



HOTEL EQUITIES DEVELOPMENT SERVICES

New Build . Renovation . Conversion



Hampton Inn & Suites
Snellville, GA



Reverb
Atlanta, GA

Under Construction



Fairfield Inn & Suites
Tolleson, AZ

Under Construction

Hotel Equities' Development Services is a value-add for owners, providing a knowledgeable and experienced point of contact for the duration of your hotel project.



What Do We Do?

- Collaborate with the brand and design teams
- Develop efficient and effective design package
- Help with concepts to ensure the flow and function of all spaces support optimal operations
- **COST CONTROL** to stay within your project's overall budget and timing.

Often involves bringing to light areas for value engineering, in order to meet brand standards and budget.

Why Should You Use Development Services?

- 30 years of development experience
- Ability to assist from conception to completion
- Vetted vendor relationships & negotiated pricing.
- Removal of the Middle-Man
- Time and Cost Management Value Engineering
- Engagement of Management Company through Entire Process
- Operational Efficiencies
- Owner Liaison with Brand
- 500+ hotels experience combined



Patrick Trainor

VP of Projects and Facilities

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Patrick Trainor is responsible for overseeing the design, development and progress of various hotel renovations, new development and construction. Additionally, he ensures the portfolio maintains a best-in-class maintenance and asset care program. He also sits on Marriott's Capital Asset Planning Execution (CAPE) board which gives him the unique ability to review consumer insights in order to develop brand strategy, position, and product recommendations.



Jeff Hatchett

Director of Projects and Facilities

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Jeff works alongside Patrick Trainor to lead the Development Services division where they serve as a liaison for owners by collaborating with all parties involved in a project, i.e. brand, architect, design and construction to ensure all parties work in coordination with one other to move projects across the finish line in an efficient and effective manner saving the developer time and money.



RENOVATION

Guest rooms | Corridors | All public spaces |
New lobby bar | Full exterior renovation |
New modular concept porte cochere
SpringHill Suites by Marriott
Houston Medical Center, TX

Expected Completion: Fall 2019



NEW BUILD GROUND UP DEVELOPMENT

Fairfield Inn & Suites by Marriott
Edmonton Airport, AB, Canada

Now Open!



NEW BUILD GROUND UP DEVELOPMENT

Worked with brand to develop design &
concept of Hard Rock's very first select-service
brand.

REVERB by Hard Rock
Atlanta, GA

The inaugural hotel will open Spring 2020



NEW BUILD GROUND UP DEVELOPMENT

Courtyard by Marriott
Winston Salem, NC

Opening March 2020