

# Hotel and leisure capability statement

Watts has provided first class independent advice to the property and construction industry for more than 40 years. We operate across a pan-European network, providing clients with local knowledge and support as well as international expertise. By working in partnership with our hotel and leisure clients, we have been able to both inform and transform the way that services are delivered to their customers. We offer advice at every stage of the property life cycle, including the provision of building surveys, planned preventative maintenance, project management, sustainability, M&E engineering and technical consultancy services.

## Key challenges for hotel and leisure sector

- The general economic slowdown and availability of finance.
- Increased cost efficiency and value of existing property stock.
- Identification of new growth sectors, particularly in relation to re-use and refurbishment of existing building stock.
- Preparation for 2012 Olympic Games.
- Diversity of brands and accommodation available, maximising revitalised travel industry due to increasing costs of international travel.
- Incorporation of green and sustainable technologies.

## How Watts can help

Watts has led, reviewed, managed and supported numerous hotel acquisitions, expansion and renovation projects throughout Europe. Our approach embodies:

- Active listening: we listen to your needs then interpret and present the available options to achieve your objectives.
- Budget control: we understand financial targets and key market drivers and produce efficient projects that realise additional value for our clients.
- Forming relationships: we consult with all stakeholders involved through formal and informal channels.
- Identifying value: we understand the potential of unique buildings and commercial opportunities.



- People orientated: we create a motivated project environment for all parties involved.
- Pan-European network: we share knowledge and resources throughout Europe to provide efficient service for our clients wherever they are located.

Our extensive technical knowledge enables us to provide the following services:

- Project management
- Value and risk management
- Purchaser and vendor building inspections
- Contract administration
- Stock surveys
- Feasibility studies
- Refurbishment and maintenance management
- Sustainability and environmental works
- Cost consultancy

## How Watts Group of companies can help

Watts' specialist environmental consultancy team provides commercially focused advice on environmental and sustainability matters to the property industry. Our multi-disciplinary services enable clients to manage environmental risks, liabilities and opportunities.

Watts offers step-by-step advice to implement sustainable property measures within hotel and leisure operations. We understand the nature of the hospitality sector and its particular requirement where customer service is concerned. We focus on practical sustainable solutions that meet economical and ecological objectives. Our trained experts draw on a wealth of experience to provide tailor-made solutions in accordance with our clients needs.



## Recent commissions



### Ontario Tower and Radisson Hotel, London

Watts was commissioned to administer the building contract of the Ontario Tower, a 30-storey landmark building sited alongside the River Thames. The tower is linked to the new four-star, deluxe, nine-storey Radisson hotel, which offers 169 rooms with restaurant, spa and swimming pool facilities shared with the tower occupants. The tower is London's tallest riverside residential building and features a distinctive sloping roof. Watts' brief was to administer the building contract and to monitor the contractor's delivery of design, package procurement and construction. Watts liaised with hotel operator Radisson throughout the delivery process, to facilitate the successful opening of the hotel in September 2007. Watts also acted as monitoring surveyor under the terms of the funding agreement, providing initial due diligence advice and subsequent monitoring through to completion.



### Southgate Hotel, Exeter

The Southgate Hotel, Exeter represents the first major hotel refurbishment / extension undertaken by the Moorfield Group since acquiring 24 hotels in early 2007. The hotel currently boasts a high occupancy rating thus spurring the desire to extend the bedroom facilities. The extension comprises the construction of 44 new bedrooms adjoining the existing hotel. The site poses significant challenges in terms of both logistics, and geotechnical and archaeological issues. Watts have been commissioned to manage the project to ensure these risks are correctly managed, whilst keeping the hotel fully operational throughout the programme.



### Luttrellstown Castle, Dublin

Luttrellstown Castle is a stunning period residence placed within a 560-acre estate located 20 minutes from Dublin City. Following an extensive planning process, Luttrellstown Castle is undertaking a major expansion and redevelopment of the entire estate. The process commenced with the redevelopment of the golf course, closely followed by the alteration and additions to the clubhouse. In the pipeline for the future are works to the castle, and further development on the estate. Watts were involved in the redevelopment of the castle from 2000 to 2007, and acted as project manager for the alteration and additions to the golf clubhouse to create a five-star facility ready for the Ryder Cup 2006. Watts was engaged in the role of local representative for the UK-based client in order to strengthen the relationship between the design team and the contractor on site.

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## Watts People



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