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**Hotel Properties Assisted by
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Selected List**

- 1. *Candlewood Suites, Tallahassee, Florida.***
Asset Management and Pre-Opening Management of the development of a 113-room extended-stay hotel. Scheduled to open in 2010.
- 2. *Country Inn and Suites, Rose Hill, North Carolina***
Asset Management and co-ordinate the development of a Country Inn and Suites.
- 3. *Comfort Suites, Suffolk, Virginia***
Asset Management in assisting the ownership (Temple Beth-El) in final negotiation of franchise and management company contracts.
- 4. *Wingate Inn, Lynn Haven, Florida***
Pre-Opening and Management Contracts
In 2005 Lodging Management Services was awarded the Pre-Opening and Hotel Management Contracts for the Wingate Inn, Lynn Haven (Panama City), Florida. Market Research dictated that the 68-room hotel be positioned as a Boutique Hotel with upgraded bedding, amenities and an Aquatic Center to meet the local competition. Within 65 days of opening, the property had obtained parity within its Competitive Set at 98.6% RevPAR.
- 5. *Staybridge Suites, Tallahassee, Florida***
Asset Management Contract
Assisting the Project Developer as the Asset Manager in all phases of Pre-Opening, Architectural, Interior Design; Furniture, Fixtures and Equipment purchasing of the 104-unit Staybridge Suites Hotel. Total development cost estimated at \$11 million.
- 6. *Suburban Extended Stay Hotel***
Pre-Opening and Management Contracts
Conversion of the 120-room exterior-corridor, two-story transient hotel into an Extended-Stay Hotel with an appraised value of \$6 million. Through innovative design, a standard 12'x23' room was adjusted to include a sleep/sofa, desk with ergonomic chair and armoire with a 27-inch television living area. Queen-sized bed with double night stands, sleeping space, Kitchen area of two-seat dining table with wall sconce, 12-cubic-foot, 2-door refrigerator with ice maker, full-size dishwasher, 19"x17" sink with disposal, two-burner cook top, full-size

microwave hood and cabinets; dressing area of double rack closet shelves, vanity with framed mirror. Annual Occupancy of 80% was achieved within seven months of opening.

7. ***Holiday Inn and Suites, Russellville, Alabama***

Complete direction of all pre-opening activities for a six-week period.

Expert Witness for Comfort Suites, Decatur, Alabama.

8. ***Desert Pearl Inn, Springdale, Utah, at Zion National Park***

Recruitment of a new General Manager. Perform a Quality Assurance Review. Review Front Office Procedures to effect maximum Yield Management and Internal Controls. Review all Reservation Procedures; all Marketing Programs; all Human Resource Programs. Analyze prior Financial Reports to maximize profitability. Review all Operations Manuals, Policies, and Procedures for compliance with state/federal statutes and industry standards. Perform an Anonymous Audit of Reservations, and Management Operations.

9. ***Proposed Comfort Suites, Naples, Florida***

Performed all Market Research with Franchise and Design recommendations on the proposed hotel development.

10. ***Park Central Inn, Ft. Worth, Texas***

Hotel Market Analysis, Quality Assurance, Evaluation, Recruitment of a General Manager to reposition an independent hotel in downtown Ft. Worth, Texas.

11. ***The Tides Inn, Norfolk, Virginia***

Quality Assurance Evaluation to reposition the property in the market place.

12. ***Ramada Limited, Gainesville, Florida***

Assisted the first-time hotel owner with final remodeling requirements of converting a 100-room independent motel. Purchased and directed the installation of FF&E. Held Training Classes for all employees on the new Franchise programs. Revisited the property on four occasions to assist management to successfully complete a Quality Assurance Evaluation and Programs to pass a Franchise Inspection.

13. ***Days Inn, Baltimore (Glen Burnie), Maryland***

Was Interim General Manager and coordinated the changing of a 130-room Holiday Inn into a Days Inn during the first 6 weeks under new ownership.

14. ***Holiday Inn, Statesboro, Georgia***

As Interim General Manager, had complete authority in implementing a \$300,000 Property Improvement Program over a 4- month period to successfully pass a Holiday Inn Corporate Inspection in the 129-room hotel.

15. ***Holiday Inn Express, Bainbridge, Georgia***
Authored the Feasibility Study, presentation before lenders, assisted with the architectural design, specifications, bidding and installation of furniture, fixtures, and equipment for the 50-room motel. Interim General Manager on two occasions to re-market position the motel to pass Franchise inspections.
16. ***Ramada Inn Southeast, Nashville, Tennessee***
On two separate occasions, conducted Hotel Market Analyses, Sales Training of new Marketing staff, Quality Assurance Evaluation, Developed new Market Sales leads of potential room sales of over \$750,000 per year.
17. ***Sleep Inn, Nashville, Tennessee and Comfort Inn and Suites, Goodlettsville, Tennessee***
Innovative Preconstruction Design Recommendations
18. ***Comfort Inn, Cairo, Georgia***
Successfully petitioned city council for revision to city ordinance regulating sale of liquor by the drink. Authored Feasibility Study, selected Franchise, architectural design input of 75% of the project, reviewed general contractor bids and purchased all operational supplies. Coordinated all FF&E installations. Completed final punch lists. Selected, hired, and trained all management and staff. Directed all Pre-Opening Marketing for the 50-room, 80-seat restaurant, 60-seat lounge.
19. ***Best Western, Nashville, Tennessee***
Innovative Preconstruction Design Recommendations
20. ***Howard Johnson, Windsor, Ontario, Canada***
Marketing and Site Review prior to purchase decision.
21. ***SouthGate Campus Centre, Tallahassee, Florida***
The upscale luxury student residence of 268 rooms also had a cafeteria, ballroom, food court (6 national franchises), convenience store, bookstore, copy center, hair salon, dry cleaner, sports lounge, fitness center, and a computer lab. Developed all pre-opening brochures, video tapes and collateral materials. Directed all public relations, direct mail campaign, and sales solicitations as the Marketing Director.
22. ***Weatherspoon Guest House, Apalachicola, Florida.***
Directed the total redesign of 70-year-old antebellum house into a 4-room bed and breakfast inn. Specified bids and purchased all FF&E.
23. ***Shoneys Inn, Thomasville, Georgia***
Designed lobby, front office, and housekeeping facilities for the 100-room motel.

24. ***Hilton Hotel and Convention Center, Macon, Georgia***
Project coordination on the \$9 million property rebuilding. Coordinated the efforts of the owner (life insurance company), franchisor, management company, general contractor, architect, and interior designer while keeping the 306-room, full-service hotel open over a 15-month period.
25. ***Hilton Hotel, Tallahassee***
As General Manager, directed a multimillion-dollar renovation program to the Coffee Shop, Front Desk, Lobby Bar, Show Lounge, and all Guest Rooms of the 246-room, full-service hotel.
26. ***Hilton Hotel, Augusta, Georgia***
Coordinated the design and construction of an indoor pool/health facility and guest room renovation for the 210-room, full-service hotel.
27. ***Powdermill Inn, Bessemer, Michigan***
As General Manager, provided design input into guest rooms, food and beverage, lobby, and front desk for the 55-unit condominium ski resort.
28. ***Hilton Hotel, Sioux City, Iowa***
Coordinated all FF&E installations, hired and trained the management and staff of the 200-room, full-service hotel.
29. ***Sheraton Inn, Dallas, Texas***
Six months prior to opening, named restaurant and lounge, purchased interior decor, coordinated all FF&E installations, hired and trained management and staff for the 150-room, full-service hotel.
30. ***Registry Hotel, Dallas, Texas***
Responsible for obtaining all occupancy permits and licenses four months prior to the opening of the 250-room, full-service hotel.
31. ***North Shore Inn and Suites, North Myrtle Beach, South Carolina***
Hotel Operations Contract of the 80-room reflagged Wingate Inn.