceville, Florida</p>	<p><i>Project Abandoned</i></p>

<p>Anil Patel 7740 Crosstree Lane Jacksonville, FL 32256 904-334-9154</p>	<p>60-room Country Inn and Suites Yulee, Florida</p>	<p><i>Developer Deceased</i></p>
<p>Mayor Phil Segraves City of Guin, Alabama P. O. Box 249 Guin, AL 35563 205-468-2242</p>	<p>60-room Nationally Franchised Hotel Guin, Alabama</p>	<p><i>Project Abandoned</i></p>
<p>Joseph C. Barry Barry's Podjo, Inc. P. O. Drawer 40 Crawfordville, FL 32326 850-926-4511</p>	<p>1. 120-room Suburban Extended Stay Tallahassee, Florida 2. 60-room Holiday Inn Express Inn and Suites, Crawfordville, Florida</p>	<p><i>Opened and Developed</i> <i>Opened and Developed</i></p>
<p>Steve Smith 3105 North Davis Pensacola, FL 32503 850-434-3124</p>	<p>60-room Holiday Inn Express Hotel and Suites in Luverne (Rutledge), Alabama,</p>	<p><i>Project Abandoned</i></p>
<p>Alan Harkins 4329 Lafayette Street Marianna, FL 32446 850/526-3300</p>	<p>1. 58-room Hampton Inn Chipley, Florida 2. 60-room Microtel Inn & Suites Marianna, Florida</p>	<p><i>Project Abandoned</i> <i>Opened and Developed</i></p>
<p>Clifford Nash 3494 North Highway 301 Coleman, FL 33521 352-748-1454</p>	<p>65-room Microtel Inn and Suites Ocala, Florida</p>	<p><i>Opened and Developed</i></p>
<p>John Ladelfa 112 Main Street Mount Morris, NY 14510 585-658-2813</p>	<p>80-room Country Inn and Suites Cortland, New York</p>	<p><i>Opened and Developed</i></p>
<p>Bob Palicastro, Partner Quest Hospitality 4069 Joseph Drive Waukegan, IL 60087 847-782-1701</p>	<p>146-room HearthSide Inn New Orleans, Louisiana</p>	<p><i>Project Abandoned</i></p>

<p>Diane E. Faulk, CFM Facility Strategic Plan. Spec. Battelle Corporaton Pacific Northwest Division 5th & W Streets Richland, WA 99352 509-375-6705</p>	<p>Quality Assurance Review of a User Housing Facility for the U.S. Department of Energy</p>	<p><i>Opened and Developed</i></p>
<p>Franco Longo 2567 Country Side Blvd Clearwater, FL 727-712-0912</p>	<p>100-unit East Shore Park Condominium Clearwater Beach, Florida</p>	<p><i>Project Abandoned</i></p>
<p>J. Douglas Drymon City Manager 38020 Meridian Avenue Dade City, FL 33526-1355 352-523-5050</p>	<p>60-room Limited-Service Hotel of: • Hampton Inn Home Town • Microtel Inn and Suites • Jameson Inn and Suites</p>	<p><i>Under Construction</i></p>
<p>Bradley A. Freet Director of Lodging Development Willow Way 100 Willow Valley Lakes Drive Willow Street, PA 17584 717-295-7432</p>	<p>1. 105-room Homewood Suites by Hilton Harrisburg, Pennsylvania 2. 130-room Hampton Inn St. Petersburg, Florida</p>	<p><i>Opened and Developed</i> <i>Hotel Not Purchased</i></p>
<p>Thomas Sugar 1315 Ridgeway Road, Suite 100 Memphis, TN 38119</p>	<p>83-room Microtel Inn & Suites Leland, Mississippi</p>	<p><i>Project Abandoned</i></p>
<p>B.C. Desai 1217 Ash Lane Lebanon, PA 17042 717-951-3527</p>	<p>99-room Hilton Garden Inn Gettysburg, Pennsylvania</p>	<p><i>Franchisor denied franchise to Franchisee</i></p>
<p>Berry Ward 1309 Roebuck Drive Meridian, MS 39301 888-574-5238</p>	<p>1. 60-room Suburban Lodge Meridian, Mississippi 2. 60-room MainStay Suites Meridian, Mississippi</p>	<p><i>Selected other Franchise Under Development</i></p>
<p>Dave Moffitt 407 N. West Street Bushnell, FL 33513 352-793-5823</p>	<p>68-Room Microtel Inn and Suites Bushnell, Florida</p>	<p><i>Opened and Developed</i></p>

Leonard and Marilyn Jensen 2450 Highway 64/84 Chama, NM 87520 505-756-2166	60-room Chama Inn and Suites Chama, NewMexico	<i>Under Development</i>
Narinder Gupta 602 Senators Ridge Drive Dallas, GA 30132	44-room Villager Premier Lodge Dallas, Georgia	<i>Project Abandoned</i>
Dr. Gregory Thomas 11000 Morrison Road, Suite 100 New Orleans, LA 70127 504-242-6178	100-room Hawthorn Suites New Orleans, Louisiana	<i>Project Abandoned</i>
Augustus Winchester Cherry Hill Design and Construction 1101 Gulf Breeze Pkwy, Suite 116 Gulf Breeze, FL 32561 850-324-2530	82-room Hawthorn Suites Tallahassee, Florida	<i>Developer Deceased</i>
Robert L. Southern Director of Project Development Shell Point Retirement Community 15000 Shell Point Boulevard Fort Myers, FL 33908 941/454-2192	1. 82-room Hampton Inn and Suites Fort Myers, Florida 1. 100-room Country Inn and Suites Fort Myers	<i>Project Abandoned</i> <i>Opened and Developed</i>
N. D. Patel 1400 E. Williams Street Apex, NC 27502 919-362-8621	100-room Hawthorn Suites Raleigh, North Carolina	<i>Under Development</i>
Keith Bourgeois 116 Bourgeois Court Elmwood, LA 70123 504-737-4568	60-room Microtel Inn and Suites Slidell, Louisiana	<i>Project Abandoned</i>
Robert Taylor 3302 Lilac Pasadena, TX 77505 281-487-3890	60-room Microtel Inn and Suites Pasadena, Texas	<i>Project Abandoned</i>
John Schroff 809 Azalea Drive Waynesboro, MS 39367 601-735-0786	80-room Microtel Inn and Suites Meridian, Mississippi	<i>Opened and Developed</i>

James M. Kaufman 19151 Fox Landing Drive Boca Raton, FL 33434 561-289-2510	86-room Hawthorn Suites Melbourne, Florida	<i>Project Abandoned</i>
Paul DeLargy Real Enterprises S. Milledge Avenue, Suite 210 Athens, GA 30605 706-546-9061	80-room Hawthorn Suites Hartwell, Georgia	<i>Project Abandoned</i>
Shailesh Patel 894 Harvins Road Lilburn, GA 30047 770-337-4780	70-room Hawthorn Suites College Park, Georgia	<i>Project Abandoned</i>
Ronnie Howard Howard Renovation Ltd. 212 Railroad Street Jackson, GA 30233 770-775-4299	40-room Independent Hotel Key Jackson, Georgia	<i>Developed and Opened</i>
Bob Guarini Hospitality Group, Inc. 1475 West Gateway Blvd Boynton Beach, FL 33426 561-369-1108	129-room Hilton Garden Inn Miramar, Florida	<i>Project Sold</i>
Patrick Vakharia 1 Delaware Avenue Endicott, NY 13760 607-754-7575	64-room Holiday Inn Express Binghamton, New York	<i>Project Abandoned</i>
Jaswant R. Jindal Quality Inn and Suites 1050 Claussen Road Augusta, GA 30907	82-room Sleep Inn Augusta, Georgia	<i>Opened and Developed</i>
Ronald L. Barber Wilbar Developers, LLC 91 Wiauca Road, Suite 100 Atlanta, GA 30342 404/531-9975	84-room Hawthorn Suites Roswell, Georgia	<i>Project Abandoned</i>
Patty Reese 25 Sunset Bluff Beaufort, SC 29902	84-room Wingate Hotel Beaufort, South Carolina	<i>Project Abandoned</i>



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Since 1984

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

MANAGEMENT ASSISTANCE

1. *Hotel Operations* of General Manager of any size property, department, or location.
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. *Real Estate Services* 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*: Xanders 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. Xanders 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. Xanders has completed ten of these projects.
6. *Pre-Opening Management Functions* of permits/licensing, FF&E installation, punch lists, staffing/training and marketing. Xanders has opened over 30 hotels.

Edward L. Xanders, CHA, President, CEO, Realtor

Bunny Nocera, Senior Research Analyst, Realtor

Alan Walker, Broker

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
Superior Small Lodging of American
Florida Bed and Breakfast Association
Tallahassee, Florida and National Board of Realtors
Hotel Brokers International