



KEY SERVICES: **Hotels & Resorts**

Horwath HTL provides a wide range of specialized consulting services to the hotel industry. We bring a unique combination of “hands-on” operational expertise and strategic thinking to each of our engagements. We work closely with developers, owners, operators and lenders to bring focus to critical issues and help achieve success.

Services provided by our principals include:

- Conceptual planning and development;
- Development proposals;
- Project specific feasibility studies including site analysis, competitive market supply and demand trend analysis and financial risk analysis;
- Valuations and real estate appraisals;
- Asset management and owners representation services;
- Operational, benchmarking and accountability reviews;
- Management accounting and control and information system;
- Branding through management, franchise or affiliation - analysis and negotiation;
- Due diligence for vendors and purchasers;
- Interim hotel management for receivers and financial institutions;
- Sales and marketing audits; and
- Sales and marketing strategic planning and tactical initiative planning.

We consult to all segments of the hotel industry: economy, mid-market, first-class, luxury and extended-stay.

We also work in conjunction with real estate appraisers to provide hotel expertise and prepare the hotel -specific market and financial analyses for their appraisals.



Hotel, Tourism and Leisure

www.HorwathHTL.ca