6-20-00

THEODORE A. SEALE

EDUCATION

JUN 20 2000

Bachelor of Science, School of Hotel Administration,
Cornell University, Ithaca, New York 1983

Appraisal Institute - Appraisal and Real Estate Courses

EXPERIENCE

Mr. Seale has over 23 years of work experience in the hotel, restaurant, and tourism industries. He has provided market studies, appraisals, strategic planning, valuations, and profit improvement analyses to mortgage lenders, equity partners, owners, management companies and developers. His work has had a wide variety of applications including financial underwriting, work outs, asset performance evaluations, strategic marketing and repositioning, litigation support, capital improvement analyses, site selection, and asset disposition planning.

EMPLOYMENT

Director, Hospitality Real Estate Services,
Thorne Consultants, Inc., Kensington, Maryland Present

Director, Hotel Consulting Services,
Delta Associates, Inc., Alexandria, Virginia 1991-1993

Manager, Hospitality and Real Estate Consulting Group,
Laventhol & Horwath, Washington, D.C. 1984-1990

Assistant to Director of Convention Services,
American Bankers Association, Washington, D.C. 1982-1984

Held several hospitality industry positions with hotels,
restaurants, and institutional foodservice firms. 1976-1982

PROFESSIONAL AFFILIATIONS

Conference and Visitors Bureau, Montgomery County, MD, Inc.	Boardmember, President 1995-1996
Cornell Society of Hotelmen	Member, Chapter President 1985-1987
Episcopal Diocese of Washington	Treasurer, 1996-2000, Vestry 1999-2000
Cornell Real Estate Council	Member

PROFESSIONAL LICENSES/ACCREDITATION

Commonwealth of Virginia	Certified General Appraiser #02245
District of Columbia	Certified General Appraiser #10290

BZA
Case No. 16581
Exhibit No. 34

Board of Zoning Adjustment
District of Columbia
CASE NO.16581
EXHIBIT NO.34

HOSPITALITY AND RECREATION SERVICES

Thorne Consultants provides a wide range of services to the hospitality and recreation industries including market and economic feasibility studies, appraisals and valuations, financial analysis, and operational evaluations. Mr. Theodore Seale, previously with the hospitality consulting group of Laventhol and Horwath, directs our hospitality real estate and consulting services. We assist financial institutions and investors in evaluating their hospitality assets and advise hotel and motel chains as well as individual owners and operators of hotels, restaurants, inns, resorts, health clubs, country and city clubs, and golf courses. The following summarizes our services to the hospitality industry and a representative list of projects follows.

MAI and State Certified Appraisals and Valuations

- Independent Appraisals
- Portfolio Analysis
- Highest and Best Use Analysis

Investor and Financial Institution Services

- Asset Performance Evaluations
- Investment Analysis
- Mixed-Use Property Analysis
- Litigation Support and Expert Witness Testimony
- Workouts

Owner, Developer and Manager Services

- Market Research and Analysis
- Financial Structuring
- Acquisition and Disposition Strategies and Counseling
- Site Selection and Facilities Programming
- Franchise Evaluation and Selection
- Budget Planning and Prospective Financial Analyses
- Property Life Cycle Planning
- Profit Improvement and Operations Analysis
- Compensation Studies
- Property Management Evaluation and Selection

Hotel Company Services

- Site Selection
- Market Research and Analysis
- Impact Analysis
- Conversion Studies
- Market Feasibility Studies

LUXURY, CONVENTION OR ALL-SUITE HOTELS

Amerisuites, Richmond, VA
Capitol Hill Suites, Washington, DC
Doubletree Guest Suites, Alexandria,VA
Doubletree Hotel, Rockville, MD
Embassy Suites, Newark, DE
Georgetown Inn, Washington, DC
Hawthorn Suites Hotel, Herndon, VA
Canterbury Hotel, Washington, DC
Comfort Suites, Linthicum, MD
Doubletree Hotel, Largo, MD
Embassy Suites, Alexandria, VA
Embassy Suites, Washington, DC
Grand Hyatt Hotel, Washington, DC

Hay-Adams, Washington, DC
Hilton Suites, Dulles Airport, VA
Homewood Suites, BWI Airport, MD
Hyatt Metro Center, Bethesda, MD
Jefferson Hotel, Washington, D.C.
J.W. Marriott Hotel, Washington, DC
Marriott Suites, Bethesda, MD
Marriott Dulles Airport, VA
Marriott Hotel, Park Ridge, NJ
Hilton Suites, Westfields, VA
Hotel George, Washington, D.C.
Hyatt Fair Lakes, Fairfax, VA
Hyatt Dulles Airport, Herndon, VA
Mandarin Oriental Hotel, Washington, DC
Marriott Suites, Alexandria, VA
Marriott Suites, Dulles, VA
Mastersuites, Waldorf, MD

Phoenix Park Hotel, Washington, DC
Residence Inn, Frederick, MD
Residence Inn, Hunt Valley, MD
Sheraton Washington, Washington, DC
SpringHill Suites, BWI Airport, MD
Washington Court Hotel, Washington, DC
Westin ANA Hotel, Washington, DC
Woodfin Suites, Rockville, MD
Residence Inn, Bethesda, MD
Residence Inn, Gaithersburg, MD
Residence Inn, Washington, DC
Sheraton Suites, Silver Spring, MD
Staybridge Suites, McLean, VA
Watergate Hotel, Washington, DC
Westin Suites, Dulles, VA
Wyndham Hotel, Washington, DC

MIXED-USE OR HIGHEST AND BEST USE

Bethesda Metro Center (Hyatt Hotel), Bethesda, MD
Capitol Hill Office Center (Bellevue Hotel), Washington, DC
Chevy Chase Pavilion (Embassy Suites Hotel), Chevy Chase, DC
Crisfield Conference Center, Crisfield, MD
Embassy Square Suites, Washington, DC
Fairmont Hotel Site @ Portals, Washington, DC
Georgetown Harbor Hotel, Washington, DC

Harbor Inn @ Pier 5, Baltimore, MD
Kalorama Guest Houses, Washington, DC
McLean Office Center (Hilton Hotel), McLean, VA
National Place (J.W. Marriott Hotel), Washington, DC
Pentagon City Mall (Ritz Carlton Hotel), Arlington, VA
Rio @ Washingtonian (Marriott Hotel), Gaithersburg, MD

Sheraton Hotel Site, Silver Spring, MD
Sheraton Potomac, Rockville, MD
Silver Hill Motor Inn, Oxon Hill, MD
Twinbrook Office Center (Doubletree Hotel), Rockville, MD
Washington Office Center (Grand Hyatt Hotel), Washington, DC

MODERATE AND BUDGET HOTELS/MOTELS

Best Western Old Colony, Alexandria, VA
Best Western Hotel, Arlington, VA
Best Western Hotel, Washington, DC
Comfort Inn, Kent Narrows, MD
Comfort Suites, Dulles, VA
Courtyard Hotel, Alexandria, VA
Courtyard Embassy Row, Washington, DC
Courtyard Hotel, Frederick, MD

Days Inn, Edgewood, MD
Days Inn, Herndon, VA
Days Inn, Laurel, MD
Days Inn, Tysons Corner
Econo Lodge, Charlottesville, VA
Econo Lodge, Chesterfield, VA
Econo Lodge, Petersburg, VA

Econo Lodge, Wytheville, VA
Fairfield Inn, Frederick, MD
Hampton Inn, Alexandria, VA
Hampton Inn, Waynesboro, VA
Holiday Inn, Aberdeen, MD
Holiday Inn, Cleveland, OH
Hoilday Inn, Frederick, MD
Holiday Inn, Landover, MD

Holiday Inn, Salisbury, MD
Holiday Inn Express, Newport News, VA
Howard Johnson, Cheverly, MD
Ramada Inn, Newport News, VA
Ramada Hotel, Tysons Corner, VA
Sleep Inn, Hagerstown, MD
Wellsley Inn, Herndon, VA

Best Western Hotel, Lanham, MD
Best Western Hotel, Leesburg, VA
Best Western Hotel, Springfield, VA
Comfort Inn, Alexandria, VA
Comfort Suites, Manassas, VA
Courtyard Hotel, Crystal City, VA
Courtyard Hotel, Hampton, VA
Days Inn, BWI Airport, MD

Days Inn, Frederick, MD
Days Inn, Lanham, MD
Days Inn, Rockville, MD
Econo Lodge, Bluefield, W VA
Econo Lodge, Chesapeake, VA
Econo Lodge, Fredericksburg, VA
Econo Lodge, Sandston, VA

Econo Lodge, Woodbridge, VA
Governor's House Hotel, Washington, DC
Hampton Inn, Dumfries, VA
Holiday Inn, Chantilly, VA
Holiday Inn, Annapolis, MD
Holiday Inn, Dumfries, VA
Holiday Inn, Greenbelt, MD
Holiday Inn, New Bern, NC

Holiday Inn, Waldorf, MD
Homestyle Inn, Alexandria, VA
Howard Johnson, Salisbury, MD
Ramada Hotel, Oxon Hill, MD
Sheraton Hotel, White Marsh, MD
Wellsley Inn, Hagerstown, MD

RESORTS, RECREATION, HEALTH CLUBS AND RESTAURANTS

Casa Grande Restaurant, Annapolis, MD
Cosmos Club, Washington, DC
Generous George's Pizza, Alexandria, VA
Inn at Glen Echo, Bethesda, MD
La Madeleine's Bakery & Cafe, Bethesda, MD
Northern Virginia Golf Center, Clifton, VA
Proposed Golf & Ski Resort, Blairsville, PA
Sport & Health Clubs, DC Area
Tavola Restaurant, Alexandria, VA
Tragara Restaurant, Bethesda, MD
Tourism Kiosks, Fredericksburg, VA
University Club, Washington, DC
Waverly Woods Golf Club, W. Friendship, MD

Clyde's Restaurant, Tysons Corner, VA
Douthat State Park, Clifton Forge, VA
House of Chinese Chicken, Rockville, MD
Lakewood Country Club, Rockville, MD
McDonald's Restaurant, Silver Spring, MD
Pop's Restaurant, Manassas, VA
Royal Princess Hotel, Ocean City, MD
Sweetwater Tavern, Merrifield, VA
Terrazza Restaurant, Alexandria, VA
Tourist Information Center, Montgomery, MD
Tysons Sporting Club, McLean, VA
Walden Golf Club, Crofton, MD