



National vision backed
by local knowledge

HOTEL SPECIALISATION

Why RSM? RSM has extensive experience and expertise in the hospitality industry. We can provide a range of services to assist owners, lenders and investors in the acquisition or sale of hotels including, operational management advice, specialist accounting and taxation services and, if necessary, acting as receivers and managers.

Our specialist team has many years acting for lenders, owners and operators in the hotel industry. This experience can be applied for the benefit of these stakeholders in all phases of tenure, including acquisition, ongoing trading and sale.

Our staff have been involved with a wide range of hotel related properties, ranging from pubs in the Sydney metropolitan area, to five-star resorts, country motels, major CBD hotels, and island resorts. We have the knowledge and skills to assist lenders and owners in dealing with existing investments.

In addition, we have access to a wide range of industry specialists who can provide specific expertise on various matters. Access to these specialists has been obtained through our long-standing association with the hotel industry and can be called upon at short notice for a client's benefit.

Our services to the industry are designed to ensure that a disciplined approach is applied to the management of the business and the financial operations of the hotel asset.

This approach enables management, lenders and investors to gain a greater understanding of how a business operates – leading to informed business decisions. This results in better financial management and increased profitability.

Our hotel specialist division is currently headed by Mr Peter Marsden, a Partner of RSM, who has in excess of 20 years experience dealing with these types of matters. Lead by Peter, RSM have provided banks, hotel operators and institutional investors specific advice on a range of issues, including:

- the sale and acquisition of hotel properties
- negotiating management agreements
- review of sales and marketing budgets
- operational reviews
- financial analysis, budgeting and cash flow management
- acting as receivers and managers

Industry experience

Below is a summary list detailing the hotels, pubs and clubs for whom RSM has acted.

Hotels and motels

- Beach Hut Motel, Holloways Beach, Cairns QLD
- Canberra Rex Hotel, Canberra ACT
- Capitol Square Hotel, Sydney NSW
- Chevron Paradise Hotel, Surfers Paradise QLD
- Coronation Motor Inn, Crows Nest NSW
- Country Surfside Motel Resort, Lake Cathie NSW
- Harbour Rocks Hotel, The Rocks, Sydney NSW
- Hume Country Golf Club Motor Inn, Albury NSW
- Manly Plaza Inn, Manly NSW
- Matthew Flinders Motel, Coonabarabran NSW
- Park Lane Hotel, Sydney NSW
- Plainsman Motor Inn, Kings Cross NSW
- Raddison Hotel, Newcastle NSW
- Ramada Grand Hotel, Bondi Beach NSW
- Ramada Hotel, North Ryde NSW
- Sleepy Hill Motel, Raymond Terrace NSW
- Star Motel, Coffs Harbour NSW
- Southern Cross Hotel, Melbourne VIC
- The Kendall Hotel, Potts Point NSW
- University Motor Inn, Glebe NSW

Resorts

- Cape View Resort, Busselton WA
- Club Tropical Resort, Port Douglas QLD
- Hamilton Island Resort, Whitsundays QLD
- Orpheus Island Resort, Whitsundays QLD
- Rock Wallaby Resort, Magnetic Island QLD

Pubs

- Barrier Reef Hotel & Liquor Barn Cairns QLD
- Bondi Hotel, Bondi NSW
- Botany View Hotel, Newtown NSW
- Chevron Hotel & Bottleshop,, Surfers Paradise QLD
- Chicago Bar & Grill, Newcastle NSW
- DCM Oxford St, Sydney NSW
- Lowenbrau Kellar, The Rocks, Sydney NSW
- Menai Hotel, Burnie TAS
- Metropole Hotel, Neutral Bay NSW
- Mount Magnet Hotel, WA
- Newmarket Hotel, Corowa NSW
- Port Hedland Hotel, WA
- Queensland Hotel, Coolangatta QLD
- Royal Albert Hotel, Surry Hills NSW
- Royal Hotel, Yass, NSW
- Revesby Pacific Hotel, Revesby NSW
- St Peters Inn, St Peters NSW
- Tradesmans Arms Hotel, Darlinghurst NSW
- The Enfield Boulevard Hotel, Enfield NSW
- Vauxhall Inn, Parramatta NSW
- Wallacia Hotel, Wallacia NSW

Clubs

- Alma Sporting Club Ltd
- Asquith Rugby League Club Ltd
- Bathurst RSL Club Ltd
- Bondi Diggers Club Ltd
- Campsie Bowling Club Ltd
- Concord RSL Club Ltd
- Cronulla Labour & Workingmans Club Ltd
- Eden Fishermen's Recreation Club Ltd
- Lake Hume Aquatic Club Ltd
- Padstow RSL Club Ltd
- Pambula Bowling Club Ltd

- Nowra Bomaderry Leagues Club
- The 729 Club Ltd

Multi-disciplined team approach

RSM's Restructuring & Recovery team have staff skilled in handling these types of appointments backed by the resources of a full service national accounting practice that includes the following dedicated services lines:

- Assurance & Advisory
- Business Advisory
- Corporate Finance
- Financial Services
- Restructuring and Recovery
- Risk Advisory
- Superannuation
- Tax Services

By connecting with our multi-disciplined team approach, you can be assured of us achieving the best outcome.