

INN-TOUCH

Hospitality News

Brown Nester Hospitality Services

Brown Nester Hospitality Services, Inc.

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CHAIRMAN'S CORNER

65 YEARS IN THIS CRAZY BUSINESS...



*George E. Brown
Chairman*

When I joined *Brown Motel Investments Inc., it was a flourishing business whose motto was "Motels, That's All." We are a family business founded by David A. Brown in 1948 whose varied background included motel ownership in San Luis Obispo (the birthplace of motels) and general real estate known as "Top Estates." We were a family business in 1948 and are a four-generation family business today.

Most of the hostleries in the 1940's were inns, motels, tourist courts and motor hotels. The hotels and motels of that era were close to city or resort areas, and near train stations.

As time went on and the mode of transportation shifted from trains to planes, and later to automobiles - the hostelry business shifted right along with the changes of the major forms of transportation. While there were still hotels in mid-town, there was a system of motels being developed along the highways near metropolitan areas.

In today's hotel motel industry we are blessed with many astute investors who understand cash flow, internal rates of return, depreciation schedules, and calibrating values based upon the return and life expectancy of current income levels. However, there are factors that cannot be incorporated into the equation - such as an act of God, terrorism, and shifts in revenue caused by unpredictable and un-forecasted events. Nearly all of our clients have prospered, even though some of them were affected by the unknown occurrences I previously mentioned. Who knew, or suspected 9/11 would occur? Yet it has negatively impacted revenues and lives for the last 12 years and maybe even forever. We need to be prepared to adjust to unpredictable events in order to protect our investment in one of the most interesting and *crazy businesses* in the world.

Brown Nester Hospitality Services (BNHS) is here to support and assist you in making decisions concerning buying and selling assets, and property management. Our recent partnership with Vantage Hospitality Group gives our clients access to a large pool of prospective hotel and motel buyers. Let us put our 65 years of experience to work for you. You'd be crazy if you don't!

**Principals of Brown Nester Hospitality Services, Inc.*

STANDING THE TEST OF TIME...

FROM OUR PRESIDENT

Over 65 years of dedication to motel and hotel brokerage! Our firm, Brown Nester Hospitality Services, specializes in Hotel Brokerage. Our expertise is exclusively representing sellers and buyers in the hotel industry. We've worked hard to be "**The Most Trusted Name in Hotel Brokerage.**" A title we hold very dear to our hearts!

The knowledge of a BNHS sales associate is "2nd to none" and the "Value Factor" is representing sellers and buyers.

Call us - we're here to help!



*Chuck Nester
President, CHB, CHA*

Proudly serving our clients from Coast to Coast



Gary J. Rito
President - East Coast Florida, LLC

**FROM OUR PRESIDENT
EAST COAST CORPORATE OFFICE**

DID YOU KNOW?

Brown Nester Hospitality Services has added expert and experienced associates to our team, who specialize in Commercial Leasing, Commercial Property Sales, as well as Construction and Development Management. Recently, our Associates in our South Florida office were hired to lease a 130,000 square foot office building, located at 3300 University Drive in Coral Springs, Florida. The building is the corporate headquarters for Vantage Hospitality Group. In 2012, Vantage extended their lease, and currently occupies the entire fifth floor of the building. Our expert leasing associates renegotiated their lease and obtained a tenant allowance in order to reconstruct the premises to the specifications of Vantage. In addition to the Vantage Hospitality Group office renovation, BNHS has finalized many other leases within the building.

Another service BNHS provides is Project Management for renovations and new construction projects within the hospitality industry. Currently, we are in the process of developing a 128-key Lexington Inn & Suites to be located in Scotts Valley, California, approximately ten minutes from Santa Cruz. Plans are ready for permits, and bidding by general contractors has begun. Additionally, we are raising equity and negotiating financing.

Please contact Brendan Moyle or me for more information on the new services BNHS is providing. Thank you!

FEATURED PROPERTIES

**Hotel or Commercial Site for Sale
Valencia, California**



Redevelopment Site, Valencia, CA
Total Consideration : \$5,000,000
Approximately 3.75 +/- Acres
Zoning: CTC (Commercial Town Center)
City of Santa Clarita in Los Angeles County

**Office Space for Lease
Coral Springs, Florida**



Office Space for Lease, Coral Springs, FL
Approximately 130,000 square feet of office space available
Located in Broward County

ADDITIONAL LISTINGS FOR YOUR CONSIDERATION

<u>Property Name</u>	<u>Price</u>	<u>Rooms</u>
Americas Best Value Inn, Hancock, Maryland	\$685,000	22
Americas Best Value Inn, McCall, Idaho	\$2,400,000	79
Best Western, Gila Bend, Arizona	\$3,600,000	41
Best Western Tempe by the Mall, Tempe, Arizona	\$9,000,000	158
Bridgeport Inn, Bridgeport, California	\$1,650,000	31
Ramada, Yonkers, New York	\$11,000,000	103
Super 8, Aurora, Colorado	\$3,800,000	144
Super 8, Fort Collins, Colorado	\$2,800,000	71

For more information on these listings and to check out a complete list of our inventory, please visit our website at www.brownnester.com.