Attracting Investment for Resort Development

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.

Our services

Diligent attention to development challenges and comprehensive, defensible 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 & Analysis
- Strategy & Development Advice
- Market & Financial Feasibility Studies
- Bankable Business Plans & Valuations
- Operator Selection & 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 masterplanners.
- 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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Examples of our experience

**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.

The resulting comprehensive business plan is now being used in the operator selection and for sourcing debt and equity funding.

**DANCING GREEN’ RESORT, MOSCOW, RUSSIA**

We carried out due diligence on this 150-hectare resort of upscale holiday villages and made financial and strategic recommendations, almost all of which were adopted.

We were then instrumental in developing the project finance strategy that secured debt commitment from EBRD and brought the client to detailed negotiations with two international private equity funds.

**BUCCANEER COVE RESORT, ANTIGUA**

We provided the market and financial feasibility study for this proposed new resort development of a 5-star hotel, apartments, retail and leisure. Subsequently we undertook the operator search, selection and negotiation for the hotel and have secured Radisson Blu. We are now in the process of raising finance.

**QUINTA DO LORDE, MADEIRA**

This 20-hectare development of a 5-star hotel, spa, villas and apartments, marina, retail and leisure is currently in construction. We analysed the market and financial feasibility, return on investment and advised on operations.

**BEACH RESORTS & BOUTIQUE HOTEL, SIERRA LEONE**

We were engaged to undertake market and financial feasibility studies for the projects and to provide advice on their concepts and development strategy.

We are now working with the developers in relation to the next steps in progressing the projects, including briefing masterplanners, undertaking hotel operator searches and raising finance.

**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.