

## **FEASIBILITY STUDIES**

Authored by Edward L. Xanders, CHA

### **Partial Client List**

Mark R. Nesselroad, CEO  
Glenmark Holdings  
6 Canyon Road, #300  
Morgantown, WV 26508  
304-599-3369, x 107

Suburban Ex-Stay Hotel  
Washington, PA

Suburban Ex-Stay Hotel  
St. Clairsville, OH

Mitesh V. Patel  
2432 Veterans Boulevard  
Ardmore, OK

La Quinta Suites  
Wichita Falls, TX

Morris Starkman  
Starkman Properties, LLC  
1939 Route 70 East, Suite 210  
Cherry Hill, NJ 08003  
856-424-0497

Sleep Inn/MainStay Suites  
Marlton, NJ

Claude Kemp  
24 Parliament Drive  
Mount Holly, NJ 08060

Best Western Premier  
Princeton, NJ

P.C. Patel  
c/o Comfort Inn  
21885 Tree Notch Road  
Lexington Park, MD 20653

Holiday Inn Express  
California, MD

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

Staybridge Suites  
Knoxville, TN

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

Lexington Inn  
Ft. Lauderdale, FL

Mike Imhof  
317 Aspen Way  
DuBois, PA 15801  
814-335-1934

Ascend Collection  
Ridgeway, PA

Ericka Keller  
Brisa Builders Corp.  
188 Dahill Road, #203  
Brooklyn, NY  
516-770-4244

Comfort Suites  
Valley Stream, NY

Scott Patel  
3141 Northwest Expressay  
Oklahoma Cty, OK 73112  
405-843-2002

Hampton Inn  
Oklahoma City, OK

Brian Harris  
8805 State Route 415  
Campbell, KY 14821  
215-292-7252

Comfort Inn  
Hammondsport, NY

Sam Agee, Chairman  
Gateway Hospitality  
111 Stonemark Lane, Suite 202  
Columbia, SC 29210  
803-795-7979

Home2 Suites  
Tallahassee, FL

Ahmad Siddiqui  
1000 Veterans Memorial Blvd  
Kenner, LA 70119  
504-463-5612

Best Western Plus  
Kenner, LA

Ashish Shah  
7804 Niagra Falls Blvd  
Niagra Falls, NY 14304  
716-748-9400

Sleep Inn and Suites  
Niagara Falls, NJ

Edward Littlejohn  
356 Main Street  
Wintersville, OH 43953  
740-632-1196

Comfort Inn/MainStay Suites  
Cadiz, OH

Donny Singh  
3085 Church Road  
Southaven, MS 38672  
901-331-9742

La Quinta Inn  
Olive Branch, MS

Herman Lehman  
City of Montevallo  
545 Main St  
Montevallo, AL 35115

Holiday Inn Express  
Montevallo, AL

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

Holiday Inn Express  
Fanning Springs, FL

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

Best Western Plus  
Ardmore OK

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

Courtyard Suites  
Niagara Falls, NY

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

Quality Inn  
Leesburg, FL.

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

70-room Best Western  
Columbia, TN

Julian Cope, Exec. Sec  
Bullock County Econ. Devel.  
106 Conecuh Avenue East  
Union Springs, AL 36089  
C: 334-381-0821

Sleep Inn  
Union Springs, AL

Julian Cope, Exec. Sec  
Bullock County Econ. Devel.  
106 Conecuh Avenue East  
Union Springs, AL 36089  
C: 334-381-0821

Sleep Inn  
Union Springs, AL

Sam Patel  
Best Western Plus  
715 Bollweevil Circle  
Enterprise, AL 36330  
334-475-0306

Best Western Plus  
Enterprise, AL

Bob Hart, Exec Dir  
Kennedale Econo Devel Corp  
405 Municipal Dr  
Kennedale, TX 76060  
817-532-6291

Sleep Inn/MainStay Suites  
Kennedale, TX

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

Homewood Suites  
Hyatt House  
Residence Inn  
St. George, Utah

Kiran Patel  
1010 West Chester Road  
Madison, AL 35758  
256-374-9021

Hampton Inn and Suites  
Huntsville, AL

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

Holiday Inn Hotel  
Louisville, KY

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

Hilton Garden Inn  
St. Marten, FWI

Claude Kemp  
24 Parliament Drive  
Mount Holly, NJ 08060  
829-438-8598

Best Western Premier  
Jackson Township, NJ

Suresh Patel  
350 Parsippany Blvd  
Boonton, NJ 07005  
973-334-5499

Holiday Inn Hotel  
Flemington, NJ

Vic Patel  
1564 Stillwater Court  
Bowling Green, KY 42103  
270-991-2997

Holiday Inn Express  
Glasgow, KY

Kalpesh Patel  
YUG CORP.  
820 Hwy 59 North  
Heavener, OK 74937  
918-721-3530

Sleep Inn  
Mena, AR

Muhittin Arda Kandirali  
Proposal Coordinator  
Serka Services, LLC  
8230 Leesburg Park, Suite 7000  
Vienna, VA 22122  
703 288 1555

Radisson Hotel  
Williston, ND

MainStay Suites  
Dickinson, ND

Ascend Collection Hotel  
Midland, TX

Erik Heyland  
Heyland Development  
194 Central Street  
Saugus, MA 019006  
781-231-1349

Sleep Inn and MainStay Suites combination  
hotel  
Windham, ME

Francisco Hernandez  
Tana Holdings  
Presidente Masoryk #29 Piso 2  
Col. Chapultepec de Morales  
Mexico D.F. 11570  
1 (305) 433.5672

Extended Suites  
Aguascalientes, Mexico

Extended Suites  
Coatzacoalcos, Mexico

Dominique F. Carvonis, President  
MAC, S.A.  
Visa Lodge  
Rue des Nimes  
Route de l'Aéroport  
Port-au-Prince, Haiti  
305-283-6919

Hilton Garden Inn  
Port-au-Prince, Haiti

Jeffery Calhoun  
SAC Incorporated  
4588 Business 220  
Bedford, PA 15522  
814-623-8114

Comfort Suites  
Bedford, PA

Calvin Glover  
300 Greystone Court, #401  
Fredericksburg, VA 22401  
803-479-4053

Sleep Inn  
Woodbridge, VA

Rob Brooks  
34203 Singletary Drive  
Myakka City, FL 34251  
941-322-2820

Holiday Inn Express  
Allentown, PA

John O'Donnell, President  
Mainstream Construction Group, Inc.  
725 Sunshine Lane  
Altamonte Springs, FL 32714  
407-862-6445

Osa Resort Club  
Puerto Jimenez, Costa Rica

Laura Aftosmis, Partner  
Revest Properties  
985 Towne Square Dr  
Greensburg, PA 15601  
724-838-0260

Holiday Inn Express and Suites  
Canonsburg, PA

Dinkerrao Taylor  
James Taylor  
2001 Hamilton Street, No. 326  
Philadelphia, PA 19130  
609-208-2345

Holiday Inn Express hotel  
Bordentown, NJ

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

Wakulla Springs Lodge  
Wakulla, FL

Vince Bruner  
110 Eglin Parkway SE  
Fort Walton Beach, FL 32548  
850-243-4227

87-room Fairfield Inn  
Fort Walton Beach, FL

Kim Mehta  
Candlewood Suites  
279 Secaucus Road  
Secaucus, NJ 07094  
732-644-6921

Staybridge Suites  
Union City, NJ

Marie Capita, Manager  
Immokalee Business Development Center  
310 Alachua Street  
Immokalee, FL 34142  
239-269-9629

market-driven hotel  
Immokalee, FL

Robert W. Bittner  
16563 Lincoln Highway  
Breezewood, PA 15533  
814-285-2275

Holiday Inn Express  
Breezewood, PA

Mark R. Nesselroad  
Glenmark Holding  
6 Canyon Road, #300  
Morgantown, WV 20508  
304-599-3369

Suburban E/S Hotel  
Tridelphia, WV

Scott Patel  
5725 SW 5th Street  
Oklahoma City, OK 73128  
405-819-7343

Candlewood Suites  
Edmond, OK

Josh Caillavet  
508 Natchez Street  
New Orleans, LA 70130  
504-810-6207

Barq Boutique Hotel  
Biloxi, MS

Bill Smith  
395 Chapman Road  
Wytheville, VA 26382  
276-620-6202

George Wythe Hotel  
Ascend Collection  
Wytheville, VA

Mitesh Patel  
2432 Veterans Blvd.  
Ardmore, OK 73401  
405-388-7728

Holiday Inn Express  
Duncan, OK

Richard Zentner  
388 State Route 487  
Bloomsburg, PA 17815  
570-784-0111

Microtel Inn and Suites  
Wilkes-Barre, PA

Sachin Patel  
Diplomat Companies  
2100 Parklake Dr NE, Suite A  
Atlanta, GA. 30345  
770-938-2060

116-rm Homewood Suites  
Atlanta, GA

Anil Patel  
Asutosh Group  
220 Ponte Vedra Park Dr., Suite 140  
Ponte Vedra Beach, FL 32082  
904-493-9393

Holiday Inn  
Kingsland, GA

Perry County Eco Dev't Bd  
P. O. Box 678  
Marion, AL 36756  
334-327-0523

Sleep Inn & Suites  
Marion, AL

Guy Curley, President  
Hickory Hills Lodge LLC  
22501 Iverson Drive  
Great Mills, MD 20634  
301-862-5246

MainStay Suites  
Great Mills, MD

Harry Patel  
4346 Frank Ford Avenue  
Philadelphia, PA 19126  
215-533-7606

Pocono Inn and Resort  
Lake Harmony, PA

Anup Shah  
Alpha Hotel Group  
52 Riley Road, #421  
Celebration, FL 34747  
407-301-8165

Stadium Inn & Suites  
Kissimmee, FL

Dr. Seth Lartey, Pastor  
AME Zion Church  
630 N. Patterson Ave  
Winston-Salem, NC 27101  
(336) 918-4994

Independent Resort  
Black Mountain, NC

Louis Carbone  
Coastal Design Development Group  
90 SE 4 Ave, #1  
Delray Beach, FL 33483  
561-272-3419

Wyndham Garden Inn  
Delray Beach, FL

Nick Patel  
820 Lithia Road  
Wytheville, VA 24382  
276-620-9393

Holiday Inn Express  
Wytheville, VA

Bill Frohn  
509 Deer Creek  
Oxford, MS 38655  
662-236-4205

Site Analysis  
Tupelo, MS

Rickey Marecle  
Little Properties Inc.  
2107 Highway 72 West  
Corinth, MS 38834  
662-396-4299

Country Inn & Suites  
Starkville, MS

Bridget Chisholm  
BWC Consulting  
802 Walker Ave, Suite 5  
Memphis, TN 38126  
901-435-1667

InterContinental Hotel  
Greensboro, NC



Joseph Yunason  
Reda Group Ltd.  
70-13 Austin Street, 3 Floor  
Forest Hills, NY 11375  
718-575-5400

Francisco Hernández  
Tana Holdings  
Presidente Masoryk #29 Piso 2  
Col. Chapultepec de Morales  
México D.F. 11570  
+52 (55) 5255.2928

Richard Zentner  
388 State Route 487  
Bloomsburg, PA 17815  
570-784-0111

Mohammed Merchant  
9990 International Drive  
Orlando, FL 32819  
407-352-8700

Hon. L. Louise Lucas  
1214 County Street  
Post Office Box 700  
Portsmouth, VA 23705  
757-328-2966

David Witters  
3385 S. Access Rd, Suite 7  
Englewood, FL 34224  
941-400-2184

Sanjay Patel  
Diplomat Companies  
2100 Parklake Dr. NE, Ste A  
Atlanta, GA. 30345  
770-938-2060

Jeremy Earle, Exec Dir  
Comm Redev Agency  
100 W Dania Beach Blvd  
Dania Beach, FL 33004  
954-924-6800

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

1. Ascend Collection Hotel  
Brooklyn, NY

2. Clarion Hotel  
Brooklyn, NY

Extended Suites  
1. San Luis Potosi, Mexico  
2. Monterrey, Mexico

Country Inn and Suites  
Mansfield, PA

Country Inn and Suites  
Rossford, OH

Hampton Inn & Suites  
Portsmouth, VA

Comfort Suites Hotel  
Port Charlotte, FL

Best Western Suites  
Candlewood Suites  
Marietta, GA

Holiday Inn Express  
College Park, GA  
Hotel Indigo  
Dania Beach, FL

Comfort Suites  
Bronx, NY

207-room Hilton Garden Inn  
Bronx, NY

Russell Benford  
City Administrator  
City of West Park, FL  
3150 SW 52nd Ave Ste 100  
Pembroke Park, FL 33023  
954-989-2688

Comfort Suites  
West Park, FL

Ray McClendon  
Gourmet Services  
82 Piedmont Avenue  
Atlanta, GA 32303  
404-876-5700

Country Inn & Suites  
Washington, GA

Sam Patel  
12175 Mariposa Road  
Victorville, CA 92395  
760-963-2820

71-room Holiday Inn Express  
Victorville, CA

Don Rogers. SVP  
Compass Bank  
321 Belleaire Blvd, 2nd Floor  
Mobile, AL 36606  
251-470-7467

132-room Hotel Indigo  
New Orleans, LA

Al Hill  
Hillcrest Development  
1315 Franklin Grove Rd, #110  
Dixon, IL 61021  
815-288-4672

Country Inn and Suites  
Pelham (Birmingham), AL

Asrar Khan, President  
Khan Hospitality Inc.  
411 E. Huntington Dr., Suite 215  
Arcadia, CA 91006  
626-254-9500

Radisson Hotel  
Gladstone, MO

Marlon Phoenix  
Phoenix and Associates  
384 E. Goodman Rd, Suite 136  
Southaven, MS 38671  
662-404-4990

1. Conrad Hotel  
Memphis, TN  
2. Staybridge Suites  
3. Crowne Plaza  
Collierville, TN

Erik Hosdaghian  
779 Route 211 East  
Middletown, NY 10941  
845-283-0538

Lexington Hotel  
Middletown, NY

Dr. Keith Newby, M.D.  
Newby Enterprises LLC  
400 Gresham Drive, Suite 507  
Norfolk, VA 23507  
757-719-0060

Hyatt Place  
Suffolk, VA

Nathaniel Dozier, Jr.  
11808 Chadwick Lane  
Petersburg, VA 23805  
804-691-8291

Dozier Hotel  
Petersburg, VA

Jas Ahluwalia  
1922 South Breeze Drive  
Orlando, FL 32836  
407-363-4496

Holiday Inn Express  
Palatka, FL

Ron Legrand  
9799 Old St. Augustine Road  
Jacksonville, FL 32257  
888-840-8389

Hawthorn Suites  
Interlochen, MI

Olin Grantham  
2600 Lucerne Dr.  
Tallahassee, FL 32303  
850-562-6906

50-room Microtel Inn and Suites  
Carrabelle, FL

Don Rodgers, SVP  
Compass Bank  
321 Belleaire Blvd, 2nd Floor  
Mobile, AL 36606  
251-470-7467

60-room La Quinta Inn and Suites  
Malbis, AL

Bill and Carol Robinson  
236 Highway 98  
East Point, FL 32328  
850-653-1240

Microtel Inn and Suites  
Eastpoint, FL

Bill Brantley  
Bunn-Brantley Enterprises, Inc.  
389 Instrument Drive  
Rocky Mount, NC 27804  
252-977-9111

Hampton Inn  
Rocky Mount, NC

Jeff Moyle, Vice-President  
Moyle Construction and Development, Inc.  
46702 Highway M-26  
Houghton, MI 49931  
906-482-3000

Country Inn and Suites  
Grand Haven, MI

Thomas Johnson  
5425 Summer Duck Road  
Fayetteville, NC 28314  
910-237-2636

Holiday Inn Hotel  
Fayetteville, NC

Blaise Holzbauer  
Willow Valley Resort  
2416 Willow Street Pike  
Lancaster, PA 17602  
1-800-444-1714

DoubleTree Hotel  
Lancaster, PA

Paresh Pachigar  
Country Hearth Inn  
2251 S. Old Dixie Highway  
Bunnell, FL 32110  
561-744-1987

Holiday Inn Hotel  
Stuart, FL

Matthew Bedosky  
581 Harry L Drive  
Johnson City, NY 13790  
607-770-9333

La Quinta Inn  
Verona, NY

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

1. Country Inn and Suites  
Natchez, MS  
2. Indigo Hotel  
New Orleans, LA

Dinesh Patel  
5226 Kingsford Court  
West Chester, OH 45069  
513-259-7040

1. Hilton Homewood Suites  
Mason, Ohio  
2. Holiday Inn Express Hotel & Suites  
Mason, Ohio

David J. Beatty, President  
Townebank Comm'l Mortgage  
109 E. Main Street  
Norfolk, VA 23510  
757-628-6360

Hampton Inn and Suites  
Smithfield, VA

Moshe Winer  
Ursus Management Corp  
37-14 Broadway  
Fair Lawn, NJ 10471  
718-549-1778

Microtel Inn  
North Bergen, NJ

John McGraw  
37 Deer Park Road  
Manitowish Waters, WS 54545  
715-904-0020

Condominium Hotel  
Manitowish Waters, WS

Jean Cherubin  
1510 N.E. 162nd Street  
N Miami Beach, FL 33162  
305-785-0720

market-driven hotel  
North Miami Beach, FL

Maurice Snipes  
395 Franklin Street  
Bloomfield, NJ 07003  
973-445-1933

MainStay Suites  
Newark, NJ

Steve Benjamin  
700 Gervais Street, #300  
Columbia, SC 29201  
803-227-2236

Sleep Inn and Suites  
Columbia, SC

Jay Patel  
1130 Motel Drive  
Chipley, FL 32428  
850-258-3302

Staybridge Suites  
Dothan, AL

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

1. Comfort Inn & Suites  
Winfield, AL  
2. Comfort Inn & Suites  
Leland, MS  
3. Country Inn & Suites  
Greenville, MS  
Crowne Plaza  
Rochester, NY

Adam Westreich  
Tryad Gruop  
190 N. 10th Street, #306  
Brooklyn, NY 11211  
718-301-0229

Hank Thomas  
1793 Kanawaha Trail  
Stone Mountain, GA 30087  
770-331-3270

Courtyard by Marriott  
Jacksonville, NC

Shirley Waring  
Hotel Delta Court, LLC  
2613 Confederate Avenue  
Vicksburg, MS 39180  
301-634-0113

Hotel Indigo  
Dania Beach, FL  
Delta Court Hotel  
Vicksburg, MS

David Henderson  
302 S. Mass. Ave., Suite 223  
Landland, FL 33801  
863-682-2000

Country Inn & Suites  
Plant City, FL



Office: 850-893-6010  
 Fax: 850-893-8345  
 Cell: 850-443-5010  
 E-mail: ihcex@comcast.net  
 www.interimhospitality.com

Edward L. Xanders, CHA, President

4145 Yardley Circle, Tallahassee, FL 32309-2942

**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  
 Hotel Brokers Internatioal

