

Cost Estimation

for

to be developed by

Contacts

1. Consultant:

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2. Franchisor Representative:

3. Soil Test:

4. Surveyor

5. Title Company:

6. Lender:

7. Architect:

8. Engineer:

9. General Contractor:

10. Purchasing Company:

11. Management Company:

12. Attorney:

Cost Estimation

HOTEL		Date: _____
<u>DEVELOPMENT ESTIMATE</u>		<u>Estimated Cost</u>
Date Estimate Prepared		
Program Date		
Estimated Construction Period (Months)		
<u>Development Cost Summary</u>		
Pre-Development Cost		
Design Costs		
Construction Cost		
Fixtures, Furnishings, and Equipment Cost (FF&E)		
Operating Supplies and Equipment Cost (OS&E)		
Pre-Opening Costs		
Development and Financing Costs		
Development Contingency Cost		
<i>Total Development Cost</i>		
<u>Project Statistics</u>		
Number of Keys		
Total Program Area in Square Feet		
Total Area per Key		
Total Property Cost per Key		
Total Land Area (Acres)		
Total Land Area (SF)		
Property Cost per Square Foot		
Construction Cost per Key		
Development Cost per Key		
FFE Cost per Key (Without OSE Items)		
Construction Cost per Square Foot		
Total Project Cost (See Breakdown)		

Cost Estimation

HOTEL		
<u>PRE-DEVELOPMENT COSTS</u>		<u>Estimated Cost</u>
<i>Land Acquisition Costs</i>		
Property Acquisition		
Surveys-Boundary Deed		
Surveys-Topographical		
Title Search		
Zoning & Permits		
Legal Fees (initial LLC documents, closing, etc.)		
Franchise Fees		
Appraisal Costs		
Contingency		
Other		
Other		
<i>Total Land Acquisition Costs</i>		
<u>Pre-Development Costs</u>		
Photography/Printing		
Feasibility Study		
Pre-Development Graphics & Artwork		
Impact Fees		
Geotechnical Studies/Soil Testing/Environmental		
Miscellaneous Expenses		
Other		
<i>Total Pre-Development Costs</i>		
TOTAL PRE-DEVELOPMENT COSTS		

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HOTEL		
<u>CONSTRUCTION COSTS</u>		<u>Estimated Cost</u>
Construction-General Contractor		
Sitework/Earthwork/Demolition		
General Construction Contract		
Pool Allowance		
Parking Garage		
G.C. Fees		
<i>Total-Construction-General Contractor</i>		
Construction-Other		
Building Permits		
Landscaping Allowance		
Millwork Package		
Construction Testing		
Signage/Graphics (Non-Code)		
Project Management		
<i>Total-Construction-Other</i>		
TOTAL CONSTRUCTION		
<u>OPERATING SUPPLIES AND EQUIPMENT (OS&E)</u>		
OSE-Supplies and Uniforms		
OSE-General Category Allowance		
<i>Total-OSE-Supplies and Uniforms</i>		
OSE-Systems and Telephones		
OSE-General Category Allowance (PMS, Comm., Etc.)		
<i>Total-OSE-Systems and Telephones</i>		
TOTAL OPERATING SUPPLIES AND EQUIPMENT		

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<u>FIXTURES, FURNISHINGS AND EQUIPMENT (FF&E)</u>		<u>Estimated Cost</u>
FFE-Guestrooms		
FFE-King Room Furnishings		
FFE-D/D Room Furnishings		
FFE-Suites Furnishings		
FFE-Presidential Suite Furnishings		
FFE-Guest Corridors Furnishings		
FFE-General Allowance-Rooms		
<i>Total-FFE-Guestrooms</i>		
FFE-Public Areas		
FEE-Public Areas Allowance		
<i>Total-FFE-Public Areas</i>		
FFE-B.O.H. Areas		
FFE-B.O.H. Areas-Allowance		
<i>Total-FFE-B.O.H. Areas</i>		
FEE-Food & Beverage Areas		
FEE-Food & Beverage Areas-Allowance		
<i>Total FEE-Food & Beverage Areas</i>		
FFE-General and Administrative Offices		
FFE-General & Admin. Offices-Allowance (Leased; see Oper. Stmt.)		
<i>Total-FFE-General and Administrative Offices</i>		
FFE-Equipment, Exterior Signage		
FFE-Equipment-General Allowance		
<i>Total-FFE-Equipment</i>		
FFE-Miscellaneous		
FFE-Purchasing Fees		
FFE-Purchasing Company Reimbursable		
<i>Total-FFE-Miscellaneous</i>		
TOTAL FIXTURES, FURNISHINGS, & EQUIPMENT		

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<u>PRE-OPENING COSTS</u>		<u>Estimated Cost</u>
Pre-Opening-Marketing		
Pre-Opening-General Allowance		
<i>Total-Pre-Opening-Marketing</i>		
Pre-Opening-Working Capital		
Pre-Opening-Working Capital/General		
<i>Total-Pre-Opening-Working Capital</i>		
Pre-Opening-General & Administrative		
Pre-Opening-General & Admin./Reserved		
<i>Total-Pre-Opening-General & Administrative</i>		
TOTAL PRE-OPENING COSTS		
<u>DEVELOPMENT AND FINANCING COSTS</u>		
Development Expenses		
Developer's Travel & Expenses		
Development Fee		
Technical Services Fees		
Salary-Development Staff (incl. in Construction)		
Office Expenses		
<i>Total-Development Expenses</i>		
Financing Costs		
Legal		
Real Estate & Transfer Taxes		
Intangible Tax		
Title Insurance		
Loan Fees		
Recording Costs		
Loan Commission Fee		
Refundable Commitment Fee		

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Loan Fees		
Recording Costs		
Loan Commission Fee		
Refundable Commitment Fee		
Financing Fees (3.0% on Equity)		
Development Interest		
Carry After Opening		
<i>Total Financing Costs</i>		
TOTAL DEVELOPMENT AND FINANCING COSTS		
<u>DEVELOPMENT-OTHER</u>		
Development-Other		
Development-Other		
Capital Reserve		
<i>Total-Development-Other</i>		
TOTAL DEVELOPMENT-OTHER		
GRAND TOTAL DEVELOPMENT COST		

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 900 franchisor and lender approved studies for over 70 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



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



QUALITY & SERVICE