

Architecture
Hospitality Development
Hospitality Design

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Leon Lauer + Associates
Architects + Consultants



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Contents:



Comfort Inn and Suites, Rawlins, Wyoming, 2006



Hampton Inn, Norfolk, Nebraska, 2004



Holiday Inn Exterior, Beaumont, Texas, 2006

Since ancient times, there has been a hospitality industry. The Inn in Ancient Rome was a *Cataluña*, basically a barn where travelers slept with the livestock. In medieval Europe the Inn grew out of a Tavern, a drinking establishment. Many hotels in England retain taverns to this day. America's sheer size has made overnight travel a familiar necessity ever since the landing of the first Europeans in the 16th century.

The hotel, in the United States, developed along the lines of the Inns of Europe. It often had a tavern, or restaurant, showers, a place to hitch horses, and was often located in the center of a city or town, usually on the main thoroughfare. Hotels often were designed to allow use of the rooms to display wares and to conduct business. Hotels today have restaurants and usually carry meeting or convention facilities.

The motel is a 20th century creation and is largely American. It developed from the advent of the automobile and is designed around it. Motel is derived from words motor hotel. The first motels were simply roadside cottages placed around a parking lot. Today, for reasons of security, motels largely resemble hotels, but are often near interstates, have large parking facilities, and cater largely to families on travel. While motels do not have restaurants, close proximity to one is considered vital.

Both motels and hotels offer housekeeping, television, recreation, beverages, and sundry retail items. Nearly all franchised places offer an unheated breakfast for

the traveler. Simple meeting rooms are becoming a standard for motels, especially in rural areas, which use this space for larger functions such as wedding receptions, etc. With the Internet, modem and wireless connections to every room are becoming a standard item.

In larger markets, motels are including large meeting and convention rooms, with catering services to those groups using them. In areas where gaming is permitted, simple casinos and gaming machines are often employed. In providing these extra amenities, these motels often get repeat customers and do a greater profit.

Franchising is a growing force in the industry. Franchising allows individual ownership of property(s), provided the franchisee follows guidelines on appearance, services, and operations. The franchisee gets to use a major brand name enhancing their sales and survivability in the market. The national brand saves vast amounts of overhead in properties, employees, and materials, all which carry a heavy tax. Nearly all first-market Motels and Hotels carry a franchise label in America today. Many owners today operate a private group of properties, which enables them to use centralized purchasing, billing, and advertising to maintain lower costs.

Hospitality: It's past + present:



Wingate Inn, Kearney, Nebraska, 1997



Best Western, Somerset, Kentucky, 2000



Holiday Inn Express, Ames, Iowa, 2000

Formed in 1972, Leon Lauver & Associates has been active in various projects from residential to commercial. Work includes numerous stages: site location and selection, land development, project analysis, loan package presentation, design, supervision, and project and construction management.

The company presently has a seasoned Architect registered in twenty-one states, an associate architect with over ten years experience with the firm, and a capable staff of drafters. As well as, the cost-effective production of drawings, we make our client's desires a feasible "end product," resulting in the best possible project design.

A full understanding of a proposed project, achieved by working closely with both the Owner and the construction team from the beginning, is vital for successful completion and lower construction and operational costs.

As an optional service, we research a prospective area and give the Owner recommendations for the site. We study future marketability suited to the site location and area economy to begin the process toward achieving the client's vision.

Current Architectural Licenses:

Arizona	Missouri	Texas
Colorado	Nebraska	Wyoming
Florida	New Mexico	
Illinois	New York	
Kansas	Ohio	
Kentucky	South Dakota	
	Tennessee	

Previous Licenses Held: Can Reinstate

Alabama	Michigan	New Jersey
Arkansas	Minnesota	Utah
Louisiana	Montana	Vermont
Maryland	North Carolina	Virginia
Mississippi	Pennsylvania	Wisconsin

Abbreviated List of Project Developments:

The following list is an abbreviated list of the projects for which my firm has performed complete architectural design services, architectural consulting services, and/or supervision of project development, including construction management.

Schools:

Multi-purpose rooms and additions

Recreation Facilities:

Golf courses and roller skating centers

Restaurants:

Individual, and National Chains or Franchises

Commercial:

Shopping centers, retail stores and car care.

Institutions:

Small hospitals and nursing homes

Churches:

Several Denominations

Motels:

Individually owned & local and national chains or franchises

Housing Developments:

HUD Turnkey, FMHA, Apartment complexes, Tract housing, Custom homes and congregate housing.

Office Buildings:

Office complexes

Libraries:

New and remodeled

Land Development:

Land use studies, zoning, platting and land sales.

Feasibility Surveys:

Residential and commercial

Construction Management:

Residential and commercial



Holiday Express, Norfolk, Nebraska, 1997



Comfort Inn, Somerset, Kentucky, 1998



Days Inn, Greeley, Colorado, 1998

Arizona:

Super 8, 43 units, Pinetop, 1997*
 Holiday Inn Express, 60 units, Tombstone, 2003
 Home Town Hampton, 58 units, Sierra Vista, 2006

Arkansas:

Baymont inn and Suites, 88 units, Hot Springs, 2002*

Colorado:

Days Inn, 18 units addition, Montrose, 1993*
 Days Inn, 40 unit, Longmont, 1994*
 Comfort Inn, 51 units, Aurora, 1994*
 Comfort Inn, 95 units, Aurora, 1995
 Super 8 Addition, 20 units, La Junta, 1995
 Econo Lodge, 20 units, Salida, 1996
 Days Inn, 50 units, Greeley, 1997*
 Days Inn, 33 units, Colo. Springs, 1997*
 Microtel, 40 units, Brush, 1999*
 Hampton Inn, 89 units, Craig 2009*

Iowa:

Days Inn, 42 units, Toledo, 1993*
 Park Inn, 49 units, Waterloo, 1994*
 Super 8 Motel, 41 units Red Oak, 1995*
 Ramada Inn, 51 units, Evansdale, 1995
 Days Inn Addition, 23 units, Shenandoah, 1999*
 Canopy, Super 8, Ames, 2000*
 Holiday Inn Express, 74 units Ames, 2000*
 Marriott Fairfield, 67 units, Ankeny, 2002*
 Holiday Inn Express, 90 units, Carter Lake, 2004
 Hampton Inn, 101 units, Waterloo, 2006*
 Motel 6, 40 units, Carter Lake, 2007
 Holiday Inn Express, 78 units, Waterloo IA*, 2007

Kansas

Holiday Inn Express, 81 Units, Topeka, 2009*

Kentucky:

Quality Inn, 45 units, Bowling Green, 1996*
 Comfort Inn, 54 units, Somerset, 1998*
 Best Western, 61 units, Somerset, 2000*
 Best Western, 54 units, Albany, 2001*
 Sleep Inn, 81 units, Shepherdsville KY, 2007*
 Comfort Suites, 73 units, Hopkinsville 2008*

Comfort Suites, 80 units, Bowling Green 2009*

Mississippi:

Ramada Limited, 53 units, Clinton, 2002*

Missouri:

Econo Lodge, 50 units, Carthage, 1987
 Budgetel, 103 units, Columbia, 1987*
 Best Western, 52 units, Belton, 1988
 Rodeway Inn, 66 units, Branson, 1993

Nebraska:

Trails End, 12 units, Beemer, 1964
 Days Inn, 30 units, Nebraska City, 1989*
 Days Inn, 40 units, York, 1992*
 Days Inn, 40 units, Norfolk, 1992*
 Wingate Inn, 85 units, Kearney, 1997
 Holiday Express, 86 units, Norfolk, 1998
 Ramada addition, 11 units, Kearney, 1998*
 Holiday Express, 75 units, Columbus, 1998
 Super 8, 42 units, Gothenburg, 1998*
 Days Inn Addition, 20 units, Kearney, 1999*
 Days Inn Addition, 20 units, North Platte, 1999*
 Pool, Eco-Lux Motel, Norfolk, 1999*
 Days Inn, 52 units, McCook, 1999
 Super 8, 42 units, Tecumseh, 2000*
 Holiday Inn Express, 91 units, Fremont, 2003
 Leadership Center Lodging, Aurora, 2004
 Days Inn, 50 units, West Point, 2006
 Candlewood Suites, 82 units, Omaha, 2008
 Holiday Inn Express, 88 units, Hastings 2007
 Holiday Inn Express, 81 units, Lincoln, 2008*
 Holiday Inn & Convention Center, 90 units Lincoln 2009*
 Hampton Inn, 70 units, Sidney, 2009

New Mexico:

Ramada Limited, 60 units, Gallup, 1999
 Comfort Inn, 50 units, Grants, 2000
 Homewood Suites 62 units, Albuquerque, 2003
 Hampton Inn 63 units, Gallup, 2004
 Holiday Inn Express, 70 units, Bernalillo, 2004
 Holiday Inn Express, Remodel, Gallup, 2005
 Holiday Inn Express, Remodel, Albuquerque, 2004

Stay Bridge, 90 units, Albuquerque, 2007
 Hampton Inn, 60 units, Farmington, 2007
 Hampton Inn & Suites, 88 units, Albuquerque, 2007
 Sleep Inn, 64 Units, Hobbs, 2008
 Comfort Suites, 62 units, Gallup, 2008

New York:

Holiday Inn Express, 77 units, Malone, 2009

North Carolina:

Comfort Inn, 55 units, Franklin, 2001

Ohio:

Holiday Inn Express, 67 Units, Richfield, 2006*

South Dakota:

Microtel, 74 units, Rapid City, 2000

Texas:

Super 8, 42 units, Childress, 2001
 Holiday Inn Façade, Beaumont, 2005

Utah:

Days Inn, 18-units addition, Moab, 1994
 Super 8 Motel, 50 units, Green River, 1994*
 Super 8 Motel, 40 units, Price, 1995*
 Super 8 Motel, 40 units, Monticello, 1996*
 Super 8 Motel, 40 units, Hurricane, 1996*
 Comfort Inn, 50 units, Blanding, 1996
 Archway Inn, 97 units, Moab, 1997
 Days Inn, 40 units, Vernal, 1997
 Motel 6, 40 units, Nephi, 1997
 Days Inn, 46 units, Lehi, 1998
 Luxury Inn, 40 units, Green River, 2001

Wyoming:

Days Inn, 50 units, Cody, 1993*
 Comfort Inn, 54 units, Laramie, 1994*
 Super 8, 48 units, Rock Springs, 1995*
 Hampton Inn, 64 units, Cheyenne, 2002*
 Comfort Inn & Suites, 65 units, Rawlins, 2006

Pending:

Holiday Inn Express: Fenton, Michigan, 80 Units
 Hampton Inn, 64 Units, Burlington, Colorado, 64 units
 Holiday Inn Express: Indianola, Iowa, 64 units

* Provided Construction Management services



Urgent Care Center, Norfolk, Nebraska 2003



Midwest Health Partners, Norfolk, Nebraska, 1998

Car Care

- Auto Mall, Belton, Missouri, 1988
- Jimmy's Super Quick, Norfolk, Nebraska, 1989
- Magic Wash of Yankton, Yankton, SD, 1989
- Magic Wash of Papillion, Papillion, Nebraska, 1989
- Auto Care Mall, Raytown, Missouri, 1991
- Auto Care Mall, Lee's Summit, Missouri, 1991
- Jay's Collision Center, Norfolk, Nebraska, 1999
- Super wash, Norfolk, Nebraska, 2000
- Car Care, Boardman, Ohio, 2000
- Prime Wash, Wisner Nebraska, 2003

Shopping Centers:

- Sunset Plaza Shopping Center, Norfolk, Nebraska, 1968
- Hy-Vee Supermarket, Norfolk, Nebraska, 1984
- Remodel 30 Center Mall, Columbus, Nebraska, 2003
- Taylor Plaza, Norfolk, Nebraska, 2004

Office Buildings:

- S.C. Johnson & Sons, Racine, Wisconsin, 1971
- Banco Mortgage, Waterloo, Iowa, 1975
- John Deere Credit Union, Waterloo, Iowa, 1981
- Globe Realty, Waterloo, Iowa, 1981
- Hurst Law Office, Hot Springs, Arkansas, 2004

Golf Courses:

- 18 Hole Course & Clubhouse, Beemer, Nebraska, 1963
- 9 Hole Course & Clubhouse, Ashland, Nebraska, 1964
- 9 Hole Course & Clubhouse, Central City, Nebraska, 1965
- 9 Hole Course & Clubhouse, Friend, Nebraska, 1965

Retail Stores:

- Persons Sport Shop, Columbus, Nebraska, 1962
- Blue Bird Ladies Wear, Columbus, Nebraska, 1967
- Blue Bird Ladies Wear, Norfolk, Nebraska, 1968
- Fabric Shop, Norfolk, Nebraska, 1969
- Discoveries Craft Store, Longmont, Colorado, 1990
- Discoveries Craft Store, Colorado Springs, Colorado, 1990
- Discoveries Craft Store, Aurora, Colorado, 1990
- Discoveries Craft Store, Burnsville, Minnesota, 1990
- Discoveries Craft Store, Eagan, Minnesota, 1990
- Discoveries Craft Store, Bellingham, Washington, 1991
- Discoveries Craft Store, Burlington, Washington, 1991

- Squire shop, Overland Park, Kansas, 1991
- Hunters for Men, Lewisville, Texas, 1991
- Kids Xpress, Overland Park, Kansas, 1991
- Kids Xpress, Modesto, California, 1991
- Kids Xpress, Eau Claire, Wisconsin, 1991
- Barefoot Iguana, Lewisville, Texas, 1991
- Barefoot Iguana, Overland Park, Kansas, 1991
- Aussie Outback, Modesto, California, 1991
- Aussie Outback, Eau Claire, Wisconsin, 1991
- Elec. Fixture & Supply Outlet Store, Omaha, Nebraska, 2000
- Truck Plaza, West Point, Nebraska, 2006

Hospitals, Nursing Homes and Clinics:

- Genoa Comm. Hospital, (25 Bed), Genoa, Nebr. 1964
- St. Joseph's Hospital, (25 Bed), Osmond, Nebr. 1964
- Valley View Lodge, (100 Bed), Norfolk, Nebraska, 1965
- YMCA, Columbus, Nebraska, 1964
- Midwest Health Partners, Norfolk, Nebraska, 1997
- Physical Therapy Clinic, Columbus, Nebraska, 1998
- Urgent Care Center, Norfolk, Nebraska, 2003
- Smith Dental Clinic, Norfolk, Nebraska, 2004

Extended Stay & Assisted Living:

- Assisted Living, 30 units Mt. Pleasant, Iowa, 1999

Restaurants:

- Husker House, Columbus, Nebraska, 1962
- Kings Food Hosts, Norfolk, Nebraska, 1964
- Lincoln Hotel, Central City, Nebraska, 1964
- China Gate, Norfolk, Nebraska, 1983
- Doc & Eddy's, Norfolk, Nebraska, 1986
- Doc & Eddy's, Columbia, Missouri, 1987
- Country Kitchen, Belton, Missouri, 1988
- Little King Deli, Seville on the Plaza, K. City, Missouri, 1992
- Little King Deli, Ward Park, Kansas City, Missouri, 1992
- Little King Deli, Cripple Creek, Colorado, 1992
- Little King Deli, Alexandria, Virginia, 1992
- Little King Deli, Columbus, Nebraska, 1993
- Little King Deli, Hawthorne, California, 1993
- Taco Bell, Norfolk, Nebraska, 1999
- Subway, Madison, Nebraska, 2003
- Subway, Tekamah, Nebraska, 2003
- Highland Hills Golf Course Eatery, Greeley, Colorado, 2003

Roller Skating Rinks:

- Skate Country, Rochester, Minnesota, 1972
- Skate Country, Cedar Rapids, Iowa, 1972
- Skate Country, Des Moines, Iowa, 1973
- Skate Country, Dubuque, Iowa, 1973
- Roll-R-Way, Virginia Beach, Virginia, 1973
- Aloha North, Spanish Lake, Missouri, 1974
- Skate City, Pasadena, Maryland, 1974
- Roller World, Tempe, Arizona, 1974
- West Allis Roller, West Allis, Wisconsin, 1975
- Skate Country, New Orleans, Louisiana, 1975
- Quincy Roller Skating, Quincy, Illinois, 1976

Retail and Commercial Projects:



Norfolk Family Dental, Norfolk, Nebraska, 2006



St Teresa of Avila, Clearwater, Nebraska, 1990

Churches:

United Methodist Addition, Lincoln, Nebraska, 1961
 Redeemer Baptist, Columbus, Nebraska, 1963
 St. Anthony's, Columbus, Nebraska, 1964
 United Methodist, Bellwood, Nebraska, 1965
 St. Mary's Convent + Rectory, Osmond, Nebraska, 1968
 St. John's Lutheran, Stanton, Nebraska, 1969
 Sunnyside Complex, Waterloo, Iowa, 1974
 First Baptist, Cedar Falls, Iowa, 1975
 First Church of Nazarene, Cedar Falls, Iowa, 1976
 Sunnyside Temple Addition, Waterloo, Iowa, 1977
 Northern Heights Baptist Church, Norfolk, Nebraska, 1986
 First Baptist, Norfolk, Nebraska, 1989
 St. Teresa of Avila, Clearwater, Nebraska, 1990

Schools:

Classrooms and multi-purpose rooms:

Battle Creek Elementary,
 Battle Creek, Nebraska, 1962
 Bellwood Elementary, Bellwood, Nebraska, 1963
 District 82, Platte County, Nebraska, 1963
 Waco School Shop Building, Waco, Nebraska, 1964
 Plainview Elementary, Plainview, Nebraska, 1965
 Gym and Classroom, Clearwater, Nebraska, 1966
 SE Iowa Community College, Burlington, Iowa, 1971
 Washington School, Muscatine, Iowa, 1972
 District 37, Madison County, Nebraska, 1998

Additions:

St. Paul Lutheran School Addition,
 Norfolk, Nebraska, 1964
 North Park Addition, Columbus, Nebraska, 1965

Libraries:

Addition, Columbus, Nebraska, 1962
 Remodel & Addition, Cozad, Nebraska, 1965
 City of Muscatine, Stanley Consultants,
 Muscatine, Iowa, 1971

Residential:

HUD Turn-Key:

Elderly Housing, Waterloo, Iowa, 1976
 Horizon Towers, Cedar Falls, Iowa, 1980
 Mount Carmel Housing, Waterloo, Iowa, 1982

FMHA:

Low Income, Village Builders, Jesup, Iowa, 1975
 Low Income, Dave Droste, Denver, Iowa, 1976
 Elderly Housing, Dave Droste, Lincoln, Iowa, 1977
 Elderly Housing, Blairstown, Iowa, 1978

Apartment Complexes:

Duplexes, Cedar Falls & Waterloo, Iowa, 1975
 Maple Hurst, Waterloo, Iowa, 1975
 Timber Cove, Cedar Falls, Iowa, 1975
 Willow Hurst, Cedar Falls, Iowa, 1976
 12 Plex, Ed Gallagher, Waterloo, Iowa, 1977
 8 Plex, Jack Beck, Waterloo, Iowa, 1978
 12 Plex, Village Green, Norfolk, Nebraska, 1990
 12- Plex, Timm, Nebraska + Colorado, 1996-1998
 6-Plex Development, Kearney, Nebraska, 2002

Tract Housing:

3 Bedroom Houses, Cedar Falls, Iowa, 1976
 Component Housing, United Dwelling, 1976-1978
 Congregate Housing, Runkle Realty,
 Spirit Lake, Iowa, 1994

Custom Homes:

Ranges form \$50,000.00 to \$250,000.00, 1961-1993

Condominiums:

Sun Bay Condos, Hot Springs Arkansas, 2003
 Pointe condos, Hot Springs, Arkansas, 2004
 Moonlight Villas, Hot Springs Arkansas, 2004
 Sandy Point Condominiums Harpers Ferry, IA 200

Commercial Buildings:

Norfolk Truck, Norfolk, Nebraska, 2002
 NAPA Auto Parts, Norfolk, Nebraska, 2002
 Polaris Sales, Norfolk, Nebraska, 2003
 Kelly Supply, Norfolk, Nebraska, 2003
 Dollar Store, Gordon, Nebraska, 2005
 Dollar Store, Neligh, Nebraska, 2005
 Affiliated Midwest Store, Coleridge Nebraska, 2005
 Commercial Stripmall Norfolk, NE 2002-2006
 Dentist Office Norfolk, NE 2005
 Real Estate Offices Norfolk, NE 2007



Holiday Inn Express, Omaha-Carter Lake, 2004



Comfort Inn Franklin North Carolina 2002

Zoning and Platting:

Sunset Plaza Shopping Center, 30 acres, Norfolk, Nebraska, 1963
 Sherwood Acres, 20 acres, (12 Residential) Denver, Iowa, 1976
 Nottingham Estates, 30 acres (20 Residential) Denver, Iowa, 1977
 Multi-family, 16 acre Subdivision, Waterloo, Iowa, 1978
 80 Acre Subdivision, residential and commercial, Waterloo, Iowa, 1978
 Commonwealth Second Addition, Commercial, Norfolk, Nebraska, 1984
 Elkhorn Valley Estates, 21 Mobile Home Lots, Norfolk, Nebraska, 1985
 Carthage Land Development, 5 Commercial, Carthage, Missouri, 1986
 Colonial Plaza PUD, Norfolk, Nebraska, 1987
 Belton Land Development, 5 Commercial, Belton, Missouri 1987
 Lot Split, Muscatine, Iowa, 1993
 Gothenburg Addition #3, 1998

Land Sales:

Wal-Mart, 6.4 acres, Norfolk, Nebraska, 1984
 Market Square, Hy-Vee, Norfolk, Nebraska, 1984
 Lamco, Norfolk, Nebraska, 1985
 Market Square, Commercial State Bank, Hoskins, Nebraska, 1985
 Econo Lodge Motel, Carthage, Missouri -1986
 Convenience Store, Fortner Oil, Carthage, Missouri, 1986
 Lube Center and Auto Mall, Belton, Missouri, 1987
 Country Kitchen Restaurant, Belton, Missouri, 1987

Magic Wash of Yankton,

Yankton, South Dakota, 1988
 Magic Wash of Papillion, Papillion, Nebraska, 1988
 Best Western Motel, Belton, Missouri 1989
 Days Inn, Nebraska City, Nebraska, 1989
 Days Inn, acre tract, Norfolk, Nebraska, 1992
 Pony Express Plaza, Gothenburg, Nebraska, 1997
 Western Staab - Pizza Hut and restaurant
 C-Store, Dean Goad, Gothenburg, Nebraska
 Super 8 Motel, Gothenburg, Nebraska

Feasibility surveys:

Community Betterment, Sunset Plaza, Norfolk, Nebraska, 1964
 Nursing Home, Dr. Verges, Norfolk, Nebraska, 1964
 Shopping Center, William Frank, Scottsbluff, Nebraska, 1967
 Shopping Center, Lincoln, Nebraska, 1967
 Shopping Center, Grand Island, Nebraska, 1968
 Skate Country, New Orleans, Louisiana, 1975
 Terrex, Inc., Apartment Development, Waterloo, Iowa, 1976
 L.T. Enterprises, Acreage, Residential, Denver, Iowa 1978
 Centennial Creators, Inc., Lake Resort, Marshalltown, Iowa, 1978
 Econo Lodge Motel, Norfolk, Nebraska, 1983
 Econo Lodge Motel, Carthage, Missouri, 1986
 Econo Lodge Motel, Nebraska City, Nebraska, 1986
 Doc & Eddy's Restaurant, Columbus, Missouri, 1986
 Traveler's Choice Motel, Columbia, Missouri, 1986
 Land Use Study, Gary Evans, Columbia, Missouri -1986
 Auto Care Facility, Belton, Missouri, 1986
 Restaurant, CDI, Inc., Belton, Missouri, 1987
 Motel, Rock Valley Development, Rock Valley, Iowa, 1988
 Motel & Convention Center, Grand Island, Nebraska 1988

Car Wash, State of the Art, Yankton, South Dakota, 1988
 Car Wash, State of the Art, Papillion, Nebraska, 1988
 Motel, Days Inn, Piyush Patel, Norfolk, Nebraska, 1992
 Motel, Days Inn, Piyush Patel, Cody, Wyoming, 1993
 Motel, Piyush Patel, Olathe, Kansas, 1993
 Motel, Days Inn, Piyush Patel, Muscatine, Iowa, 1993
 Motel, Super 8, Piyush Patel, Payson, Arizona, 1996
 Motel, Hampton Inn, Piyush Patel, Cheyenne, Wyoming, 1997
 Motel, PLC, Inc., Gothenburg, Nebraska, 1998
 Motel, PLC, Inc., Carter Lake, Iowa, 1998-1999
 Motel, Microtel, Piyush Patel, Brush, Colorado, 1998
 Program Study, Fellowship Hall, United Church of Christ, Plainview, Nebraska, 1999
 Motel Survey, Ypsilanti, Michigan, 1999
 Wingate Study, Grand Junction, Colorado, 2000
 Motel Survey, Ardmore, Oklahoma, 2000
 Motel Survey, Cape Fear, North Carolina, 2000
 St. Edward's Catholic Church, St. Edward, Nebraska, 2000
 Fairfield Inn Survey, Ankeny, Iowa, 2000
 AmeriSuites, Hot Springs, Arkansas, 2001
 AmeriSuites, Chattanooga, Tennessee, 2001
 AmeriSuites, Edwardsville, Kansas, 2001
 Pizza Hut, Gothenburg, Nebraska



Hampton Inn Gallup, 2005



Hampton Inn and Suites, Albuquerque, 2006



Hampton Inn and Suites, Waterloo, Iowa, 2006

Construction Management:

Maple Hurst Apartments, Arvin Budlong, Waterloo, Iowa, 1975
 Timber Cove Apartments, Merrill Oster, Cedar Falls, Iowa, 1975
 8-Plex, Village Builders, Waterloo, Iowa, 1975
 Willow Hurst Apartments, Terrex, Cedar Falls, Iowa, 1976
 12-Plex, Ed Gallagher, Waterloo, Iowa, 1976
 8-Plex, Recreation Construction, Waterloo, Iowa, 1976
 7-Plex, Jack Beck, Waterloo, Iowa, 1977
 Road and Service, Sherwood Acres, Denver, Iowa, 1977
 Road and Service, Nottingham Estates, Denver, IA, 1978
 Street, Water and Sewer, Homestead Corp., Waterloo, Iowa 1978 Hampton Inn Waterloo IA 2007
 China Gate Restaurant, George Chue, Norfolk, Nebraska, 1983
 Street, Water and Sewer, Elkhorn Valley Estates, Norfolk, NE, 1985
 Holiday Inn Express Lincoln NE 2007
 Lake Fill, Commonwealth Development, Norfolk, NE, 1986
 Holiday Inn Express, S.Lincoln NE 2007
 Water & Sewer, Belton Land Development, Belton, Missouri, 1987
 Discoveries Cards & Gift Stores, MN, CO., & CA., 1989, 1990
 Baymont Inn & Suites, Hot Springs, AR, 2002
 Sleep Inn Shepherdsville KY 2007,
 Comfort Suites Bowling Green and Hopkinsville KY 2007,
 Sleep Inn Hobbs NM 2007
 Holiday Inn Express Waterloo IA 2007,
 Holiday Inn Express Topeka KS 2007
 Various motels 1988 - present
 (see Motels/Hotels)

Land Development:

Sunset Plaza, 30 acres, Norfolk, Nebraska, 1963
 Earl May Store, Center Drive, Norfolk, Nebraska, 1963
 King's Food Host, Norfolk, Nebraska, 1963
 Multi Family, 7 lots, 1978
 Sherwood Acres, residential site, 1976-1977
 Nottingham Estate, residential site, 1978
 Commonwealth, 2nd addition, 4 lots, 1984
 Elkhorn Valley Estates, mobile lot, 1985
 Belton land, 4 acres, 4 lots, 1985
 Carthage, Missouri, 4 lots, 1987
 Holiday Express, Norfolk, Nebraska, 3 lots, 1997
 Pony Express Plaza, Gothenburg, Nebraska, 6 lots, 1998
 Abbott Drive Plaza, 5 Lots, Carter Lake, Iowa, 1999
 Fleschli Business Park, 8 Lots, Cheyenne, Wyoming, 1999
 Abbott Plaza, Carter Lake, Iowa, 2002
 Commercial Building

Projects under Consideration:

Abbott Drive Plaza, Omaha-Carter Lake, Nebraska, 2002
 Residential Development, Norfolk, NE
 Four acre downtown Development Norfolk, NE
 Four acre Development Topeka, KS



Hampton Inn and Suites, Gallup, 2006



Eco-Lux, Addition
Norfolk, Nebraska, 1999



Archway Inn, Moab, Utah, 1997

Fred Otten, President

Elkhorn Valley Bank & Trust
800 West Benjamin Ave
Norfolk, Nebraska 68701
(402) 371-0722

John Munn, Loan Officer

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529 Lincoln Avenue
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Terrance Geiger

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Leon, Iowa 50144
(515) 446-4841

Scott Simonson

Business Loan Express
3710 Rue Mignon
New Orleans, Louisiana 70131
(504) 392-1496

Robert Keymetian

CIT Small Business Lending
650 CIT Drive
Livingston, New Jersey 07039

Sam Patel, Owner

6605 Tesoro Pl.
Albuquerque, NM 87113
(505)797-9347

Allen Casey, Owner

River City Resorts
400 Manufacturers Rd
Chattanooga, Tennessee, 37405
(423) 266-0804

Tushar Patel, Owner

Days Inn
2467 West 29th St
Greeley, Colorado 80631
(970) 330-6380

Younes Paul, Owner

110 second Ave
PO Box 1925
Kearney NE 68848
phone: 308-237-5971

Kirti Trivedi, Owner

PO BOX 22910
Lincoln, NE 68542
ph 402-432-4863

Piyush ("Pete") Patel, Owner

Motel Owner
Stage Coach & Days Inn
Cheyenne, Wyoming 82009
(307) 634-4495

Jagmohan G Desai M.D., Owner

HC 80 Box 101
Springview, NE 68778
402-497-4214

John Kalish /Developer

PO Box 1012
Rutland, VT 05701
(802) 775-2275

James Carr

Client Condos
11256 Thomaston Pl.
Jacksonville, Florida 32257
(904) 292-3292

Ken Wilhelm, Realtor

Hospitality Development
108 E. Green Meadows Road
Columbia, Missouri 65203
573-443-3012

Val Martin, Realtor

1400 Blackhawk Street
Waterloo, Iowa 50702
(319) 235-6553

Tom Krotky / Client Condos

123 Lake Pointe Cove
(501) 525-7346
7207 Tumbleweed Drive
Hot Springs, Arkansas 71913

Tom Butcher

Mid Am Construction
720 Sexton Road
Columbia, Missouri 65203
(314) 442-7753

Don Kelpin

Regency Inns Management
Sioux Falls, South Dakota 57102
(605) 334-2958
(973) 422-6018

Harry Parmar, Owner

924 Wing Tip Circle
Hopkinsville KY 42240

Sunny Bhanot, Owner

1563 Silver Ranch Lane
San Jose CA 95132
(408) 390-6056

Corporate References:



Ramada Limited, Gallup, N.M., 1999



Holiday Inn Express, Hastings, Nebraska, 2007

Objective: Informational

Current Home Address:

2802 Westview Dr
Norfolk, Nebraska 68701

1.402.371.4845: Home
1.402.371.3333: Office
1.402.750.0237: Cell

Education:

1950: Graduated, Norfolk, Senior High School, Norfolk, Nebraska

1950-1951: Attended Wayne State College, Wayne, Nebraska

1951-1953: Attended the University of Nebraska, Lincoln, Nebraska

1953-1955: Served in the 16th Armored Engineer Regiment, Fort Hood, Texas, United States Army

1955-1957: University of Nebraska

1958: Bachelor of Architecture University of Nebraska

Experience:

1958-1963: Apprenticed Under Emile J. Christiansen, Columbus Nebraska

1963: Became a registered Architect

1963 -1969 Associate Architect Columbus, Nebraska

1969-1972: Architect/department head, Stanley consultants, Muscatine, Iowa

1971: Received NCARB certification

1972-1975: Architect/Construction Manager, Wendell Lockard Construction, Waterloo, Iowa

1976-1982: President, Leon K. Lauver + Associates, Design/Construction Management, Waterloo, Iowa

1982-Present: President, Leon K. Lauver & Associates, Design/Construction Management, Norfolk, Nebraska

Construction Management:

1972-1976: 11 Roller Skating Centers in Minnesota, Iowa, Virginia, Missouri, Maryland, Arizona, Wisconsin, Colorado, Louisiana, and Illinois

1975-1978: 7 Apartment complexes In Waterloo, Iowa

1987-Present: 80 Motels located in Missouri, Iowa, Nebraska, Utah, Colorado, Arizona, New Mexico, Wyoming, Kentucky, Texas, Ohio, Kansas and Arkansas

2003-Present: Condominiums located in Arkansas and Iowa

2004: Law Office located in Arkansas



Telebeep Plaza, Norfolk, Nebraska, 2007



Staybridge suites, Albuquerque, New Mexico

Banking References:

Fred Otten, President
Elkhorn Valley Bank
800 West Benjamin Ave.
Norfolk, Nebraska 68701
(402) 371-0722

John Munn, Loan Officer
1st National Bank of York
529 Lincoln Ave.
York, Nebraska 68467
(402) 543-4856

Kenneth Ramsey, Chairman
Monticello Banking Company
475 East Highway 80
Somerset, Kentucky, 42501
(606) 451-0338

Terrance Gieger
Citizens Bank
111 North Main St
Leon, Iowa 50144
(515) 446-4841

Matt Williams, President
Gothenburg State Bank & Trust
900 Lake Ave.
Gothenburg, Nebraska
(308) 587-7181

Owner References

Piyush Patel
7207 Tumbleweed Drive
Cheyenne, Wyoming 82009
(307) 638-1824

Paul Younes
110 Second Ave.
Kearney, Nebraska 68848
(308) 237-5971

Tushar Patel
2467 West 29th St.
Greeley, CO 80631
(970) 330-6380

Jim Soma
118 Burkesville Road
Albany, Kentucky 42602
(606) 387-7457

Samir Patel
6605 Tesoro Place
Albuquerque, New Mexico 87113
(505) 379-8033

Arvind Patel
82 Jolin Drive
Somerset Kentucky 42503
(606) 271-2217

Prakash Sundaram
6100 Iliff Road
Albuquerque, New Mexico 871121
(505) 831-4200

Associates References:

Val Martin
Realtor
1400 Blackhawk Street
Waterloo, Iowa 50702
(319) 235-6553

Ken Wilhelm
Hospitality Development
108 E. Green Meadows
Columbia Missouri 65203
(573) 443-3012

Tom Butcher
Mid Am Construction
720 Sexton Road
Columbia, Missouri 65203
(314) 442-7753

Robert Keymetian
CIT Small Business Lending
650 CIT Drive
Livingston, NJ 07039
(973) 422-6018

Kim Mason
Middle GA Textiles & Furnishings, Co.
3076 W. Stanford Drive
Englewood, Colorado 80110
(800) 446-2696

Don Kelpin
Regency Inns Management
Sioux Falls, South Dakota 57102
(605) 334-2958

Scott Simonson, Loan Officer
Business Loan Express
3710 Rue Mignon
New Orleans, LA 70131
(504) 392-1496

Chuck Jaeger
Sellar Mortgage Company
2323 21st Ave. So., Suite 400
Nashville, Tennessee 37212
(615) 777-5626

Personal References:



Baymont Inn & Suites, Hot Springs, Arkansas, 2002 Holiday Express, Columbus, Nebraska, 1998, 2006

It is essential to produce a key plan of development for a facility. Our companies can provide the management of such a project, from the initial planning and development to the construction and “turn-key” completion. Following is a brief outline of each company, including standard and optional services offered, and a brief resume and references.

Leon K. Lauver & Associates will produce quality designs for your motel to be built by others; however, collaborating with a separate associated construction management company, PLC Inc., we have developed a design-build operation that has provided further benefit to the client.

This operation has designed more than twenty motels projects in just the last seven years. Located in Nebraska, Colorado, Kentucky, Arizona, New Mexico, Iowa, Ohio and Wyoming these projects have included franchise motels such as Holiday Inn Express, Ramada Inn, Days Inn, Hampton Inn, Wingate Inn, Microtel, Super 8, Fairfield Inn, and Comfort Inn. Together, we determine the most suitable franchise and size of motel, as well as, assist the new Owner with everything from finding financing to furnishing the motel!

As an option, Leon K. Lauver & Associates will provide construction management services independently.

We offer architectural services for an hourly rate, fixed fee, or a percentage of project **construction**. The following schedule is for plans and specifications, as well as, services through acquiring a building permit, correction to plans and specifications as required by Plan Review, and required franchise revisions (after submission); the room fee includes the lobby, breakfast counter, registration area, vending area and apartment (if required, the apartment is counted as three rooms).

The following schedule is for plans and specifications, as well as, services through acquiring a building permit, correction to plans and specifications as required by Plan Review, and required franchise revisions (after submission); the room fee includes the lobby, breakfast counter, registration area, vending area and apartment (if required, the apartment is counted as three rooms).

If the State or City requires separate Engineering stamps, such as State licensed Electrical Engineer or Mechanical Engineer, cost will have to be renegotiated at time of request.

Architectural scope:

I have found in many proposed hotel projects the client has the desire to build but needs a program to proceed. Projects that lack programs often do not come to fruition or have late-term forced changes, both with great cost to the client. To counter this, we propose the following services, for a small fee.

- Leon K. Lauver
President, Leon Lauver & Associates



Hampton Inn, Cheyenne, Wyoming, 2002

Site Selection:

Starr report:

This report is important to determine competitive rates for a room in a specified area. It lists a minimum of three motels and does not include older, second market properties. It is a must for any owner going into the new area. It costs 300 dollars and is not included in the survey package. We require an additional 400 dollars for an explanation summary.

Once we have the Starr report, we can review the following:

1. Site use limits.

- *Governmental jurisdiction.* Environment, zoning, landscaping, water retention, etc.
- *Parking.* Lot sizes, drive widths, etc.
- *Building.* Height and floor limits, floor to area ratios.

2. Site characteristics.

- *Utilities.* Water, Sewer, drainage, telephone, power, gas, cable, etc.
- *Lay of the land.* Does site need large amounts of cut and fill?
- *Demolition.* Does site require demolition?

3. Zoning

- Site should be zoned suitable for motels
- Applicable building code
- Sign regulations
- Site setbacks: front side and rear
- Other special requirements

4. Building safety (by fire marshal)

- Building separation and accessibility by fire personnel
- Need for additional fire hydrants
- Requirement for fire walls, fire stops and draft stops

The price for site selection is \$750.00, which may be reduced if others complete some of the above items. We do require reimbursement for travel, lodging, meals, and other expenses.

Franchise selection:

In reviewing the franchises we have designed for, we can give you valuable information on what brand would be best for your area and estimate the cost per room.

The actual contact with the franchise is your responsibility, but we can get you in touch with their representatives and review their requirements.

We will provide you with a preliminary site plan showing motel and parking lot size within city & franchise requirements. We also include a projected construction budget.

Cost for this service is also \$750.00. These two items and the Starr report should enable you to obtain a construction loan in most cases. If your project proceeds and we are retained, we will deduct these amounts from our architectural service fees.

Surveying and appraisal:

We have partner firms who we can recommend to complete a motel survey, which may be required for financing, and also provide you with MAI appraisal for your financing institution.

Motel Operation Consultants

For the first-time owner, we can recommend an operating consultant, which may be a requirement to secure a term financing loan.

Motel Financing:

We can recommend various institutions that can provide financing for your motel project

Additional research:

For a fee, we can research and publish profiles, preliminary studies, and other articles concerning the community you wish to build in. Such studies have been helpful in the past. We do ask for a percentage down, and we can negotiate the price to fit the need. If you are interested, contact us.

Understanding your site is important. All too often the client is lead to believe a mere exchange of borders will suffice to build a hotel. In most cases where we have seen this activity, there were costly change orders needed for site and zoning related errors. We believe good relations with the community not only are good citizenship, but will save you money.

Preliminary services:



Homewood Suites, Albuquerque, New Mexico, 2004



Microtel, Brush, Colorado, 2000



Holiday Inn Express, Bernalillo New Mexico, 2004

Standard Fee:

*Motels less than 40 units will be quoted per individual project

*Motel and additions for 40-65 units, a fee of Six Hundred Fifty Dollars (\$650.00) per units-does not include amenities of pool, spa, meeting room-add Seventy Five Dollars (\$75.00) per room if franchise requires a proto type

*Motels above 65 units, a fee of Seven Hundred Fifty Dollars (\$750.00) per units-which will includes two bay meeting room, breakfast & prep area-add Fifty Dollars (\$50.00) per room if franchise requires a proto type

*Upgrade motels, a fee of Nine Hundred Dollars (\$900.00) per units-which includes breakfast & prep area, two bay meeting room. All hotel prototypes will be analyzed in regard to area and local requirements for cost per room.

*Extended Stay Units, a fee will be Eight Hundred Dollars (\$800.00) per units including all amenities except a swimming pool

#NOTE: All motels in states requiring separate licensed engineers for structural, mechanical, &/or electrical will require an additional fee of Two Hundred Dollars (\$200.00) per units

Option I.

Special Units

1. Apartment is counted as three rooms. Many brands do not allow this type of arrangement. Check with your franchise.
2. Suites: Basic fee of Six Hundred Dollars (\$600.00) per suite.

Option II.

Indoor Swimming Pool & Spa

- a. Service facilities - Equipment room, restroom, etc.
- b. Wall and ceiling treatment.
- c. Floor treatment.
- d. Heating, cooling and dehumidification.

Basic Fee: Three Thousand (\$3,000.00)

Option III.

Indoor Spa - No Pool

- a. Wall Treatment
- b. Floor Treatment
- c. Restroom and equipment room

Basic fee: Two Thousand (\$2,000.00)

Option IV.

Meeting Room and Coffee Bar

Basic fee: One Bay - Seven Hundred Dollars (\$700.00)

Basic fee: Two Bays - One Thousand two Hundred Dollars (\$1200.00)

Basic fee: Over Two Bays with dividing partition walls- Seven Hundred Dollars (\$700.00) per bay
Basic Fee: Three Bays - One Thousand Dollars (\$1,000.00)

Option V. Exercise Room

Basic Fee: Seven Hundred fifty Dollars. (\$750.00)

Option VI. Site Plan

Includes existing Topographic survey

(as furnished by Owner's Surveyor), utility locations, paving and parking, equipment and all requirements of Local and City authorities except landscaping plan, site drainage requirements and water detention area.

Basic fee:

1. 40 to 65 rooms - Two Thousand Five Hundred (\$2,500.00)
2. Above 65 rooms - Three Thousand Five Hundred (\$4,500.00)

#NOTE: this option does not include civil engineer if required by City

Option VII. Multi-Storied Buildings

1. For four stories: add Fifty Dollars (\$50.00) per room
2. Over Four floors: add One Hundred Dollars (\$100.00) per room

*If Structural, Mechanical, or Electrical are not provided by Architect, deduct \$50 per room per each Engineering service not provided by others

Option VIII. Remodel

Fee is based on a review of work to be completed

Architectural services:



Hampton Inn, Sierra Vista, Arizona, 2007



Days Inn Cody, Wyoming, 1993

Optional Services

In addition to our standard services, the firm can furnish the following additional services, at the customized option of the client. Outlined below is a brief breakdown of our optional services. Upon request, a list of additional details and fees involved is sent to you.

Option I.

Provide A Feasibility Report:

We analyze the area, the market, and the income of a given project and recommend the perimeters of said project.

Option II.

Provide Land Development Consulting:

We provide preliminary design of overall land development, and suggest the best use of the land that will return the most revenue to the client and/or developer. Site location - to analyze the site in regard to utilities, local government regulations, grading, and review soil analysis (by others at Owner's expense) and recommend procedures.

Option III.

Provide Site Selection:

We provide the particular aspects of developing certain key locations for a given project. Set up preliminary construction and project budget.

Option IV.

Provide Project Budget Analysis:

We provide an estimated budget of project cost. This preliminary budget can then be used to detail a project to meet the needs of the area market and the Owner's desires for the project, creating in turn, a working plan of development for the construction management team, submit plans for Building Permit and make changes as required by Governing Authorities

Option V.

Provide Financial & Loan Diagnosis Consulting:

We provide loan prognosis of a project and assist with the procedures and paperwork involved with procuring low interest loans and SBA programs for the project.

Option VI.

Provide Contractual Services:

We provide bid-letting services and, when final bid is reviewed and approved by the Owner, we will draw up the subcontracts with the Construction Manager or General Contractor for the project.

Option VII.

Provide Supervision of Construction Manager:

a. Job Supervision - provide additional supervision, through site inspections of the various stages of construction, by working hand in hand with our Construction Manager to insure a completed project within the accepted budget.

b. Review monthly pay requests and approve or disapprove. Usually a nominal fee.

c. Handle all change orders, shop drawings and Contractor submittals. Usually on a time and expense basis.

d. A fixed amount can be established for Job Supervision, Pay Request Review, Processing Change Orders, and Shop Drawings.

This may reduce to monthly visits if preferred by the Owner - in some cases this may be omitted.

Option VIII.

Provide Operational Consulting Service

We can provide a consulting service to the client after completion of project of the management and operations of the establishment, including financing.

Option IX.

Provide A Project Development Package:

This package is limited to certain aspects of the above outline. It is offered as a complete option through our experience in the development and construction of completed projects.

Site & Project Review:

Many communities are requiring an extensive project study before plans can be drawn. If this requirement exists, the cost of preliminaries will be quoted on an individual project basis.

The fees for the landscaping plan, site drainage, and water detention area shall be quoted on an individual

Management services:



Comfort Inn, Grants, New Mexico, 2000



Super 8, Gothenburg, Nebraska, 1998

basis. Special requirements, such as, Building and Site Approval by a governing group will require a separate fee.

Special grading requirements, such as, steep grades, retaining walls and extensive fill and compaction will require an analysis before quoting a fee.

Outside Consultants:

Some states and many major cities require a Structural Engineer. This is quoted on an individual basis. If bid separately, the Architectural fee shall be reduced by: \$50.00 per room for the first three floors. \$15.00 per room for additional floors.

Many areas also require an Electrical Engineer. This is also quoted on an individual basis. If bid separately, the Architectural fee will be reduced by: \$50.00 per room for the first three floors \$15.00 per room for additional floors

If a Mechanical engineer is needed the reduction rates for electrical engineers will apply.

A full service hotel and/or motel will be quoted on an individual basis.

Additional services:

After a building permit is acquired, all changes are billed as follows:

- Registered Architect, \$95.00/hour
- Associate Architect, \$60.00/hour
- Senior Drafter, \$50.00/hour
- Associate Drafter, \$40.00/hour

We will provide client with up to three (3) preliminary sets of plans for review and approval.

We will provide, at cost, six (6) complete sets of plans. Three (3) sets for approval from the governing agencies and subsequent permits issued. Three (3) sets for the clients use.

All plans are billed at \$3.00 per sheet plus postage. Owner must furnish a Site Plan, which includes, but is not limited to, the following:

1. Meets and Bounds Survey
2. Topography of Site
3. Soil Bearing and Analysis
4. Soil Engineer's approval
5. Locations and Names of Utility Companies
6. Current Telephone Book of Area
7. Proof of Project Funding:
 - Name of Bank
 - Loan Officers
 - Confirmation of Loan Value
 - Permission to Call the Funding Institute
8. Sewer, water, and electrical connection fees must be paid within one week of the signing of the construction contracts

Terms of Payment:

- 20% of fee due upon signing of Contract
- 40% of fee due upon completion of design
- 80% of fee due upon completion of plans
- 100% of fee due upon obtaining a building permit

Other terms negotiable on a case-by-case basis.

Management services:



Days Inn, Colorado springs, 2000



Holiday Inn Express, Tombstone, Arizona, 2002

A - Plans and Specifications

The first step for the project is to employ an Architect to produce a complete set of plans and specifications and draw up a "Preliminary Project Budget."

Once the "Construction Document Phase" (the drafting of construction drawings) is underway and a Building Permit is secured, the Construction Manager is contracted by the Owner or General Contractor. The Owner may become the General Contractor by hiring a Job Superintendent and renting the equipment.

The plans and specifications may then be used to procure bids on each of the components of construction. The distribution of these plans and analysis of the bids is the responsibility of the Architect and the Construction Manager.

As the bids are reviewed, they will enable a "Preliminary Project Budget" to be projected. Many times, the plans and specifications of the project are completed without any concern or reference to a fixed budget. Thus, the bids received are usually more the Owner's wishes to spend, or beyond the limits of the project's income feasibility. The project, under these conditions, is referred to as a "Cost Plus" job.

B - "Preliminary Project Budget" Established

1. The Architect develops the plans with the input of a group of subcontractors who have worked on previous projects to establish a "Preliminary Project Budget".

2. After consultation with both the Architect and Owner, the Construction Manager contacts and distributes plans to various subcontractors for bids.

a. Often the Construction Manager prefers to contract local Subcontractors if they can be within budget.

b. The use of a General Contractor in the area is preferred if they are receptive to the program outlined to reduce cost. The General Contractor must have a Job Superintendent that can handle Subcontractors, administrate a Construction Schedule, and work with the Construction Manager on material deliveries, scheduling of miscellaneous labor, and storage of material.

c. Usually, the General Contractor furnishes miscellaneous labor, all general conditions required, and all equipment plus items of work they have crews to perform.

C - Receiving Bids

The next step is to bring in suppliers and Subcontractors who have established themselves in the motel industry. The receiving of the bids on the proposed project is still a research part of the overall process. In many areas, what has been proposed as a cost rises over the budget due to accessibility and limited suppliers of construction products. If the cost cannot be reduced, an adjustment must be made in the budget - usually this cost increase is caused by the recent increase in labor and materials.

D - Major Costs

The major costs of the project will be the construction trades for the concrete, rough carpentry, exterior siding, interior siding (drywall), electrical, plumbing, roofing, and asphaltting (if desired instead of concrete). In addition, materials representing the other major costs will be the lumber package, drywall, insulation, plumbing and electrical fixtures, doors and windows, HVAC units, carpet and pad, appliances, and the furniture and fixture package.

E - Final "Construction Budget"

The Construction Manager or General Contractor, after receiving the bids, may then budget to obtain a more feasible cost breakdown than established in the "Preliminary Project Budget".

When the Owner has agreed to the anticipated cost for the project, a contract for the construction between the Owner, General Contractor and prime Subcontractor may be signed. (If the Owner decides to be the General Contractor, he should instruct the Construction Manager to prepare the proper contracts.)

By signing these contracts, this increases buying power for the project and enhances the insurability of the project's completion by using the experience of the team who specializes in managing the construction of projects. It is vital that all investors realize control of the project's cost and time for completion must now become the responsibility of the Construction Manager.

Once this agreement has been signed, the construction team and the architectural firm set a schedule for construction.

Securing Subcontractors:

Subcontractors whose bids are acceptable to the feasibility of the project cost are then contacted and contracts are signed. These contracts are normally between the Construction Manager and the Subcontractor to alleviate the Investor's concern with liability and other time-consuming and costly procedures. Accordingly, an important factor is the control of the Subcontract agreement by the Construction Manager. This is important for cost control and for the timely performance of and quality of subcontracted work.



Ramada Limited, Clinton, Mississippi, 2001



Manor house Inn, Nauvoo, Illinois, 2007

F - Effects of Changes to Plans and Specifications

During the course of the project's construction, Owner may desire changes.

Any and all changes to the original plans and specifications will affect the overall cost of the project in some way. Whether it is a change or an "extra," it involves additional management fees, paperwork, time, and usually additional labor cost.

Time is of the essence when working on a set schedule. Any changes will most likely affect the schedule of construction, and when one subcontractor's time is influenced, usually all components of the construction from there on is affected. By adhering to the plans and agreed upon terms of the project budget, it creates the most effective cost control factor in the completion of the project.

G - Payment

The payment method agreed upon and outlined in the Contract is of utmost importance for controlling work performed.

Once the major contracts are signed, funding by the Owner needs to be available immediately as outlined specifically in the Contract. A deposit to the General Contractor or General Manager, as outlined in the Contract, is required for payment of necessary insurance coverage's, job site facilities, utility deposits, etc., for work to commence. Certain suppliers or subcontractors may require other deposits. If material is to be purchased at bulk rate, such as the lumber package, the method of

payment is usually payment in full upon delivery. A deposit may be required by this supplier to "tie down" prices.

It becomes pertinent the Owner's financial assets (whether it be in the form of a loan from a lending institution, personally funded, or financially backed by investors) are stable from the beginning of the project to thoroughly partake of the savings that can be achieved with the management team's buying power.

H - Punch List

In the final days before opening, the Construction Manager provides a punch list and distributes to subcontractors.

Final payment will not be made to each subcontractor until a thorough walk-through has been made with the Owner, the punch list agreed upon and corrected, and the Owner has signed a final acceptance. This payment shall be made within 30 days.

I - Opening

Approximately two weeks prior to the opening of the motel, the Owner or Manager of the motel should open an account for the motel and the clean-up crew (housekeepers and maintenance) hired by the motel. The Construction Manager uses the motel housekeepers and clean-up crew as the clean-up crew on the room set-up portion of the contract. The funds for this portion of the project cost is paid directly to the motel, with an invoice submitted for payment according to the construction request for payment as described under the methods of payment in the contract. This is to provide the motel with trained employees at opening. All costs for

withholding taxes and insurance's are the responsibility of the motel.

A V.I.P. showing (Grand Opening) and ribbon cutting ceremony is recommended.

J - Warranty

All workmanship, equipment, and materials have a one-year warranty. After the one-year has expired, all maintenance and cost of maintenance becomes the sole responsibility of the motel.

Project procedure:



Comfort Suites, Hopkinsville, Kentucky, 2008



Super 8, Pinetop, Arizona, 1997



Holiday Inn Express, Richfield, Ohio, 2007

The successful construction of a project depends on all parties involved understanding construction procedures and the benefits, which result in following them. Although it is the duty and goal of construction management to complete the project on time and budget, it is necessary all parties involved accept and acknowledge their role on all levels of the project.

A program to achieve the desired finished product, based upon the Procedure of Project, must be established, understood, and accepted. The steps include:

1. General outline for the project's construction
2. Completed and finalized plans and specifications
3. Finalized budget
4. Accepted bids for each trade
5. Construction schedule
6. Method of payment for each phase completed

Any deviations to procedure costs time and money.

Each part of the budget signifies the end result. All parties must realize, at the outset, if changes are desired or become necessary due to unforeseen codes or soil conditions, the budget and schedule will be affected.

The construction schedule is the time frame to complete each phase of work and is part of each subcontract. The schedule will be affected by any changes and/or additions to the plans and specifications due to the Owner and/or codes, weather, and disputes with subcontractors, vendors and/or labor strikes.

The acceptance of bids for the components of the budget, and incorporating those bids into an acceptable contract between the Contractor or Construction Manager and the Subcontractor, can be very time consuming. Depending upon the area, three bids are solicited for each trade. (The exceptions to the rule, such as dirt work, are usually completed on an hourly rate for labor and equipment rental. This gives some flexibility to the budget, depending again upon the area's rates, and usually will fall below budget, unless rock or unusual soil conditions arise.) In many cases, we can provide an out-of-town Subcontractor; one Leon K. Lauver & Associates has had experience working with, to provide the services under the amount contractors in your specific area may bid or supply at a higher rate than is acceptable for the budget.

It is vital for the Construction Manager to establish control on the construction site to ensure each step of the project is completed as desired and planned. This control has to be established and given from the Owner to the Construction Manager to be effective to the project's progression.

The management of work being accomplished at any given moment, and the performance of each trade on a daily basis is vital to the overall product. This control occurs at the site with the supervision our management team can provide if given the measurement of authority. Each Subcontractor and/or vendor must concur with the established

conditions stated in the subcontract agreement or purchase order agreement with our company.

Another factor of vital importance is ensuring the well-timed arrival of supplies for work to be performed. We have found withholding or delaying the progression of payments on a project by the Owner and/or lending institution will only cause delays in construction and completion of the project.

It is important to provide you with a satisfactory completed project that follows the outlined budget and timely completion of your project.

PLC Incorporated:

PLC Incorporated is a joint venture of Leon K. Lauver and Piyush Patel. Mr. Lauver is a registered architect who has also been engaging in construction management since the mid-1970's. Mr. Patel is an experienced motel operator who has ownership in 12 motels and is presently managing all 12 of those motels. Both are experienced in site selection and methods of financing different projects. Mr. Patel has 15 years experience negotiating furniture and equipment costs as well as operational supplies for motels. Mr. Lauver has 12 years experience in design and construction management of motels. It is important to analyze the design and cost of the site, building, and furnishings of given prospects to determine feasibility.

Interiors:



Marriott Fairfield, Ankeny, 2002



Best Western, Somerset, Kentucky, 2000



Holiday Inn Express, Fremont, Nebraska 2003

Project Progress Payments

Progress payments are based upon application for payment or invoices submitted as defined in the subcontracts and/or vendors purchase orders, and are payable on a monthly basis. As the construction management team, it is our goal to ensure quality work is being performed in a timely fashion, as outlined in the construction schedule. To achieve this goal, a timely payment for work completed is a necessity to ensure the proper delivery of materials and quality work being performed.

Payments to the management company will be based on the stipulations as defined in the contract, usually based on percentage completed to date; and any reimbursable amounts, payable on a monthly basis.

Contract Payments

There are several methods of contract payments that can benefit the project's completion to schedule while satisfying requirements of lending institutions and giving protection from mechanics liens against the project. Following is the recommended outline to use as the payment plan for your project:

1. Each subcontractor is required to submit, to the construction management company, documentation of work completed (an application for payment form provided by our company), and suppliers for materials purchased in the form of an invoice. During the pay period, our company will track and record these invoices. As the pay period draws to a close, a list of payees and the amounts owed for period is

computed. All subcontractors will be paid on a percentage complete basis with a 10% retainage withheld. All suppliers' invoices for materials received on site will be paid in full at time of application for payment.

2. G702 and G703 Forms are submitted by the construction management company for the period ending on the 25th day of each month the project is under construction. This document is backed by a breakdown of the budget detailing previously paid items, items billed for the current period for payment, cost of material stored at site, total percentage complete, remaining balances, and retainages withheld.

3. Application for Payment submitted by Contractor is approved for payment by Architect, Owner, and lending institution/escrow company within time frame for checks to be issued before the 10th day of the following month, or as defined in 4 Section 1 of the subcontract agreements.

4. Total funds for request for payment are to be made payable to the construction management company in the form of a bank check, or may be deposited directly into the company's account for disbursement. At no time will Management Company make payment to subcontractors/vendors for period ending until monies have been received and cleared for total amount requested.

5. All payments are backed by a "conditional release" lien waiver for amount of payment received.

Holding Payment and Retainage

If at any time during the pay period, work becomes unsatisfactory, a control factor of payment may be executed for trade. PLC will hold payment until work is corrected. A retainage of 10% is withheld on each application of payment to ensure all work is completed to contract. Final payment will be, but not limited to, all retainages withheld and any material not yet paid for upon project's completion. Final lien waivers are a requirement.

Back Charges

Back charges may at times be issued to various subcontractors, due to hold ups of contract. This may help to ensure not to exceed the projects budgeted cost. The Superintendent on site will report any breaches of the subcontracts as they occur as it may affect the budgeted areas of another trade.

Lien Releases

Final Payment will be issued thirty (30) days upon acceptance.

Payment In Full and Deposits

Payment for the lumber package is required in full before delivery. This usually requires an application for payment out of line with the pay period. Many supply companies require deposits. These will also be submitted in the form of a pay request, often out of line with the pay period, to ensure delivery on time.

Interiors



Baymont Inn & Suites, Hot Springs, Arkansas, 2002



Hampton Inn, Waterloo, Iowa, 2006

A more detailed explanation of construction budget items, or "cost codes" will be discussed at a Pre-Construction Conference between the construction management team and subcontractors.

General Conditions

Items required to keep the administration of the project in operation are budgeted and bills paid on a monthly basis as they occur. These costs can be budgeted and separated from the general contract or handled directly by the owner. General condition costs include utility deposits, site sign, trash removal, temporary storage - on site, temporary storage - off site, office - on site, telephone - site, mileage, utilities, building prints and specifications, and other site and administrative costs, including additional processing fees for changes and extras, are direct job costs.

Insurance:

Insurance for the project includes Builders Risk and Worker's Compensation Insurance.

Building and Permit Fees:

All permits and fees are a direct project cost. In most cases, these costs require payment at time of receiving permits required for project - such as water and sewer connection fees, electrical service fee, building permit fee, etc.

Rental Equipment:

Equipment is rented from time to time to provide a given task. This equipment, in some cases, can be rented from our company at a lower rate, depending solely on location of project, or it may be rented from an equipment rental company in the area.

Site Utilities:

All water, sewer, sprinkler mains, and electrical site utilities will be bid by corresponding companies and installed per specifications - telephone and cable are sometimes installed by a Subcontractor on site to save on construction costs.

Site Development:

Leon K. Lauver & Associates has found all site dirt work, topsoil stripping and stock piling, grading (including all cut and fill, building pad, backhoe and trenching, etc.) can be done on a cost plus basis and can save on construction costs. All testing is an extra cost. Soil tests and topographies are required of the Owner.

Site concrete:

In most cases, site concrete work will be bid and work completed by a concrete contractor. We sometimes bid labor only with materials being supplied separately as a direct job cost. This is dependent upon which cost is less. Equipment rental and analysis testing are included in this category.

Site Paving:

Unless otherwise agreed to, site paving will be asphalt or concrete depending on cost and preference of Owner. Site must be graded to within 1" of final grade. It may be necessary to get rock down early, especially in a "wet" year. This will result in additional costs.

Building: Grade and Below:

The footing excavations are usually accomplished by renting a backhoe by the hour. This usually enables us to keep the cost within the budget. In some areas, rock is encountered under the surface and may cause costs to exceed the budget.

Building: Concrete:

The building concrete work can be either labor only or material and labor together.

Building Shell: Rough:

The rough in of the building shell includes lumber package, miscellaneous materials (as needed), floor and roof trusses, nails and anchors, and rough carpentry (labor bid).

Building Shell: Finish:

The finish of the building shell includes insulation, drywall, ceiling (acoustical), vapor barriers, doors, frames and hardware, windows, caulking and sealant, Soffit and fascia, guttering, interior and exterior siding, Gypcrete, roofing and all accessories, carpet and pad, vanity tops, sills and splashes, cabinets, wall coverings, ceramic tile, VCT, linoleum, and finish carpentry and all installation of the above.

Miscellaneous:

This category includes all additional labor as required on job sites, and incidental materials and items needed to complete the project.

Plumbing:

Includes basic plumbing - labor and materials, fixtures and equipment, tub, toilet accessories, spa and sprinkler systems, if required.



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Electrical:

Includes basic electrical - labor and materials, fixtures, fire alarm system, HVAC systems and controls, site lighting, sign wiring, telephones and cable TVs.

Sign:

Bid and installed by sign subcontractor. Wired by electrical subcontractor, usually at an additional cost.

Appliances:

Usually purchased by Construction Manager or Owner and installed by miscellaneous labor.

Telephone System:

Bid and installed by a telephone supplier.

Furniture, fixtures, and Equipment (FF&E)

Materials and labor separate. Usually, materials purchased by Owner or Construction Manager. Motels must hire housekeeping and maintenance crews 2 to 3 weeks before opening, for the labor of room set-up and clean up.

FF&E includes room packages, bedding and linens, laundry equipment, water softener, and room set-up.

Swimming Pool and Spa:

The pool and spa are usually bid as a unit - prefer unit type construction, but will ask for bids on alternate construction if desired by Owner. The pool and spa installer are required to have installation approved by State and Local governing authorities. The dehumidification and ductwork are usually bid separately.

Job Superintendent:

Provided by General Contractor or Owner. Obtained for services - on site supervision - on a weekly basis. Typically receives \$1,000.00 to \$1200.00 per week plus mileage and/or lodging.

Contingency:

This is a reserve amount of funding held, until all phases are bid, for items and conditions were unknown when bidding occurred, and for any changes in the project scope may accrue extra cost for other trades following in the construction line-up, and bids exceed the budget and alternate cost savings cannot be found.

Other Non Construction Related Costs:

Items are not included in the construction budget include cost of the land, title insurance and closing costs, loan fees and interest, interim interest, legal and accounting fees, and engineering consultant fees required by the governing body. (Architectural fee does not include supervision, construction job administration and reproduction costs of plans and specifications, franchise fees, and other costs associated with the project's administration.) These costs are non-related to the actual construction of the project but are part of the overall project cost.



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