

Property Assessments / Buyers Reports

Hospitality Consulting & Services offer a professional, INDEPENDENT assessment of accommodation and/or restaurant/catering businesses, prepared for our clients' benefit, without any vested interest.

The following points are an indication only of some of the areas covered in any property assessments or pre-purchase buyers reports undertaken.

Any areas of concern or opportunities observed will be noted, together with an unbiased and comprehensive assessment of our observations.

Property description and location

- AAA Tourism rating
- Relative occupancies
- Location & Area review
- Other motels & accommodation in area
- Chain affiliation
- Parking/Coach Parking

Sales and financial analysis including operational breakdown

- Occupancy
- Turnover
- Revenue breakdown
- Room Rates
- Expenses by department
- Fixed costs
- Leasing
- Business mix – Corporate, Internet, Coach etc
- Past performance
- Current operational performance by department

Lease Details

- Term left on lease
- Lease/rent increments
- Lease Expiry
- Review to Market
- Option to purchase
- Redecoration clause

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Preferred supplier to Hotel Motel & Accommodation Association 

Restaurant & Catering Operations

- Seating capacities
- Presentation
- Hours open
- All Menus & wine lists including conferencing & room service
- Operational systems & performance
- Food safety & HACCP Compliance
- Kitchen presentation
- Equipment assessment including ovens, cooktops, refrigeration, fryers, dishwasher etc
- Refrigeration capacity & compliance
- Storage practices
- Staffing practices & training
- Labour scheduling & rosters
- Conferencing
- Audio visual equipment assessment
- Food service
- Room service operations

Property presentation

- Condition of buildings
- All accommodation rooms including bathrooms
- All public areas including parking, pool, games etc
- All restaurant/bar/conference areas
- All fixtures, furnishings & fittings
- Housekeeping standards
- Ground & maintenance standards

Equipment assessment

- Reception / Reservation systems
- Pool equipment
- Laundry equipment
- Bar / conference equipment
- Maintenance & vehicles

Signage – internal & external

- Street appeal
- Chain affiliation
- Services / facilities offered
- Availability
- Cross marketing

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Occupational Health & Safety

- Systems in place & documented
- Material Safety Data Sheets displayed
- First aid kit available
- Pool fencing compliance & safety notices displayed
- Fire extinguishers/blankets

Human Resources

- Management & staff assessment
- Job description provided
- Staff training documented
- Award requirements being met
- All hours worked being documented & accounted for through payroll
- Workcover in place
- Superannuation compliance
- Employee facilities

Website

- Presentation
- Representation of facility
- Booking facility available
- Accessibility

Marketing activities – past & present

- Current budgets
- Wotif / Quickbeds / Rates to go etc
- Conferencing / wedding promotions
- In-house marketing
- Affiliations

Hospitality Consulting & Services would be delighted to assist prospective purchasers with TOTALLY INDEPENDENT property, management and operating assessments

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