

## 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 as in Member Appraisal Institute (MAI)*. The combination of these designations are
- **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 undersigned has 25 years of hotel operations, ownership, development, consulting and valuation experience. The principals designations include *Counselors of Real Estate (CRE)*; *Member Appraisal Institute (MAI)* and *International Society of Hospitality Consultants (ISHC)*. 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
- **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 \$3 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:
  - 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
  - Embassy Suites Jamaican Court, Orlando, FL
  - Four Pointes, Orlando Airport, FL
  - Ritz Carlton , San Juan, PR
  - Holiday inn Express, Davenport FL
  
- *Expert Witness Testimony Clients* – HCI has provided expert witness testimony to the following clients:

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