Attracting Investment for Resort Development

OUR SERVICES
Diligent attention to development challenges and comprehensive, business plans are vital to compelling investment propositions.

› Has a clear vision and target market been identified?
› Has the strength of the market been proven?
› What is the concept and destination strategy?
› Is the development differentiated from the competition?
› Is the product offer and mix right for the market?
› Has the financial feasibility of the resort been assessed?
› Are cost estimates reasonable and include linking to infrastructure?
› Has return on investment been optimised?
› Have operations, management and exit strategies been planned?

We can work with you to ensure your project maximises its potential to attract investment.

We provide:
› Research and Analysis
› Strategy and Development Advice
› Market and Financial Feasibility Studies
› Bankable Business Plans and Valuations
› Operator Selection and Negotiation
› Investor Search

WHY CHOOSE US?
› We understand investors – we know how they look at opportunities.
› We understand mixed-use resorts – we understand the synergies to optimise and the problems to avoid.
› We work on your side – we recommend and negotiate what will be the best for you, and often find ourselves acting as your ‘critical friend’ in the development process.
› We work with you – our approach is collaborative so that your project works and you get what you want.
› We do a thorough job – our studies are robust, detailed and well-respected by banks, investors and operators.
› We combine a team of experts – we see the big picture and help you through the stages to deliver it. We also help you create your development team and work closely with master planners.
› We are a highly experienced team – we have worked on some of the world’s most renowned resort projects.

HOW CAN WE HELP YOU?
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Colliers International
Accelerating success.

Investors are not looking for projects to help, they are looking for projects to help them. We can help you to prepare your project so that you are offering real value and get to the top of the pile.
EXAMPLES OF OUR EXPERIENCE

GONIO RESORT DEVELOPMENT, GEORGIA
We were commissioned by the Georgian National Investment Agency to advise on the development of former military land zoned for touristic use. The land near Batumi totals 315 hectares and has a long beach front. We undertook research, concept development, feasibility and business planning work as well as led a professional team including masterplanners. The final scheme included an indoor water park, lagoon, casino, 8000 residential units, 5 hotel/aparthotels, retail and leisure facilities.

QUINTA DA OMBRIA, ALGARVE, PORTUGAL
We analysed the market for this 150-hectare inland golf resort, developed the destination strategy and concept to differentiate it and assessed the financial feasibility for every element including the 5 star hotel, spa, residential and golf. We used the resulting comprehensive business plan in our operator search process and successfully signed Viceroy Hotels and Resorts. We are now in the process of sourcing debt and equity funding for the project.

INTERNATIONAL GOLF RESORT, UK
We provided recommendations and developed a comprehensive business plan for an over 200-hectare resort for high net worth individuals in a prime location. Our work showed the residential, hotel, golf and leisure elements in an international context and demonstrated the market and financial case to banks and other lenders.

QUINTA DO LORDE, MADEIRA
Quinta do Lorde is a new 16-hectare resort development with a 5-star hotel, wellness centre, villas, apartments and a marina. During development we analysed the market and financial feasibility, return on investment and advised on operations for this village-style resort. The resort is now fully operational.

ROYAL WESTMORELAND RESORT, BARBADOS
We undertook a valuation of the ‘fair value’ of the golf and leisure elements of the Royal Westmoreland Resort, an exclusive residential, golf and beach club resort in Barbados. We assisted the sale of the freehold interest to the resort villa owners and club members.

RESORT ACQUISITION REVIEWS, SPAIN & PORTUGAL
We acted for a potential buyer for an Algarve resort. We conducted an acquisition review and supporting due diligence to assist the buyer in setting their pricing. This is a service we have also provided for bidders on other resorts in Spain & Portugal.