



REVPAR International

REVPAR International is a full-service hospitality advisory and asset management firm. All of REVPAR's professionals have direct "hands on" operations/asset management, development and/or acquisition experience in the industry. The firm was established in 1992, giving it 18 successful years of catering to the needs of the greater industry at large. Following are advisory services provided by REVPAR International:

- Appraisals and Valuation Studies
- Asset Management
- Development Services / Project Management
- Feasibility Studies and Market Research
- Impact Studies
- Litigation Support & Expert Witness
- Operational Reviews
- Repositioning Studies
- Strategic Planning
- Site Selection and Analysis
- Assistance With Management & Ownership Issues and Structure
- Facilities Planning and Recommendations
- Identification and Obtaining Franchise Approval and Affiliation

Washington, DC / Northern VA

8000 Towers Crescent Drive
Suite 1200
Vienna, VA 22182
Phone: 703-838-9707

Miami / Fort Lauderdale, FL

4 West Las Olas Boulevard
Suite 504
Ft. Lauderdale, FL 33301
Phone: 954-376-4754

Email: info@revparintl.com

Please visit our website at www.revparintl.com for additional information.

Asset Types

Lodging Establishments

Full-service
Select-service
Limited-service
Extended-stay
All-Suite
Luxury
Recreation (Cabins and Lodges)
Resorts
Destination & All-Inclusive Resorts
Condo-Hotels
Timeshares/Fractionals
University-Related Hotels
Marina Hotels
Casino Hotels

Clubs

Country & City Clubs
Military Clubs (Officers, Enlisted & NCO)
Community Clubs

Golf

Public and Private
Destination Golf Resorts
Full-Scale Recreational Areas
Stand Alone Courses

Food & Beverage

Full & Limited Menu Restaurants
Lodging Food Service (within and free-standing)
Theme Restaurants
Military Food Service
Contract Food Service
Quick Service Restaurants
Cafeterias
Employee Food Service
Recreation Food Service

Convention & Conference Centers

Meeting Banquet Halls
Executive Conference Centers
Convention Hotels & Resorts
Exhibit and Civic Centers

Other Recreational Facilities

Field and Court Sports
Bowling Alleys/Centers
Youth Centers
Campgrounds and RV Parks
Marinas

Geographic Locations Served

United States
Caribbean
Latin America
Europe
Asia
Middle East

Client Base

Private Hotel Investors
Hotel Companies
Hotel Developers
Banking/Financial Institutions
Country and City Clubs
Universities
Fortune 500 Companies
Public-sector Government Agencies
International Tourism Agencies
U.S. Military
Law Firms
Other Professional Groups

Key Members of REVPAR International Team

Richard Pastorino, Principal

Mr. Pastorino has extensive experience in the public and private sector of the hospitality and recreation industries relative to new development and acquisition of all hotel types; economic, financial, and operational analysis of hotel assets; market feasibility and valuation services for hospitality and recreation real estate; workouts and asset management. He is well-seasoned at managing small to large-scale engagements. His experience includes all types of facilities, including hotels, resorts, food and beverage facilities, clubs, golf courses, marinas, recreation centers, outdoor and indoor sports courts, pools, youth centers and service contracts, to name a few. Mr. Pastorino's education and work experience has been entirely within the hospitality and finance fields. Over the past 17 years, he has directed, managed and/or prepared market feasibility studies, appraisals, and acquisition analyses on over 3,000 proposed and/or existing hospitality/tourism-related projects located throughout the United States, the Caribbean, Europe, and Latin America.

Christopher Cylke, Senior Vice President

Mr. Cylke oversees the office in South Florida, which has a focus on the Caribbean. Mr. Cylke has extensive experience in all areas of hospitality consulting including new development and acquisition of all hotel types; market and financial feasibility studies, valuations, appraisals, asset management, impact analyses, strategic planning, product positioning/branding for real estate in the hospitality, recreational, and tourism industries throughout the United States and Caribbean. Mr. Cylke has consulted on a wide variety of hospitality-related real estate, including full-service hotels, conference centers, resorts (including all-inclusive resorts), casinos, golf courses, marinas, and U.S. Military facilities on U.S. installations nationwide related to various hospitality and recreational facilities. Prior to REVPAR International, he held management positions with Hyatt Hotels.

Maureen Mastroieni, MAI, Appraiser

Ms. Mastroieni's area of expertise is real estate appraisal and consulting for all types of hotels, resorts, office complexes, mixed-use developments, and other commercial properties throughout the United States, in addition to the Caribbean. She has extensive experience in court testimony and litigation support, including due diligence and shareholder litigation. She has also participated in portfolio analyses, purchase price allocations and fair value opinions for acquisitions involving properties in the United States, Canada, South America, U.K., Europe and Asia. She is certified in seven states and obtains temporary appraisal licenses as needed.

Paul Landry, Vice President

Mr. Landry possesses extensive experience in development and acquisition-related market and financial analysis for all types of hospitality-related real estate, including limited, select, and full-service hotels, extended-stay hotels, resort properties, food and beverage facilities, and U.S. Military facilities on U.S. installations nationwide related to various hospitality and recreational facilities. Prior to REVPAR, Mr. Landry redesigned restaurant operations and headed numerous opening and development teams for food and beverage operations at full-service hotel and restaurant properties.

Michelle LaMotte, Vice President

Ms. LaMotte's areas of expertise is development and acquisition-related market and financial analysis, valuation, strategic planning, operations analysis, impact analysis, quality assurance evaluation, litigation support, hotel operator selection, management contract/franchise negotiations, financial analysis including market repositioning and other value enhancement strategies, acquisitions and dispositions, financing, and asset management.

Kristine Lloyd, Vice President

Ms. Lloyd's area of expertise is preparing market demand and feasibility studies, acquisition analysis and due diligence studies, operational reviews, and impact analyses.

Robert Vitale, Hospitality Consultant

Mr. Vitale prepares market and feasibility studies, as well as appraisals and preliminary valuations, for all types of hotel products with a focus on the Caribbean and Central and South America. In addition, he has provided project management services.