

## how to...

### DEVELOP A HOTEL IN AFRICA

#### TREVOR WARD



- Do you own the land? This should be checked at the outset and checked again. It is amazing how often title issues surface halfway through a project.
- It is vital to have the right project, in the right location, in the right market. This should be designed to maximise the advantages of the particular location. Advice from an experienced architect and cost consultant is essential.
- Commission a feasibility study to assess the likely trading and commission a valuation to ensure it will be worth more once built than it will cost to develop. It is vital these are done by experienced consultants.
- Engage the most suitable management company/hotel company to run the property, bearing in mind the location, quality of the hotel and local market. Not every hotel company is suited to a specific location, and some bring more advantages to a particular property than others. Their terms will also differ and need to be analysed.
- Finalise the architect's plans and construction tender contract – and engage an expert to oversee the construction and procurement phase to ensure the project is finished on-time and on-budget.
- Opening: enjoy the moment as all the hard work results in the opening of your completed hotel.

Trevor Ward is head of consultancy services for Hotel Partners Africa

#### PEOPLE & COMPANIES



The Chichester office of **Henry Adams** has appointed **Simon Smith** (pictured) as head of the residential sales team and **John Corrie** has taken up the new position of special projects leader (01243 533377).

**Targetfollow** has appointed **Corin Thoday** as chief executive. He joins from Hermes Real Estate (01603 767616).

**Capita Symonds Real Estate** has made a clutch of new appointments. **Tim Bonser** has been appointed as a financial controller (020 7544 2063), **Sarah Arulanandam** as a management accountant (020 7544 2000), **Stephen Oaka** has joined as a customer support adviser (0845 3550095), **Beckett Reeves** (020 7544 2000) and **Natasha Riches** (020 7544 2204) have been made credit controllers and **Spyros Sergiou** joins as a building services engineer (020 7544 2000).



**Catharine Ireland** has joined **Citygrove** as an associate development director. She previously worked at West Sussex County Council, DTZ and CBRE (07909 571046).

**Tuffin Ferraby Taylor** has appointed **Alex Leighton** as project manager in the Cardiff office. He joins from Davis Langdon (02920 390099).

**Justin Clough** (0161 956 4220) and **Jane Lathwood** (0161 956 4067) have joined **GVA's** planning, development and regeneration team as associates in Manchester.

**Harrods Estates** has appointed **Simon Barry** as head of new developments. He was formerly a partner at Knight Frank (020 7225 6506).

Out-of-town retail specialist **Edgerley Simpson Howe** has promoted **Michael Radcliffe** to associate partner. He has been with the firm for eight years (020 7758 0409).

**Cluttons** has hired **Marc McConnell** as global business development director. He joins from BNP Paribas Real Estate (020 7647 7237).



**CPBigwood** has promoted **Peter Jordan** to head of project co-ordination for the building surveying arm. He joined the firm in 2007 and will be based in the Birmingham head office (0121 233 0500).

**Glenn Drake-Owen** has joined **Breakey & Nuttall** as agency surveyor. He was previously with Pugh & Company (07794 096 547).

Real estate investor **Pramerica** has appointed **Annemarie Manning** as a director in the business development team in its London office. She joins from Greenhill & Co (020 7766 2400).

Property litigation firm **Brady Solicitors** has recruited **Liz Rowen**, **Amy Hope-Smith**, **Caroline Lee**, **Caroline Miyagawa** and **Holly Jenkins** to its Nottingham office (0115 985 3450).



**Colliers International** has appointed **Ed Neild** as head of strategic account management in the EMEA corporate solutions team. He joins from CBRE (020 7935 4499).

#### Addresses

**NJ Commercial** has opened a London office at 43-45 Portman Square, W1H 6HN (020 7969 2741).

E-mail personnel and company changes to [egmoves@egi.co.uk](mailto:egmoves@egi.co.uk) All contact details supplied (telephone, e-mail address, web addresses) may be published



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