



Pinnacle Hospitality Advisors believes that real success in hospitality management is based on creating shared stakeholder value. Our approach focuses on sustainable growth and profitability that benefits our clients, their customers, employees, communities, and the environment.

By aligning the interests of all shareholders and stakeholders, we create a thriving business model with best practices where your hotel or resort can flourish, providing both financial success and lasting positive impact.

With sixty years of expertise in hospitality management, covering luxury, leisure, niche lifestyle travel, all-inclusive, condo hotels & resorts, asset management, operations, and sales & marketing, Pinnacle Hospitality Advisors instill confidence in our clients, investors, as well as hotel and resort owners.

Our integrated approach adds value by emphasizing efficient planning, risk assessment, and maximizing opportunities for revenue, profitability, and equity valuations. We leverage best practices from decades of experience.

Services

Financial Planning and Budgeting

Assist in developing and managing pre-opening budgets & proformas, including strata budget, year 1 through year 5 operations (including expected staffing guide) & ownership proformas.

Strategic ongoing CAPEX investment guidance (including furniture, fixtures, and equipment (FF& E Planning)

Revenue Management

Implement revenue management strategies to maximize room revenue, occupancy rates, and average daily rate (ADR) through pricing optimization, demand forecasting, and distribution channel management.

Monthly financial, sales and marketing, revenue management, and operational best practices implementation and performance.

Optimization of sales and cost structures.

Operational Planning and Assessments



Develop operational plans, including staffing plan; assist with the selection of the onboarding of general managers, finance and controls & sales and marketing leadership team; identify sales & marketing & accounting/financial reporting solutions; pre-opening marketing strategies, and operational workflows. Identify cost-saving opportunities and implement measures to control expenses while maintaining service quality and guest satisfaction.

Performance and Reporting

Performance analysis and future revenue outlook (sales pace tracking monitored).

Cash ratios, cash flows, and financial position assessment.

Key performance indicator (KPI) analysis and benchmarking.

Implement comprehensive financial analysis and reporting services solutions to hotel and resort owners, including income statements, balance sheets, cash flow statements, and KPI analysis & monitoring for first quarter post opening.

Coordination with Construction and Design Teams

Coordinate with the construction and design teams to ensure operational feedback is taken to help maximize future NOI (net operating income).

Vendor Selection and Contracting

Assist in the selection, contracting, and implementation of vendors, including FF&E suppliers, IT services, and other necessary pre-opening services including PMS (property management system), POS (point of sale), & accounting systems.

Consultation & Contact

Providenciales, Turks and Caicos

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