

## LITIGATION SUPPORT



### Choosing Professional Litigation Support.

When you are selecting experts to appear in court, you need to look for the following characteristics:

- **Knowledge:** The profession you are engaging must have expertise and the formal education in the field that is the highest standard in their field of expertise.
- **Qualifications:** such as Counselor as in Counselors of Real Estate (CRE), consultant as in International Society of Hospitality Consultants (ISHC) valuation expert with Appraisal Institute (MAI) and Royal Institution of Chartered Surveyors-Fellow (FRICS). The combination of these designations is a unique accreditation.
- **Experience:** The more experience an individual has had in dealing with litigation, the more capable he or she is in anticipating and preparing for a court appearance and to avoid pitfalls that could jeopardize a client's position.
- **Competence:** Examine the track record of the expert that you are hiring to determine the depth of his or her experience. Other factors that are important is how well the person communicates and presents the information to others.

Hotel Consulting International have provided the hotel real estate industry with skilled research, analysis, valuations and optimal management brand affiliation and strategic advice on over 1,000 hotels throughout the U.S. and internationally. For over 15 year our professionals have provided services that include repositioning, optimal/highest & best use and acquisition and disposition advisory services. The firm has been retained by hotel companies, investors, developers, leading lending institutions, government agencies and other consulting firms With credibility gained analyzing hotels in 40 states and 28 countries and territories, the firm's principal has often appear as expert witness to provide relevant testimony. HCI provides litigation support involving bankruptcies, foreclosures, property tax appeals, condemnation and management /brand issues.

Industry Leader - HCI is a leading valuation and consulting firm devoted exclusively to the lodging industry. We provide appraisals (valuations), market studies, highest and best use studies, optimal franchise affiliation analyses, management selection analysis, financial forecasts, feasibility research and other specialized consulting services.

- **Qualifications** – The professional staff at HCI have hotel management backgrounds and extensive knowledge of hotel markets, coupled with real estate expertise. The principal Thomas O'Neill has 25 years of hotel operations, ownership, development, consulting and valuation experience. His designations include Counselors of Real Estate (CRE); Appraisal Institute (MAI), Royal Institution of Chartered Surveyors-Fellow (FRICS), International Society of Hospitality Consultants (ISHC) and Certified Hotel Administrator (CHA). Education includes a Masters Degree in Real Estate Development & Investment from New York University. Prior to commencing consulting and the appraisal profession in 1986, he owned, developed and operated a hotel and restaurants from 1975 to 1985.
- **Resources** – Proven and significant resources having evaluated/consulted on 1,000 hotels. Clients include major owners, investors and lenders. Our vast information resources include an extensive hotel database of sale transactions, operational data, real estate and hospitality industry data. For instance we have a research database that includes almost every hotel sale over \$3 million since 2000. We have researched the performance (REVPAr) of most brads over the same time period. Our cutting edge tools permit us to produce the highest quality research studies in the industry and support our conclusion.
- **Experience**- with all property types. Assignments have included exclusive resorts, unique boutique hotels, luxury hotels, major convention hotels, limited service hotels, and mixed use developments.
- **Credibility**- that is demonstrated by our high profile designations and our reputation for evaluating the most complex properties. Since 2000, that firm has evaluated hotel assets exceeding \$53 billion in value.

- *Appearance as an Expert Witness* – HCI’s principal has appeared as an expert witness in the following courts:
  - **U.S. Bankruptcy Court**, Eastern District of Michigan, Southern Division 1993
  - **U.S. Bankruptcy Court**, S. District of Florida, 1993 – 1994
  - **U.S. Bankruptcy Court**, Southern District of Florida, 1996
  - **U.S. Bankruptcy Court for the Middle District of Florida**, Orlando Division, 1996.
  - **Bankruptcy Court for the Middle District of Florida**, Orlando Division, 2000,
  - *US Bankruptcy Court, Southern District of Florida, Broward Division*, 2002,
  - *US Bankruptcy Court, Southern District of Florida-Miami-Dade* 2003, 2004.
  
- *Litigation Support* – As experts, our extensive experience in the hotel industry makes us highly credible witnesses. HCI’s principal has provided litigation support and expert testimony in connection with the following hotel cases:
  - Embassy Suites Jamaican Court, Orlando, FL
  - Four Pointes, Orlando Airport, FL
  - Ritz Carlton , San Juan, PR
  - Holiday inn Express, Davenport FL
  - Crowne Plaza Universal, Orlando, FL (Litigation support)
  - Lake Park Inn, Lake Park, Florida
  - Balhalla Hotel, Toledo, Ohio
  - Lord Baltimore, Baltimore, Maryland
  - Proposed Hotel, Ft. Myers, Florida
  - Radisson on the Lake, Ypsilanti, Michigan
  - Hyatt Regency, Miami, Florida
  - Days Inn, Miami, Florida
  - La Concha Hotel, Key West, Florida
  
- *Expert Witness Testimony Clients* – HCI has provided expert witness testimony to the following clients:

*Andreas Rivero*  
 Rivero Palmer & Mestre LLP  
 Suite 1000  
 2525 Ponce de Leon Boulevard  
 Coral Gables, Florida 33134  
 Office: (305) 445-2500  
 Fax: (305) 445-2505

*Mr. Chad P. Pugatch*  
 Pugatch & Associates, P.A.  
 Northmark Building, Suite 101  
 33 NE 2<sup>nd</sup> Street

Fort Lauderdale, FL, 33301  
954-462 8000

*Mr. John B. Hutton*  
Greenberg Traurig P.A.  
1221 Brickell Avenue  
Miami, FL 33133  
305-579-0788

*David M. Neff*  
Piper Rudnick  
203 N. LaSalle Street,  
Chicago, IL, 60601  
(312) 368-4042

*Mr. Adam Carnegie, Esquire*  
Gaylord Merlin Ludovici Diaz & Bain  
777 S. Harbour Island Boulevard, Ste. 900  
Tampa, Florida 33602  
813-221-9000

*David Murphy*  
Pepper, Hamilton & Sheetz  
Attorneys at Law  
36th Floor  
100 Renaissance Center  
Detroit, MI 48243-1157  
313-393-7317

*Charles W. Throckmorton, IV*  
Kozyak, Tropin, Throckmorton, and Humphreys  
2850 Southeast Financial Center  
200 South Biscayne Boulevard  
Miami, FL 33131  
305-372-1800

*Peter Russin*  
Meland and Russin, P.A.  
701 Brickell Avenue - Suite 1110  
Miami, FL 33131  
305-358-6363

*Claudia McKenna*  
Boose, Casey, Ciklin, Lubitz, Martens, McBane, & O'Connell  
515 North Flagler Drive - Suite 1900  
West Palm Beach, FL 33401  
407-832-5900