

## Hotel Specialists

Development

Management

Consulting

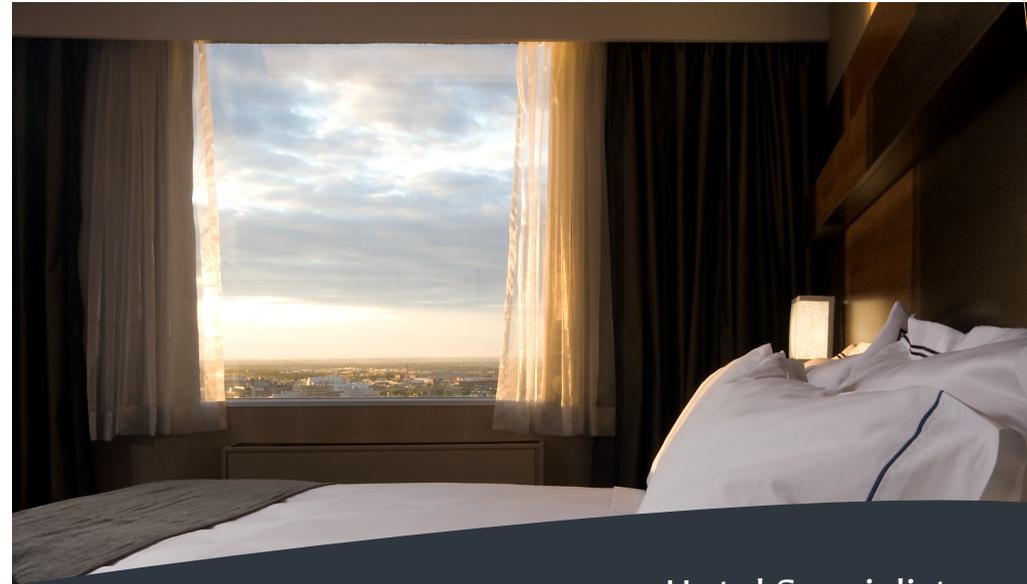
AP2 is proud to have over 30 years experience in Canada's hotel industry. We offer expertise in every aspect of today's dynamic hotel landscape. Whether you are a sole proprietor or a REIT, AP2 can develop and manage the ideal hotel for your target market. We understand what hoteliers want out of a development /management company because we are hoteliers ourselves. From turnkey hotel constructions to business planning and management contracts, AP2's involvement in your hotel will ensure the maximum return on your investment. Your best interest is our only interest.



Suite 204  
162-2025 Corydon Ave  
Winnipeg, Manitoba,  
Canada R3P 0N5  
Ph 204.296.2474  
Fx 204.480.4320  
[www.ap2developments.com](http://www.ap2developments.com)  
ap2developments@me.com



Finalist 2006



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### Chronology of Experience

- 1979- purchased Best Western Winnipeg South; business class hotel, extensive F&B, gaming, complete renovation and reconcepted 1995, sold 2004
- 1982- purchased independent hotel North Winnipeg, converted to Days Inn, leisure hotel, located next door to casino, extensive food and beverage, water park
- 2000- constructed Clarion Winnipeg, retrofit from office building, 5 star full service hotel, extensive F&B, full service day spa, water park, highest Rev Par in Province
- 2004- selected by the province to reconcept and purchase lake resort Northern Manitoba, 5 star, luxury class, world class 18 hole golf, day spa, multiple water parks, 3 restaurants, wellness centre, eco-centre, conferences
- 2005- purchased Radisson Downtown Winnipeg, third tallest tower in the city, full service hotel, conducted extensive renovations- structural and esthetic, tripled NOI in the first year ownership, sold 2008
- 2006- Hotel feasibility study for the City of Selkirk
- 2009- Suburban Extended Stay Hotel Thompson, Manitoba, turnkey business development, management contract
- 2011- Holiday Inn Winnipeg Airport Polo Park Full Service Hotel, reconstruction and management



## Hands on Hotel Experience

30+ years as hotel owners/operators

AP2 Development's principals, Joe, Anthony, and Angelo Paletta have established themselves as reputable hoteliers in Canada. Their hotels are proven top performers in the marketplace, carrying with them AP2's notable signature. From luxury resorts to business class hotels, AP2 offers a broad spectrum of hotel expertise. AP2 understands hotels and has the know-how to develop and execute the appropriate plan for any specific market. Whether you are a sole proprietor or corporation, franchisee or independent, AP2 will enhance your hotel venture and fortify your investment.



### Hotel Development

AP2 specializes in evaluating market demand for accommodations and knows the right type of property suited to ensure you will receive the optimal return on your capital. From water parks to day spas, AP2 has developed every component in the realm of today's competitive hotel environment.

Firsthand experience as general contractors on five major hotel construction projects, distinguishes AP2 as hoteliers with a grasp of the industry far beyond the norm. Whether your project is a new construction, renovation or retrofit, AP2 has the answers.

Developing a hotel concept requires strategic planning and paramount levels of organization. Our feasibility studies and business plans ensure that your venture is headed in the right direction. AP2 can provide all encompassing turnkey hotels. Regardless of what stage your hotel venture is at, it is always the right time to get AP2 involved.



**Hotels - Developed and Managed for Hoteliers by Hoteliers**

### Hotel Management

Operational efficiency is key to AP2's success as Hoteliers. Their signature operating structures and methods have enabled them to produce margins far exceeding industry averages, while maintaining the highest levels of quality



and customer satisfaction. Leading the market with every managed hotel, AP2's resilient performance will be replicated at your property. A management contract with AP2 assures your hotel is working for you. Comprehensive reporting and open lines of communication keeps you, the owner, well informed about your investment and at ease that it is managed with diligent care. AP2 has the right management strategy to suit your hotel's unique situation and environment.



Hotel Management

Turnkey Business Development

Strategic Planning



Business Planning

Project Management

Consulting

