



# HOSPITALITY FINANCE SOLUTIONS

## CORPORATE BROCHURE



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## EXECUTIVE SUMMARY



Hospitality Finance Solutions (HFS) provides financial services to the hospitality industry. We give the same attention to all clients, no matter how large or small. The consulting, origination, and other financial services we provide are tailored to the unique needs of each client, ensuring the most optimal results.

With over 25 years in the hospitality industry we are well-informed and continually adapting to the ever-changing world of hospitality finance. At Hospitality Finance Solutions, we treat our clients with courtesy and respect. Our company was built on the principles of integrity, commitment, and excellence.

The directors of Hospitality Finance Solutions have extensive knowledge of multiple financing structures including, but not limited to, SBA financing, conventional financing, and B&I (USDA) financing. Together they bring a combination of both direct hospitality lending experience as well as syndication/placement lending throughout the country. During that time, they reviewed over \$3 billion worth of hotel opportunities ranging from small interstate highway motels to large more upscale hotel properties. This experience enables Hospitality Finance Solutions to quickly evaluate the merits of an individual debt request and match it up with the right capital funding source.





Using an extensive national network of capital providers, Hospitality Finance Solutions can provide you with the most optimal financing packages. Through our years of experience we utilize specialized industry tools such as breakeven cost analysis, IRR analysis, debt coverage analysis, risk analytics, and stress

testing thus allowing you greater knowledge over your decision-making process.

Whether it's a need for Conventional, SBA, or B&I financing, Hospitality Finance Solutions is the first choice in hotel finance whether your business need is \$1MM or \$15MM. The directors of Hospitality Finance Solutions bring over 25 years combined experience as well as an extensive national network of long-term strategic relationships. Our internal network stems from years of experience working both with and for the foremost hospitality lenders in the country. We invite you to explore some of our accomplishments in our testimonial section. Call on Hospitality Finance Solutions as one of your keys to success. HFS provides a full-range of hospitality finance solutions to assist you in property acquisition, refinance, refinance with cash out, or construction.



**MANAGEMENT**

**Scott Corrigan – Managing Director**

Scott is a 16 year veteran of the commercial real estate industry with over 12 years specializing in hospitality real estate finance, valuation, tax appeal, and brokerage. He previously held both Senior Account Executive and Relationship Manager Positions with GE Capital's Real Estate Hospitality Group. During his tenure with GE Capital Scott was awarded with over 27 sales performance awards and recognitions. Mr. Corrigan annually led the hotel specialty division of GE's Small Business Finance with over \$300 million in funded loans over the past five years. Prior to his successful years at GE Scott worked with Keystone Consulting Group focusing on hospitality appraisal, brokerage, and tax appeal. Scott's expertise lies in limited- and select-service property types ranging from \$2MM and \$15MM in value.

Mr. Corrigan holds a Bachelors Degree in Economics from the University of North Carolina in Chapel Hill as well as a Masters Degree in Business Management from North Carolina State University.

**Addenda**

References

February 2011 Press Release

Marketing Releases

Upcoming Sponsorships/Exhibits



**PARTIAL REFERENCE LIST** (Additional References Available Upon Request)

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