



EXPERIENCE AS ASSET MANAGERS

HOTEL (Current Assignments *)	CITY/STATE	LENDER or OWNER	SIZE
Hyatt Regency	Albuquerque, NM	US West	395
Fairmont Turnberry Isle Resort	Aventura, FL	Wafra Investment	392
Doubletree Hotel	Bloomington, MN	Metrop. Airports Comm.	321
Scanticon Hotel & Conference Center	Englewood, CO	US West	302
Ramada Inn	Bloomington, MN	Metrop. Airports Comm.	252
Sheraton Portland Airport	Portland, OR	AMRESCO	213
Exel Inn	Bloomington, MN	Metrop. Airports Comm.	203
The Balsams Grand Resort Hotel*	Dixville Notch, NH	Tillotson Corporation	202
Carolina Inn*	Chapel Hill, NC	U. of NC at Chapel Hill	185
Blue Fin Bay Resort	Lutsen, MN	Tofte Properties	138
Sagamore Hotel*	Miami Beach, FL	Sagamore Hotel Partners	93
Fisher Island Club Hotel & Resort*	Miami, FL	Fisher Island Club	65
Peter Island Resort*	Tortola, British VI	Van Andel Family	52
Flying L Resort Ranch	Bandera, TX	Private individual	38
Castle Hill Inn* (Relais & Chateaux)	Newport, RI	Newport Harbor Corp.	35

HIGHLIGHTS OF SERVICES

The Asset Manager assists the Owner by learning the client’s goals for a particular hotel or resort investment and then assisting in developing realistic intermediate goals for the property, communicating those to the Operator and subsequently encouraging their achievement by reviewing, in detail, the Operator's efforts towards achieving those goals.

We monitor the on-site property manager (individual or management company) on a regular basis for operating performance and maintenance of this valuable asset. Recommendations are made to improve the physical facility, increase revenue growth, provide consistent quality of service, focus the market strategy and heighten expense controls. The property is visited on a regularly scheduled basis for inspections and consultations with management personnel on ongoing operations, marketing, and the implementation of suggested changes made during previous visits.

Written reports regarding property visits and meetings with corporate and on-site management and regular financial statement analysis are provided as desired by the client. Additionally, written comment is provided to the owner as a follow-up on reports from the Operator and their staff, if desired by the client.

Asset Management provides an independent perspective on the hotel and assures owners or lenders that their interests are being addressed. It also insures that the physical maintenance and the capital expenditures to improve the property are completed, thereby maintaining or improving value of the hotel.

Without strong asset management, the value of the property might not achieve its maximum potential so cash returns from either operations or a sale may not reach the owner's goals. Finally, we advise the owner on the timing and structure of the potential exit strategies, if desired.