

\$450.00 U.S.



2013 HOTEL COST ESTIMATING GUIDE



2013 HOTEL COST ESTIMATING GUIDE



Washington, D.C. | Boston | Denver | Minneapolis | San Diego | Miami | Austin | Charlotte |
© 2013 JN+A & HVS Design | 7361 Calhoun Place, Suite 310, Rockville, Maryland 20855 | www.nermer.com | www.hvsdesignservices.com |

 HOTEL COST ESTIMATING GUIDE 2013

TABLE OF CONTENTS

Introduction by Stephanie Ricca.....	4
Cost Estimating Summary Sheets	8
Cost Estimating Tables by Hotel Tier	10
Economy	10
Extended Stay	16
Midscale	25
Upscale	36
Upper Upscale	48
Luxury	61
Perspectives on Current Hospitality Design Trends.....	73
Designing in a Recovering Hotel Market	74
Glossary of Freight / FF&E Terms	76

INTRODUCTION

by Stephanie Ricca | Editor in Chief, *Hotel Management*

For the past several years the conversation around tables at hotel industry functions has focused on downturns, high construction costs, a lack of financing, less-than-ideal average daily rate and finally, a slow and steady recovery.

The good news: The lodging industry has turned the corner for the most part when it comes to fundamentals. Hotel demand is at an all-time high while supply growth remains low, according to STR, and revenue per available room growth is catching up—and in some cases surpassing—2007 record highs. While ADR (U.S. average ADR was \$107 in February 2013, according to STR) has not reached former peak levels, particularly when inflation factors in, most data show RevPAR driven by ADR instead of occupancy, a definite change from years past.

More good news: Given sustained positive operating fundamentals, lenders are more willing to part with cash for all sorts of hotel-related projects, from ground-up construction to CapEx funding. Hotel developers are seeking varied sources of financing, from traditional balance-sheet lenders to government programs, like SBA loans and EB-5 visa funding options. The last few years have seen heavy investment activity in the lodging sector by real estate investment trusts, who seek landmark properties in top gateway cities. But private equity is coming back as diverse investors look for quality assets in secondary and tertiary markets that have strong brand backing—largely in the limited-service segment.

“Ground up construction is coming back... hotel projects in the active construction pipeline are up 10% this year compared to last year...”

And yes, ground-up construction is coming back. STR reports that U.S. hotel projects in the active construction pipeline are up 10 percent this year compared to last year (320 projects), while projects actually under construction are up 40 percent so far this year compared to last year.

Most of those rooms under construction are in the upscale segment (26.4 percent) and the upper midscale segment (20.7 percent) according to STR. New York is the No. 1 market for guestrooms under construction (10,692) followed by Washington, D.C., Orlando, Chicago and Los Angeles/Long Beach.



Aloft hotels, a Starwood brand, has completed several conversion projects this year in order to quickly expand the Aloft experience to new markets. JN+A and HVS Design recently completed the conversion of the hotel pictured above from a Four Points by Sheraton Hotel to a hip new Aloft located in Tucson, Arizona. JN+A and HVS Design provided Architecture and Interior Design services.

Still, conversions—and the resulting product-improvement plans associated with brand reflagging—remains an active backbone of the hotel transaction scene. Franchisors continue to seek new affiliates under their current brand flags and as the U.S. economy recovers and demand for hotels remains high, franchisors are expanding. More and more are launching soft brands, and some franchisors are expanding into new niches, like wellness-focused brands and sustainability-focused brands.

All these elements add up to an increasingly competitive hotel landscape. Operators are under pressure to deliver return on investment to owners, along with fabulous guest experiences to compete with the other brands on the block. Owners answer to the banks and their franchisors to meet brand and performance expectations, and they also face maintenance and upgrades on properties that have been around for 30 years or more.

But where there is competition there is opportunity, and hoteliers are ready to spend, though in most cases they want to spend judiciously. According to results of the latest Hotel Management Voice of the GM Survey, hotel general managers report having higher operating and purchasing budgets. Most of those GMs who responded to the survey work with annual purchasing budgets of \$500,000 or less, though more and more report purchasing budgets on the higher side (up to \$1.5 million annually).

What are they spending on? The largest categories GMs said they are spending on this year are wireless infrastructure including bandwidth, lighting, televisions, telephones, in-room entertainment and property-management systems. While the race to provide the best bandwidth isn't over yet, the TV race has slowed, since TV upgrades are only on 17.8 percent of GM's wish lists, compared to 29 percent in 2011. While we doubt technology spending will slow down, FF&E and building maintenance spending is gaining ground. A whopping 50 percent of GMs this year said they made significant bedding/softgoods purchases in 2012.

So the time is ripe for hotel renovations, upgrades and maintenance. Now in its 5th year, the JN+A/HVS Design Cost Estimating Guide is the only book of its kind that is updated each year to react to market conditions. It is an extremely valuable resource to assist in budgeting effectively for capital expenditure projects. This comprehensive tool provides detailed soft and full renovation costs for each area of the hotel to help plan for upcoming projects to take advantage of the rebounding market. ■

* STR data is current as of Feb. 2013



Stephanie Ricca is Editor in Chief of Hotel Management, Luxury Hotelier, and The Hotel Times. Prior to joining the HotelWorld Network in 2006, Stephanie held editorial positions on several other trade publications. She travels often to industry events, and moderates and speaks on panels several times a year. Stephanie graduated from Northwestern University in 2001 with a master's degree in journalism.

Stephanie graduated from Northwestern University in 2001 with a master's degree in journalism.

2013 COST GUIDE SPONSORS

The 2013 Hotel Cost Estimating Guide was made possible this year by the following sponsoring companies. JN+A and HVS Design sincerely appreciate their contributions, commitment and support in making this year's Guide another great success.



2013 COST GUIDE CONTRACTORS AND PURCHASING AGENTS

Our Team wishes to thank the following General Contractors and Purchasing Agents for the large amount of time they volunteered to provide us with unit cost data for each of the categories and sub-categories included in the Guide. JN+A has successfully worked with each of these contractors on past projects. All of them are well-known, regionally- or nationally-based contractors that specialize in the hospitality industry. These organizations are acutely aware of the crucial need for efficient operation in hotels with regard to noise and guest satisfaction, as well as the primary need to produce complete, guest-ready hotel rooms.

CONTRACTORS

Artistic General Contracting
 Baystate Services, Inc.
 Farrow Commercial, Inc.
 Land-Ron, Inc.
 Reliance Construction
 St. Martin Construction
 Triad Construction
 Turner Construction Company

PURCHASING AGENTS

Neil Locke & Associates Hospitality Procurement
 Ramsey Purchasing
 The Stroud Group

When using this guide, please note that since project-specific conditions will affect the final cost of every renovation project, this estimating guide will not include all costs for each hotel renovation. Costs such as Professional Fees, Contingency, Operating Supplies & Equipment, Attic Stock, Freight, Sales Tax, etc. have not been included. However, this guide does identify broad areas of costs that will likely apply to most types of hotel renovations and can provide preliminary insight when planning for such work. ■

HOTEL MARKET TIERS: MODEL HOTEL CRITERIA FOR 2012 GUIDE

Line item costs included in this guide have been estimated using the following models in each hotel tier:

Economy 90 guestrooms, 3 stories (all with guestrooms), 30 rooms / floor

Extended Stay 150 guestrooms, 4 stories (all with guestrooms), 38 rooms / floor

Midscale w/ F&B 135 guestrooms, 5 stories (all with guestrooms), 27 rooms / floor

Upscale 304 guestrooms, 9 stories (8 with guestrooms), 34 rooms / floor

Upper Upscale 192 guestrooms, 25 suites, 7 stories (6 with guestrooms), 31 bays / floor

Luxury 200 guestrooms, 20 suites, 6 stories (5 with guestrooms), 37 bays / floor

COST CATEGORIES

Renovation costs in this guide have been separated into the following cost categories. Throughout the guide, the colors shown in the chart below are used to indicate each category.

-  Guestrooms, Guest Bathrooms, Guestroom Corridors
-  Public Spaces
-  Food & Beverage Outlets
-  Function Spaces
-  Recreational Facilities
-  Infrastructure
-  Common Additives

2013 HOTEL COST ESTIMATING GUIDE SUMMARY

Economy

Extended Stay

Midscale with F&B

Guestrooms & Corridors

Guestroom Only	Softgoods Reno. Add for Full Reno.	\$1,498 to	\$2,581 Per Guestroom	\$4,545 to	\$8,238 Per Guestroom	\$3,989 to	\$7,515 Per Guestroom
		\$1,859 to	\$3,615 Per Guestroom	\$6,952 to	\$12,859 Per Guestroom	\$3,760 to	\$7,158 Per Guestroom
Bathroom	(1) Softgoods Reno. (2) Add for Full Reno.	\$464 to	\$969 Per Guestroom	\$1,151 to	\$2,300 Per Guestroom	\$1,209 to	\$2,462 Per Guestroom
		\$3,111 to	\$4,530 Per Guestroom	\$4,530 to	\$5,940 Per Guestroom	\$4,969 to	\$6,555 Per Guestroom
Guestroom Corridors (3,4)		\$486 to	\$968 Per Guestroom	\$1,145 to	\$2,907 Per Guestroom	\$942 to	\$2,464 Per Guestroom

Public Spaces

Reception Area	(5) Softgoods Reno. Add for Full Reno.	\$17 to	\$39 Per SF (180)	\$8 to	\$17 Per SF (1400)	\$5 to	\$10 Per SF (2500)
		\$87 to	\$130 Per SF (180)	\$67 to	\$114 Per SF (1400)	\$57 to	\$97 Per SF (2500)
Public Restrooms	Softgoods Reno. Add for Full Reno.	\$4 to	\$11 Per SF (80)	\$6 to	\$16 Per SF (480)	\$6 to	\$17 Per SF (480)
		\$49 to	\$77 Per SF (80)	\$67 to	\$108 Per SF (480)	\$67 to	\$108 Per SF (480)

Food & Beverage Facilities

Restaurant (Economy: Breakfast Bar Only)	Softgoods Reno. Add for Full Reno.	\$12 to	\$24 Per SF (400)	\$22 to	\$38 Per SF (1400)	\$22 to	\$39 Per SF (1296)
		\$400 to	\$810 Per Seat (12)	\$398 to	\$702 Per Seat (76)	\$415 to	\$752 Per Seat (68)
		\$38 to	\$61 Per SF (400)	\$51 to	\$93 Per SF (1400)	\$69 to	\$137 Per SF (1296)
		\$1,256 to	\$2,028 Per Seat (12)	\$940 to	\$1,729 Per Seat (76)	\$1,323 to	\$2,603 Per Seat (68)
Bar & Lounge	Softgoods Reno. Add for Full Reno.		N/A		N/A	\$22 to	\$40 Per SF (720)
			N/A		N/A	\$298 to	\$538 Per Seat (54)
			N/A		N/A	\$113 to	\$197 Per SF (720)
			N/A		N/A	\$1,500 to	\$2,642 Per Seat (54)
Kitchen (Economy: Storage Pantry Only)	(6) Excl. Equipment Select Kitchen Equipment		N/A	\$273 to	\$469 Per SF (80)	\$27 to	\$45 Per SF (1600)
			N/A	\$20 to	\$29 Per SF (80)	\$13 to	\$18 Per SF (1600)

Function Spaces

Prefunction	Softgoods Reno. Add for Full Reno.		N/A		N/A	\$12 to	\$24 Per SF (750)
			N/A		N/A	\$39 to	\$81 Per SF (750)
Ballroom	Softgoods Reno. Add for Full Reno.		N/A		N/A		N/A
			N/A		N/A		N/A
Meeting Rooms	Softgoods Reno. Add for Full Reno.		N/A	\$9 to	\$18 Per SF (552)	\$9 to	\$16 Per SF (2964)
			N/A	\$53 to	\$90 Per SF (552)	\$50 to	\$88 Per SF (2964)
Board Rooms	Softgoods Reno. Add for Full Reno.		N/A		N/A		N/A
			N/A		N/A		N/A

Guest Amenities

Fitness Rooms	Softgoods Reno. (7) Add for Full Reno.		N/A	\$12 to	\$28 Per SF (400)	\$17 to	\$35 Per SF (728)
			N/A	\$88 to	\$149 Per SF (400)	\$91 to	\$157 Per SF (728)
Spas	Softgoods Reno. Add for Full Reno.		N/A		N/A		N/A
			N/A		N/A		N/A
Outdoor Swimming Pool (8) Indoor Swimming Pool (8,9)			N/A	\$17 to	\$37 Per SF (2,106)	\$17 to	\$37 Per SF (2,106)
			N/A	\$51 to	\$83 Per SF (2,106)	\$51 to	\$83 Per SF (2,106)
Outdoor Amenities			N/A	\$33,485 to	\$61,814 Allowance	\$37,305 to	\$68,307 Allowance

Infrastructure

Outdoor Parking (Seal Lot & Stripe Spaces)		\$68 to	\$196 Per Space (100)	\$68 to	\$196 Per Space (175)	\$68 to	\$196 Per Space (150)
Indoor Parking Structure Renovation			N/A		N/A		N/A
Landscaping (10)		\$10,186 to	\$20,880 Allowance	\$20,371 to	\$31,066 Allowance	\$20,371 to	\$31,066 Allowance

Common Additives (11)

New RFID Key System		\$382 to	\$489 Per Key	\$372 to	\$479 Per Key	\$377 to	\$484 Per Key
New RFID Key System			N/A		N/A		N/A
Tube to Stall Shower Conversion		\$1,800 to	\$4,227 Per Key	\$1,800 to	\$4,736 Per Key	\$1,800 to	\$4,736 Per Key
Elevator Cab Finishes		\$6,111 to	\$9,676 Per Cab	\$8,658 to	\$15,431 Per Cab	\$8,658 to	\$15,431 Per Cab
Elevator Modernization							
Hydraulic, per Cab		\$36,668 to	\$46,293 Per Cab (3 Stops)	\$48,891 to	\$61,725 Per Cab (4 Stops)	\$61,113 to	\$77,156 Per Cab (5 Stops)
Traction, per Cab			N/A		N/A		N/A
Escalator Modernization			N/A		N/A		N/A
Electronic Signage Boards							
Basic System - one Lobby Screen 42" diag.			N/A		N/A	\$10,186 to	\$15,533 Per Screen
Additional Lobby / Prefunction screens			N/A		N/A		N/A
Additional Meeting Room door screen (18" diag)			N/A		N/A		N/A
PTAC Unit Direct Replacement, NIC finishes		\$764 to	\$978 Each	\$917 to	\$1,222 Each	\$917 to	\$1,222 Each
Two Pipe Horizontal Fan Coil Unit Direct Replacement, NIC Finishes			N/A		N/A		N/A
Four Pipe Vertical Fan Coil Unit Direct Replacement with drywall repair			N/A		N/A		N/A
Laundry Equipment (Direct equipment replacement with access)							
75# Washer		\$20,371 to	\$31,066 Each	\$20,371 to	\$31,066 Each	\$20,371 to	\$31,066 Each
125# Dryer		\$30,557 to	\$41,252 Each	\$30,557 to	\$41,252 Each	\$30,557 to	\$41,252 Each
Ironer / Folder		\$101,856 to	\$116,115 Each	\$101,856 to	\$116,115 Each	\$101,856 to	\$116,115 Each
Porte Cochere - Re-image; Demolish and Replace			N/A	\$10,186 to	\$63,660 Allowance	\$10,186 to	\$63,660 Allowance
Guestroom ADA Modifications							
Bathub room		\$13,751 to	\$23,325 Per Key	\$16,806 to	\$25,362 Per Key	\$17,600 to	\$26,890 Per Key
Roll-in Shower room		\$15,278 to	\$30,557 Per Key	\$17,315 to	\$32,594 Per Key	\$18,843 to	\$34,122 Per Key
Exterior Signage - Monument		\$5,093 to	\$8,658 Each	\$10,186 to	\$17,315 Each	\$10,186 to	\$17,315 Each
Exterior Signage - Highway		\$20,371 to	\$31,066 Each	\$25,464 to	\$36,159 Each	\$25,464 to	\$36,159 Each
Exterior Signage - New Exterior Brand sign in existing location		\$20,371 to	\$25,719 Each	\$30,557 to	\$41,252 Each	\$30,557 to	\$41,252 Each
Dumpster enclosure - CMU walls, Wood Gate, Bollards, Concrete pad		\$10,500 to	\$18,334 Each	\$10,500 to	\$18,334 Each	\$10,500 to	\$18,334 Each
Power operated bi-parting Entrance doors (inner and outer at a vestibule)		\$21,000 to	\$35,649 Per Pair	\$21,000 to	\$35,649 Per Pair	\$21,000 to	\$35,649 Per Pair
Fireplace, natural gas with stone hearth and surrounding wall, public area			N/A	\$6,750 to	\$30,557 Allowance	\$6,750 to	\$30,557 Allowance

Cost Per Key / Per Restaurant Seat / Per Square Foot

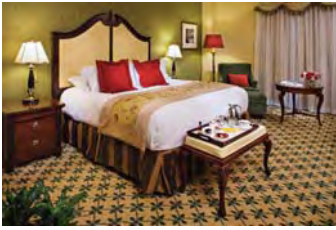
Upscale			Upper Upscale			Luxury		
\$4,906 to \$6,699	\$9,439 to \$11,788	Per Guestroom	\$6,755 to \$9,755	\$12,863 to \$16,669	Per Guestroom	\$12,324 to \$16,758	\$23,898 to \$29,595	Per Guestroom
\$1,795 to \$5,861	\$3,485 to \$10,980	Per Guestroom	\$1,834 to \$10,921	\$3,745 to \$18,223	Per Guestroom	\$3,757 to \$15,812	\$7,749 to \$26,727	Per Guestroom
\$1,417 to \$3,013		Per Guestroom	\$2,024 to \$4,296		Per Guestroom	\$2,702 to \$8,097		Per Guestroom
\$8 to \$91	\$16 to \$157	Per SF (3500)	\$12 to \$106	\$26 to \$184	Per SF (4800)	\$28 to \$172	\$68 to \$281	Per SF (4000)
\$10 to \$101	\$22 to \$161	Per SF (1440)	\$12 to \$108	\$27 to \$180	Per SF (1440)	\$16 to \$117	\$34 to \$195	Per SF (1920)
\$24 to \$515	\$45 to \$958	Per SF (3000)	\$28 to \$650	\$45 to \$1,063	Per SF (4560)	\$46 to \$1,238	\$86 to \$2,289	Per SF (3200)
\$80 to \$1,711	\$147 to \$3,145	Per SF (3000)	\$78 to \$1,834	\$143 to \$3,344	Per SF (4560)	\$114 to \$3,047	\$205 to \$5,468	Per SF (3200)
\$23 to \$413	\$43 to \$773	Per SF (1600)	\$34 to \$591	\$57 to \$976	Per SF (1200)	\$43 to \$983	\$70 to \$1,613	Per SF (1200)
\$122 to \$2,163	\$214 to \$3,797	Per SF (1600)	\$203 to \$3,487	\$355 to \$6,086	Per SF (1200)	\$241 to \$5,570	\$446 to \$10,294	Per SF (1200)
\$27 to \$14	\$47 to \$20	Per SF (4200)	\$27 to \$15	\$46 to \$22	Per SF (7200)	\$27 to \$17	\$47 to \$25	Per SF (7200)
\$13 to \$58	\$23 to \$107	Per SF (2000)	\$18 to \$71	\$31 to \$130	Per SF (1200)	\$53 to \$140	\$117 to \$227	Per SF (960)
\$9 to \$70	\$15 to \$136	Per SF (8550)	\$12 to \$96	\$21 to \$190	Per SF (4500)	\$13 to \$146	\$24 to \$263	Per SF (4800)
\$10 to \$55	\$19 to \$97	Per SF (11900)	\$14 to \$83	\$26 to \$151	Per SF (8400)	\$27 to \$130	\$60 to \$259	Per SF (3000)
\$25 to \$84	\$50 to \$150	Per SF (728)	\$31 to \$96	\$57 to \$177	Per SF (1456)	\$44 to \$155	\$91 to \$266	Per SF (1456)
\$20 to \$103	\$42 to \$183	Per SF (1092)	\$25 to \$109	\$49 to \$194	Per SF (1456)	\$29 to \$120	\$56 to \$211	Per SF (1820)
\$37 to \$117	\$60 to \$286	Per SF (592)	\$41 to \$137	\$64 to \$329	Per SF (1014)	\$55 to \$147	\$105 to \$344	Per SF (1740)
\$18 to \$64	\$34 to \$99	Per SF (3,500)	\$18 to \$75	\$34 to \$122	Per SF (4,800)	\$14 to \$80	\$26 to \$131	Per SF (10,350)
\$80,933 to \$177,484		Allowance	\$175,497 to \$301,467		Allowance	\$226,884 to \$362,199		Allowance
\$68 to \$40,742	\$196 to \$76,392	Per Space (486)	N/A to \$61,113	\$1,317 to \$96,763	Per Space (347)	N/A to \$91,670	\$1,411 to \$145,144	Per Space (352)
\$611 to \$12,732	\$968 to \$20,575	Per Key	\$713 to \$17,825	\$1,069 to \$29,946	Per Key	\$713 to \$25,464	\$1,069 to \$36,159	Per Key
\$155,839 to \$15,278	\$210,383 to \$25,260	Per Cab (9 Stops)	\$128,338 to \$15,278	\$170,761 to \$25,260	Per Cab (7 Stops)	\$116,115 to \$25,464	\$152,478 to \$50,419	Per Cab (6 Stops)
\$5,093 to \$4,945	\$8,420 to \$8,272	Per Screen	\$5,093 to \$7,639	\$8,420 to \$10,135	Per Screen	\$8,488 to \$7,639	\$16,806 to \$10,135	Per Screen
\$3,056 to \$20,371	\$4,125 to \$31,066	Each	\$4,074 to \$20,371	\$5,144 to \$31,066	Each	\$4,074 to \$20,371	\$5,144 to \$31,066	Each
\$30,557 to \$101,856	\$41,252 to \$116,115	Each	\$30,557 to \$101,856	\$41,252 to \$116,115	Each	\$30,557 to \$101,856	\$41,252 to \$116,115	Each
\$25,464 to \$17,600	\$78,938 to \$28,163	Allowance	\$35,649 to \$23,580	\$89,124 to \$34,173	Allowance	\$50,928 to \$31,473	\$150,746 to \$42,066	Allowance
\$20,116 to \$15,278	\$35,395 to \$22,408	Per Key	\$26,126 to \$15,278	\$41,404 to \$22,408	Per Key	\$34,020 to \$15,278	\$49,298 to \$22,408	Per Key
\$40,742 to \$21,000	\$51,437 to \$35,649	Each	\$40,742 to \$21,000	\$51,437 to \$35,649	Each	\$40,742 to \$21,000	\$51,437 to \$35,649	Each
\$6,750 to \$6,750	\$30,557 to \$30,557	Allowance	\$16,806 to \$16,806	\$40,742 to \$40,742	Allowance	\$35,649 to \$35,649	\$61,113 to \$61,113	Allowance

General Notes

1. This estimating information is a guideline only. Before utilizing this information for any renovation, a full budget estimate should be prepared by JN+A and HVS Design.
2. Sources: JN+A historical data, misc. purchasing organization unit price information, input from U.S. General Contractors, geographically diverse.
3. Costs indicated in this Estimating Guide do NOT include professional Fees, Contingency, Operating Supplies and Equipment, Attic Stock, Freight or Sales Tax, etc.
4. Costs indicated in this Estimating Guide INCLUDE the contractor's General Conditions, Overhead and Profit. Cost for Performance Bonds and Building Permits are NOT included.

Footnotes

1. Includes vanity light, vinyl wall covering, framed mirror, paint ceiling.
2. Adds vanity (base), vanity top, faucet, stone / tile tub surround, shower valve, tub diverter, tub drain, tub refinish, porcelain tile floor with tile base.
3. Includes carpet and double-stick pad, vinyl wall covering, sconce lighting, artwork, window treatments, paint ceiling, painted millwork running trim, furniture, signage, and ice machines.
4. The guestroom component of a guest corridor occupies an area equal to the width of the guestroom, full height, and one half of the corridor width.
5. Includes finishes and lighting upgrades, no electrical, HVAC or life safety upgrades, nor any reconfiguration.
6. Allowance only; varies with site.
7. Assumes treadmills, elliptical, small free weights, small universal, towel display, dirty towel hamper, art, VWC, lighting, and flooring.
8. Resurface pool bottom, resurface pool deck, new pool furniture; includes ADA lift.
9. Includes Interior finishes, lighting, pool pak HVAC.
10. Allowance only; varies geographically.
11. Costs listed in common additives section are for items not typically included in the renovation scopes for the major categories. These costs assume that a full renovation is also occurring at time of construction.



HOTEL COST ESTIMATING GUIDE 2013

ECONOMY



ECONOMY

Prototype Hotel: 90 guestrooms, 3 stories, 30 rooms/floor
Other assumptions and allowances are listed in each section below

Guestroom Softgoods Renovation

Assume typical guestroom area of approximately 12' wide x 19' long, plus 5' x 8' bathroom and 7' x 5' entry area with closet rack = 303 SF. Ceilings 8'-0" AFF, popcorn finish.

	RANGE		AVERAGE
Demolition	\$145.00	to \$305.57	\$240.24
Artwork & Accessories (installed)	\$45.56	to \$106.58	\$74.96
Carpet and Pad	\$414.53	to \$627.42	\$520.19
Carpet Base	\$55.91	to \$129.31	\$92.96
Desk Lamp	\$40.74	to \$75.00	\$54.36
Nightstand or Bracket Lamp (2)	\$58.78	to \$127.50	\$86.98
Welcome Light (in existing location)	\$96.76	to \$166.86	\$125.88
Desk Chair (incl Fabric)	\$76.36	to \$123.25	\$99.68
Paint Existing Knockdown-finish Walls	\$182.40	to \$348.35	\$249.81
Paint Textured or Drywall Ceiling	\$113.40	to \$154.01	\$133.52
Paint Entry Doors, Closet Doors, Frames and Grilles	\$65.00	to \$101.86	\$90.35
Window Treatments (Shear, Blackout, Hardware, installed)	\$203.71	to \$315.75	\$271.36
Guestroom Softgoods Renovation Cost Per Key			\$2,040.29

Guestroom - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$147.69	to \$305.57	\$236.22
Casegoods Installation	\$195.00	to \$356.49	\$288.02
Bedsets (Box Spring, Mattress and Frame)	\$458.35	to \$792.56	\$645.73
Headboard	\$168.06	to \$324.86	\$254.53
Nightstands (2)	\$190.98	to \$389.83	\$300.49
Dresser	\$152.78	to \$312.82	\$233.26
Desk	\$129.68	to \$381.96	\$219.15
Closet Rack	\$45.84	to \$152.74	\$76.15
Luggage Rack	\$20.37	to \$50.00	\$32.11
TV & Mount (HD LCD, incl. programming, allowance)	\$350.57	to \$548.63	\$447.55
Guestroom Full Renovation Additional Cost Per Key			\$2,733.21

Guest Bathroom Softgoods Renovation

	RANGE		AVERAGE
Artwork (installed)	\$33.10	to \$80.37	\$48.54
Plate Glass Mirror	\$81.48	to \$162.97	\$114.59
Vanity Lighting	\$101.86	to \$191.86	\$144.12
Paint Ceiling	\$14.00	to \$34.63	\$24.18
Paint Walls	\$50.40	to \$124.67	\$87.04
Shower Curtain and Hooks	\$14.80	to \$38.00	\$23.23
Curved Shower Rod	\$40.74	to \$66.21	\$54.41
Paint Door & Trim	\$65.00	to \$101.86	\$84.73
RegROUT Floor Tile	\$62.74	to \$168.06	\$123.43
Guest Bathroom Softgoods Renovation Cost Per Key			\$704.27

Guest Bathroom - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$267.37	to \$374.32	\$314.16
Architectural Lighting	\$101.86	to \$152.78	\$122.23
Replace Bathroom Door & Hardware	\$356.49	to \$476.68	\$422.44
Electrical Upgrades (GFI)	\$50.93	to \$79.45	\$67.21
Shower Valve & Head, Tub Diverter, Tub Drain	\$250.00	to \$360.57	\$313.14
Tub Surround	\$407.42	to \$509.28	\$451.98
Shower Pan	\$381.96	to \$700.00	\$535.28
Lavatory	\$110.00	to \$160.93	\$137.31
Faucet (and connections)	\$152.78	to \$239.36	\$197.09
Vanity Top	\$161.34	to \$244.45	\$201.47
Toilet Accessories	\$117.13	to \$203.71	\$164.88
Tile Flooring	\$448.16	to \$672.25	\$560.21
Toilet	\$305.57	to \$356.49	\$332.94
Guest Full Renovation Additional Cost Per Key	\$3,111.02	to \$4,530.28	\$3,820.34

Corridors

Per room with each unit 12' long by half of a 5'-wide corridor; 30 rooms per floor

	RANGE		AVERAGE
Demolition	\$42.02	to \$58.82	\$50.42
Artwork (installed)	\$2.55	to \$11.87	\$5.16
Carpet and Pad	\$98.23	to \$148.20	\$122.89
Carpet Base	\$18.31	to \$30.59	\$24.76
Ceiling Mounted Lighting	\$2.21	to \$7.53	\$4.23
Elevator Lobby Furniture (allowance)	\$152.78	to \$328.48	\$244.45
Paint Ceiling	\$16.88	to \$32.47	\$23.70
Signage (room numbers)	\$40.74	to \$68.75	\$54.75
Vinyl Wall Covering (LY 54")	\$109.23	to \$268.22	\$169.71
Window Treatments (with hardware and installation)	\$3.40	to \$12.83	\$8.09
Corridor Renovation Cost Per Key	\$486.33	to \$967.77	\$708.17

Lobby Softgoods Renovation

The reception area costs and quantities are based on a 180 SF area, ceiling 8' AFF.

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$183.34	to \$311.68	\$247.51
Artwork and Artifacts (installed)	\$152.78	to \$900.00	\$471.74
Carpet and Pad	\$377.19	to \$564.69	\$469.34
Millwork (refinish)	\$305.57	to \$662.06	\$483.81
Paint Drywall Ceiling	\$81.00	to \$155.84	\$113.76
Paint Doors & Trim	\$130.00	to \$376.87	\$215.59
Vinyl Wall Covering (LY 54", 40% openings)	\$352.66	to \$806.02	\$517.28
Window Treatments (with hardware and installation)	\$152.78	to \$458.35	\$290.75
Seating Groups	\$763.92	to \$1,400.52	\$1,124.23
Admin/BOH Office Finishes (Carpet, Paint only)	\$611.13	to \$1,364.87	\$1,006.80
Lobby Softgoods Renovation Subtotal	\$3,110.38	to \$7,000.89	\$4,940.83
Lobby Softgoods Renovation Cost Per SF	\$17.28	to \$38.89	\$27.45

ECONOMY

Prototype Hotel: 90 guestrooms, 3 stories, 30 rooms/floor
Other assumptions and allowances are listed in each section below

Lobby - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$733.36	to \$990.04	\$861.70
Decorative Lighting	\$944.47	to \$1,400.52	\$1,178.60
Electrical	\$770.03	to \$1,732.56	\$1,106.92
Hard Surface Flooring	\$366.68	to \$550.02	\$458.35
HVAC	\$366.68	to \$495.02	\$430.85
Life Safety	\$504.19	to \$632.52	\$568.35
Architectural Lighting	\$1,375.05	to \$2,337.59	\$1,856.32
Front Desk (new, in existing location)	\$4,583.51	to \$5,652.99	\$5,118.25
Front Desk Equipment	\$3,055.67	to \$3,768.66	\$3,412.16
New ACT & Grid	\$540.85	to \$916.70	\$727.00
Casegoods	\$611.13	to \$1,171.34	\$900.03
Drywall Partitions	\$1,620.00	to \$3,300.12	\$2,413.96
Admin/BOH Office - add FF&E	\$229.18	\$500.00	\$338.20
Lobby Full Renovation Additional Cost Subtotal	\$15,700.80	to \$23,448.08	\$19,370.68
Lobby Full Renovation Cost Per SF	\$87.23	to \$130.27	\$107.61

Public Restrooms Softgoods Renovation

The public restrooms costs and quantities are based on one 80 SF unisex restroom, ceiling 8' AFF

	RANGE		AVERAGE
Demolition of Vinyl	\$42.78	to \$85.56	\$60.96
Artwork and Artifacts (installed)	\$36.67	to \$132.41	\$71.57
Framed Mirrors	\$16.30	to \$55.00	\$30.11
Paint Drywall Ceiling	\$36.00	to \$69.26	\$50.56
Paint Doors & Trim	\$65.00	to \$188.43	\$107.79
Decorative Vanity Lighting	\$101.86	to \$327.32	\$214.92
Public Restrooms Softgoods Renovation Subtotal	\$298.60	to \$857.99	\$535.92
Public Restrooms Softgoods Renovation Cost Per SF	\$3.73	to \$10.72	\$6.70

Public Restrooms - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$651.88	to \$937.07	\$794.47
Toilet Accessories	\$229.18	to \$356.49	\$299.48
Replace Doors	\$547.98	to \$916.70	\$709.88
Toilets / Urinals	\$814.85	to \$1,064.39	\$945.81
Architectural Lighting	\$513.35	to \$941.15	\$759.33
Tile Flooring	\$814.85	to \$1,222.27	\$1,018.56
Vanity Top, Faucets, Sinks (per position)	\$381.96	to \$534.74	\$462.06
Millwork Vanity Base (per position)	\$0.00	to \$203.71	\$73.21
Public Restrooms Full Renovation Additional Cost Subtotal	\$3,954.04	to \$6,176.53	\$5,062.80
Public Restrooms Full Renovation Additional Cost Per SF	\$49.43	to \$77.21	\$63.29

Restaurant Softgoods Renovation

Assume a 12-seat breakfast bar area of approximately 20' x 20' = 400 SF, ceiling 8' AFF.

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$407.42	to \$692.62	\$550.02
Artwork (installed)	\$49.91	to \$214.28	\$126.21
Carpet and Pad (80% of floor area)	\$922.03	to \$1,380.35	\$1,147.28
Millwork Buffet, Host Station (refinish)	\$407.42	to \$977.81	\$692.62
Acoustical Tile Ceiling (new)	\$1,201.90	to \$2,037.11	\$1,704.63
Paint Doors & Trim	\$65.00	to \$188.43	\$107.79
Vinyl Wall Covering (LY 54", 40% openings)	\$384.49	to \$944.13	\$593.37
Window Treatments (with hardware and installation)	\$381.96	to \$1,145.88	\$763.60
Dining Chairs no Arms	\$977.81	to \$2,138.97	\$1,510.58
Restaurant Softgoods Renovation Subtotal	\$4,797.94	to \$9,719.59	\$7,196.11
Restaurant Softgoods Renovation Cost per SF	\$11.99	to \$24.30	\$17.99
Restaurant softgoods Renovation Cost per Seat	\$399.83	to \$809.97	\$599.68

Restaurant - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$407.42	to \$692.62	\$550.02
Buffet Equipment	\$1,018.56	to \$1,731.55	\$1,375.05
Architectural Lighting	\$1,283.38	to \$2,138.97	\$1,764.65
Electrical	\$2,138.97	to \$3,422.35	\$2,780.66
Hard Surface Flooring (20% of floor area)	\$814.85	to \$1,222.27	\$1,018.56
HVAC	\$855.59	to \$1,711.18	\$1,283.38
Life Safety	\$1,283.38	to \$2,138.97	\$1,764.65
Millwork Buffet, Host Station (new, in existing location)	\$3,422.35	to \$5,347.42	\$4,438.36
Tables	\$366.68	to \$805.64	\$536.31
Drywall Partitions	\$2,361.42	to \$3,627.84	\$2,915.56
TV & Mount (42", incl. programming, allowance)	\$1,120.41	to \$1,497.15	\$1,292.44
Restaurant Additional Cost for a Full Renovation Subtotal	\$15,073.01	to \$24,335.95	\$19,719.63
Restaurant Full Renovation Additional Cost per SF	\$37.68	to \$60.84	\$49.30
Restaurant Full Renovation Additional Cost per Seat	\$1,256.08	to \$2,028.00	\$1,643.30

Bar / Lounge Softgoods Renovation

Typically, hotels in this market segment do not have bar/lounge areas.

Kitchen

Typically, hotels in this market segment do not have kitchens; a small pantry area is included in the breakfast bar costs above.

Function Spaces Softgoods Renovation

Typically, hotels in this market segment do not have ballrooms.

Meeting Rooms & Prefunction Softgoods Renovation

Typically, hotels in this market segment do not have meeting rooms

ECONOMY

Prototype Hotel: 90 guestrooms, 3 stories, 30 rooms/floor
Other assumptions and allowances are listed in each section below

Spa / Exercise Facility Softgoods Renovation

Typically, there are no exercise or spa facilities in hotels of this market segment.

Outdoor Amenities

Typically, there are no outdoor amenities in this market segment.

Outdoor Parking

Assume 100 parking spaces, 9' x 19', and 25'-wide aisles

	RANGE		AVERAGE
Clean & Seal Asphalt	\$6,187.73	to \$18,563.20	\$10,779.21
Stripe Spaces	\$611.13	to \$1,018.56	\$787.76
Outdoor Parking Renovation Cost	\$6,798.87	to \$19,581.75	\$11,566.97
Outdoor Parking Renovation Cost per Space	\$67.99	to \$195.82	\$115.67

Indoor, Underground Parking

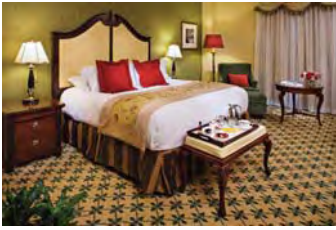
Typically, hotels in this market segment do not have indoor parking.

Landscaping

	RANGE		AVERAGE
Landscaping Allowance	\$10,185.57	to \$20,880.41	\$15,532.99
Landscaping Subtotal	\$10,185.57	to \$20,880.41	\$15,532.99

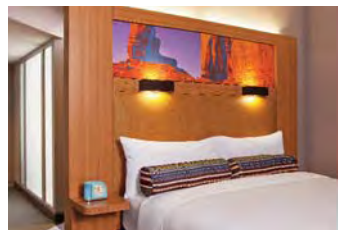
Common Additives

	RANGE		AVERAGE
New Electronic Key System	\$381.96	to \$488.91	\$435.43
Tub to Stall Shower Conversion	\$1,800.00	to \$4,227.01	\$2,942.10
Elevator Cab Finishes	\$6,111.34	to \$9,676.29	\$7,893.81
Elevator Modernization			
Hydraulic, per Cab	\$36,668.04	to \$46,293.40	\$41,480.72
PTAC Unit Direct Replacement, NIC finishes	\$763.92	to \$977.81	\$870.87
Laundry Equipment (Direct equipment replacement with access)			
75# Washer	\$20,371.13	to \$31,065.98	\$25,718.56
125# Dryer	\$30,556.70	to \$41,251.55	\$35,904.12
Ironer / Folder	\$101,855.67	to \$116,115.46	\$108,985.57
Guestroom ADA Modifications			
Bathtub room	\$13,750.52	to \$23,324.95	\$17,020.00
Roll-in Shower room	\$15,278.35	to \$30,556.70	\$23,186.75
Exterior Signage - Monument - new graphics on existing sign	\$5,092.78	to \$8,657.73	\$6,875.26
Exterior Signage - Highway - New graphics on existing sign	\$20,371.13	to \$31,065.98	\$25,718.56
Exterior Signage - New Exterior Brand sign in existing location	\$20,371.13	to \$25,718.56	\$23,044.85
Dumpster enclosure - CMU walls, Wood Gate, Bollards, Concrete pad	\$10,500.00	to \$18,334.02	\$14,733.85
Power operated bi-parting entrance doors (inner and outer at a vestibule)	\$21,000.00	to \$35,649.48	\$28,828.93



HOTEL COST ESTIMATING GUIDE 2013

EXTENDED STAY



EXTENDED STAY

Prototype Hotel: 150 guestrooms, 4 stories, 38 rooms/floor

Other assumptions and allowances are listed in each section below

Guestroom Softgoods Renovation

Assume typical guestroom area of approximately 25' wide x 16' long, plus 12' x 8' bathroom and 8' x 6' kitchen area = 548 SF, ceilings 8'-0" AFF, popcorn finish (studio).

	RANGE		AVERAGE
Demolition	\$157.88	to \$560.21	\$408.73
Artwork & Accessories (installed)	\$305.57	to \$588.89	\$449.12
Decorative Framed Mirror	\$91.67	to \$162.97	\$120.48
Full height Framed Dressing Mirror	\$112.04	to \$205.56	\$140.76
Bed Scarf	\$53.47	to \$112.50	\$74.99
Bed Skirt	\$59.20	to \$114.59	\$80.42
Decorative Pillow	\$22.92	to \$64.93	\$44.92
Carpet and Pad	\$724.31	to \$995.90	\$855.09
Carpet Base	\$80.44	to \$187.92	\$136.21
Desk Lamp	\$50.93	to \$91.67	\$70.33
Floor Lamp	\$58.57	to \$114.59	\$80.92
End Table Lamp	\$40.74	to \$96.76	\$72.47
Nightstand or Bracket Lamp (2)	\$65.31	to \$195.00	\$102.53
Welcome Light (in existing location)	\$108.65	to \$181.86	\$135.55
Desk Chair (incl Fabric)	\$127.32	to \$203.71	\$162.64
Lounge Chair (incl Fabric)	\$254.64	to \$450.00	\$324.49
Dining Chair (incl Fabric)	\$183.34	to \$449.18	\$335.43
Ottoman (incl Fabric)	\$101.86	to \$151.26	\$122.88
Sleeper Sofa (incl. fabric)	\$479.05	to \$825.00	\$648.58
Paint Existing Knockdown-finish Walls	\$262.40	to \$501.13	\$359.38
Paint Textured or Drywall Ceiling	\$180.00	to \$305.57	\$227.63
Paint Entry Doors, Closet Doors, Frames and Grilles	\$305.57	to \$440.02	\$369.35
Vinyl Kitchen Flooring	\$108.05	to \$220.01	\$153.93
Window Treatments (Shear, Blackout, Hardware, installed)	\$611.13	to \$1,018.56	\$828.11
Guestroom Softgoods Renovation Cost Per Key			\$6,304.95

Guestroom - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$157.88	to \$560.21	\$412.56
Casegoods Installation	\$407.42	to \$611.13	\$532.19
Bedsets (Box Spring, Mattress and Frame)	\$634.05	to \$978.61	\$815.19
Headboard	\$168.06	to \$611.13	\$349.28
Nightstands (2)	\$305.57	to \$600.00	\$421.52
Dresser	\$178.25	to \$427.33	\$316.45
TV Chest of Drawers	\$127.32	to \$458.35	\$293.65
Desk	\$152.78	to \$425.00	\$257.78
Side Table	\$183.34	to \$267.37	\$236.79
Coffee Table	\$127.32	to \$200.00	\$159.20
Dining Table	\$122.23	to \$273.89	\$190.46
Closet Shelf Unit	\$40.74	to \$231.02	\$102.07
Luggage Rack	\$25.46	to \$50.93	\$38.21
Fireplace Surround & Hearth (tile only)	\$162.97	to \$407.42	\$283.16
Drapery Valance - Painted wood	\$127.32	to \$381.96	\$321.24
Kitchen Cabinetry & Appliances	\$2,393.61	to \$4,099.69	\$3,106.60
TV & Mount (HD LCD, incl. programming, allowance)	\$1,313.94	to \$1,708.39	\$1,507.72
Connection Device (jack pack)	\$323.71	to \$567.05	\$441.45
Guestroom Full Renovation Additional Cost Per Key			\$9,785.52

Guest Bathroom Softgoods Renovation

	RANGE		AVERAGE
Artwork (installed)	\$35.65	to \$122.23	\$80.25
Framed Mirror	\$152.78	to \$229.18	\$185.25
Vanity Lighting	\$142.60	to \$265.00	\$178.42
Night Light	\$103.64	to \$166.02	\$134.70
Towel Caddy	\$171.12	to \$305.57	\$238.02
Paint Ceiling	\$43.20	to \$83.11	\$60.67
Vinyl Wall Covering (LY 54")	\$236.05	to \$610.92	\$393.38
Shower Curtain and Hooks	\$16.45	to \$56.02	\$33.39
Curved Shower Rod	\$50.93	to \$76.39	\$62.11
Paint Door & Trim	\$101.86	to \$127.32	\$119.78
RegROUT Floor Tile	\$24.95	to \$66.84	\$49.09
RegROUT Wall Tile	\$71.30	to \$190.98	\$145.67
Guest Bathroom Softgoods Renovation Cost Per Key			\$1,680.75

Guest Bathroom - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$374.32	to \$454.53	\$414.43
Architectural Lighting	\$124.26	to \$192.10	\$143.96
Replace Bathroom Door & Hardware	\$407.42	to \$509.28	\$463.82
Electrical Upgrades (GFI)	\$50.93	to \$79.45	\$67.21
Shower Valve & Head, Tub Diverter, Tub Drain	\$356.49	to \$381.96	\$372.92
Tub Surround	\$789.38	to \$1,018.56	\$930.26
Shower Pan	\$585.00	to \$700.00	\$643.30
Lavatory	\$152.78	to \$203.71	\$172.90
Faucet (and connections)	\$203.71	to \$305.57	\$250.49
Vanity Top	\$356.49	to \$560.21	\$429.11
Vanity Base	\$356.49	to \$458.35	\$399.78
Toilet Accessories	\$229.18	to \$356.49	\$299.48
Tile Flooring	\$222.81	to \$311.93	\$264.66
Toilet	\$320.85	to \$407.42	\$364.91
Guest Bathroom Full Renovation Additional Cost Per Key			\$5,217.24

Corridors

Per room with each unit 25' long by half of a 5'-wide corridor; 38 rooms per floor

	RANGE		AVERAGE
Demolition	\$87.53	to \$122.55	\$105.04
Artwork (installed)	\$2.68	to \$17.26	\$8.83
Carpet and Pad	\$204.64	to \$413.73	\$328.52
Carpet Base	\$38.14	to \$77.18	\$57.11
Ceiling Mounted Lighting	\$20.10	to \$62.99	\$36.53
Sconces	\$45.57	to \$111.11	\$72.76
Elevator Lobby Furniture (allowance)	\$356.49	to \$1,250.00	\$727.70
Vending Area Floor Tile	\$8.38	to \$11.73	\$9.95
Ice Machine	\$43.56	to \$77.06	\$60.73
Paint Ceiling	\$35.16	to \$67.64	\$49.38
Signage (room numbers)	\$61.11	to \$89.12	\$75.12
Vinyl Wall Covering (LY 54")	\$235.05	to \$593.77	\$363.57
Window Treatments (with hardware and installation)	\$6.70	to \$12.60	\$10.12
Corridor Renovation Cost Per Key			\$1,905.36

EXTENDED STAY

Prototype Hotel: 150 guestrooms, 4 stories, 38 rooms/floor
Other assumptions and allowances are listed in each section below

Lobby Softgoods Renovation

The reception area costs and quantities are based on a 1,400 SF area, ceiling 10' AFF

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$1,425.98	to \$2,424.16	\$1,925.07
Artwork and Artifacts (installed)	\$1,018.56	to \$4,227.01	\$2,414.82
Carpet and Pad	\$1,100.15	to \$2,224.22	\$1,757.96
Millwork (refinish)	\$458.35	to \$814.85	\$636.60
Paint Drywall Ceiling	\$630.00	to \$1,212.08	\$884.83
Paint Doors & Trim	\$130.00	to \$376.87	\$215.59
Vinyl Wall covering (LY 54", 40% openings)	\$1,080.17	to \$2,452.26	\$1,599.86
Window Treatments (with hardware and installation)	\$763.92	to \$1,436.16	\$1,100.04
Seating Groups	\$2,037.11	to \$3,259.38	\$2,649.10
Admin/BOH Office Finishes (Carpet, Paint only)	\$1,222.27	to \$2,729.73	\$2,013.60
Employee Dining Finishes (VCT, Paint only)	\$585.67	to \$1,135.69	\$802.37
Employee Restroom Finishes (VCT, Paint only)	\$509.28	to \$1,044.02	\$776.65
Lobby Softgoods Renovation Subtotal	\$10,961.46	to \$23,336.43	\$16,776.49
Lobby Softgoods Renovation Cost Per SF	\$7.83	to \$16.67	\$11.98

Lobby - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$7,129.90	to \$9,126.27	\$8,128.08
Decorative Lighting	\$1,782.47	to \$3,437.63	\$2,604.72
Electrical	\$5,989.11	to \$13,475.51	\$8,609.35
Hard Surface Flooring	\$12,477.32	to \$17,468.25	\$14,820.86
HVAC	\$4,277.94	to \$6,773.40	\$5,525.67
Life Safety	\$6,060.41	to \$8,555.88	\$7,308.14
Architectural Lighting	\$6,416.91	to \$13,903.30	\$10,160.10
Front Desk (new, in existing location)	\$15,930.00	to \$22,408.25	\$18,924.76
Front Desk Equipment	\$3,564.95	to \$4,634.43	\$4,099.69
New ACT & Grid	\$2,851.96	to \$5,347.42	\$3,945.67
Articulated Drywall Ceiling (new)	\$2,851.96	to \$8,270.68	\$4,559.91
Sound System	\$1,527.84	to \$2,062.58	\$1,795.21
Casegoods	\$2,037.11	to \$3,269.57	\$2,593.02
Drywall Partitions	\$4,500.00	to \$9,000.00	\$6,684.56
Sundries Shop (Millwork/Finishes/Equipment/Signage)	\$10,185.57	to \$19,848.79	\$14,560.13
Business Center (Millwork/Finishes/Seating)	\$5,841.42	to \$11,207.78	\$8,331.72
Admin/BOH Office - add FF&E	\$229.18	to \$509.28	\$343.76
Employee Dining - add FF&E	\$255.66	to \$552.06	\$366.98
Employee Restroom - scope varies by tier	\$50.93	to \$178.25	\$101.86
Lobby Full Renovation Additional Cost Subtotal	\$93,960.63	to \$160,029.30	\$123,464.19
Lobby Full Renovation Additional Cost Per SF	\$67.11	to \$114.31	\$88.19

Public Restrooms Softgoods Renovation

The public restrooms costs and quantities are based on two 12' x 20' (480 SF total) restrooms, ceiling 10' AFF, each with 2 lavs, 3 fixtures

	RANGE		AVERAGE
Demolition of Vinyl	\$256.68	to \$513.35	\$365.76
Artwork and Artifacts (installed)	\$116.12	to \$417.61	\$238.91
Framed Mirrors	\$370.75	to \$973.73	\$650.08
Paint Drywall Ceiling	\$216.00	to \$415.57	\$303.37
Paint Doors & Trim	\$130.00	to \$376.87	\$215.59
Vinyl Wall Covering (LY 54")	\$1,234.80	to \$3,138.89	\$2,041.19
Decorative Vanity Lighting	\$611.13	to \$1,655.59	\$1,159.15
Public Restrooms Softgoods Renovation Subtotal	\$2,935.48	to \$7,491.61	\$4,974.06
Public Restrooms Softgoods Renovation Cost per SF	\$6.12	to \$15.61	\$10.36

Public Restrooms - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$2,688.99	to \$4,400.16	\$3,544.58
Toilet Partitions	\$3,055.67	to \$7,333.61	\$5,152.89
Toilet Accessories	\$916.70	to \$1,507.46	\$1,164.72
Replace Doors	\$1,095.97	to \$1,833.40	\$1,419.76
Toilets / Urinals	\$4,889.07	to \$8,097.53	\$6,597.06
Architectural Lighting	\$3,080.12	to \$5,646.88	\$4,556.00
Tile Flooring	\$6,111.34	to \$8,555.88	\$7,259.20
Tile Walls	\$5,760.00	to \$7,516.95	\$6,683.87
Vanity Top, Faucets, Sinks (per position)	\$2,240.82	to \$2,953.81	\$2,634.48
Millwork Vanity Base (per position)	\$2,300.00	to \$4,176.08	\$3,139.96
Public Restrooms Full Renovation Additional Cost Subtotal	\$32,138.68	to \$52,021.76	\$42,152.52
Public Restrooms Full Renovation Additional Cost Per SF	\$66.96	to \$108.38	\$87.82

Restaurant Softgoods Renovation

Assume a 76-seat restaurant area of approximately 1,400 SF (35' x 40'), ceiling 10' AFF

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$1,425.98	to \$2,424.16	\$1,925.07
Artwork (installed)	\$260.75	to \$814.22	\$542.13
Carpet and Pad (80% of floor area)	\$3,227.11	to \$6,524.37	\$5,068.47
Millwork Buffet, Host Station (refinish)	\$1,273.20	to \$3,055.67	\$2,164.43
Reupholster Banquettes	\$6,875.26	to \$9,900.37	\$8,387.81
Acoustical Tile Ceiling (new)	\$5,703.92	to \$10,694.85	\$7,891.35
Paint Doors & Trim	\$130.00	to \$376.87	\$215.59
Vinyl Wall Covering (LY 54", 40% openings)	\$1,080.17	to \$2,387.98	\$1,559.64
Window Treatments (with hardware and installation)	\$1,432.35	to \$2,692.81	\$2,062.58
Dining Chairs no Arms	\$8,861.44	to \$14,500.00	\$11,331.82
Restaurant Softgoods Renovation Subtotal	\$30,270.17	to \$53,371.30	\$41,148.90
Restaurant Softgoods Renovation Cost per SF	\$21.62	to \$38.12	\$29.39
Restaurant softgoods Renovation Cost per Seat	\$398.29	to \$702.25	\$541.43

Restaurant - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$4,277.94	to \$6,773.40	\$5,525.67
Banquettes	\$5,500.21	to \$19,250.72	\$14,506.79
Buffet Equipment	\$5,092.78	to \$15,787.63	\$10,440.21
Decorative Lighting	\$1,069.48	to \$2,368.14	\$1,718.81
Architectural Lighting	\$8,199.38	to \$13,190.31	\$9,883.82
Electrical	\$11,978.23	to \$16,470.06	\$13,662.66
Hard Surface Flooring (20% of floor area)	\$3,564.95	to \$4,990.93	\$4,234.53
HVAC	\$2,994.56	to \$5,989.11	\$4,491.84
Life Safety	\$7,486.39	to \$11,978.23	\$9,919.47
Millwork Buffet, Host Station (new, in existing location)	\$10,694.85	to \$16,710.70	\$13,869.88
Sound System	\$1,527.84	to \$2,062.58	\$1,795.21
Tables	\$2,322.31	to \$5,700.00	\$3,990.73
Drywall Partitions	\$5,534.58	to \$8,502.75	\$6,833.34
TV & Mount (42", incl. programming, allowance)	\$1,171.34	to \$1,596.39	\$1,365.24
Restaurant Full Renovation Additional Cost Subtotal	\$71,414.83	to \$131,370.95	\$102,238.19
Restaurant Full Renovation Additional Cost per SF	\$51.01	to \$93.84	\$73.03
Restaurant Full Renovation Additional Cost per Seat	\$939.67	to \$1,728.57	\$1,345.24

EXTENDED STAY

● Prototype Hotel: 150 guestrooms, 4 stories, 38 rooms/floor
 ● Other assumptions and allowances are listed in each section below

Bar / Lounge Softgoods Renovation

Typically, hotels in this market segment do not have bar/lounge areas.

Kitchen

Assume a kitchen area of approximately 80 SF

	RANGE		AVERAGE
Selective Demolition	\$4,277.94	to \$6,844.70	\$5,561.32
Vinyl-coated Tile Ceiling (2' x 4' tiles & new grid)	\$3,600.00	to \$7,333.61	\$5,320.82
Fluorescent Lighting (2' x 4')	\$2,138.97	to \$4,277.94	\$3,101.51
Paint Door Frames & Trim	\$130.00	to \$376.87	\$215.59
Paint Walls	\$25.92	to \$49.87	\$36.40
Quarry Tile Flooring	\$10,185.57	to \$14,200.00	\$12,123.20
Replace Doors	\$1,324.12	to \$4,074.23	\$2,474.49
Kydex-paneled Walls	\$146.67	to \$345.60	\$245.13
Kitchen Renovation Subtotal	\$21,829.19	to \$37,502.81	\$29,078.46
Kitchen Renovation Cost per SF	\$272.86	to \$468.79	\$363.48

Kitchen Equipment

	RANGE		AVERAGE
Select Kitchen Equipment	\$1,629.69	to \$2,314.16	\$1,971.93
Kitchen Equipment Subtotal	\$1,629.69	to \$2,314.16	\$1,971.93
Kitchen Equipment Cost Per SF	\$20.37	to \$28.93	\$24.65

Ballroom & Prefunction Softgoods Renovation

Typically, hotels in this market segment do not have ballrooms.

Meeting Rooms Softgoods Renovation

Assume a meeting room area of approximately 24' x 23' = 552 SF, Ceiling 12' AFF

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$562.24	to \$955.81	\$759.03
Carpet and Pad	\$1,926.36	to \$2,920.07	\$2,518.83
Paint Articulated Drywall Ceiling	\$248.40	to \$477.91	\$348.88
Paint Doors & Trim	\$130.00	to \$376.87	\$215.59
Millwork Running Trim (refinish - stained hardwood crown, chair, & base)	\$244.15	to \$445.21	\$344.68
Protect / Remove / Reinstall All Light Fixtures	\$38.20	to \$162.97	\$100.58
Vinyl Wall Covering (LY 54")	\$1,517.53	to \$3,611.26	\$2,634.13
Window Treatments (with hardware and installation)	\$477.45	to \$897.60	\$684.66
Meeting Rooms Softgoods Renovation Subtotal	\$5,144.33	to \$9,847.70	\$7,606.37
Meeting Rooms Softgoods Renovation Cost Per SF	\$9.32	to \$17.84	\$13.78

Meeting Rooms - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$2,811.22	to \$3,598.36	\$3,204.79
Banquet Chairs	\$6,024.04	to \$10,441.66	\$8,053.32
Artwork, Accessories, & Mirrors (installed)	\$167.04	to \$382.35	\$271.70
Acoustical Tile Ceiling (new)	\$2,248.97	to \$4,216.82	\$3,111.44
Decorative Lighting	\$585.67	to \$2,515.84	\$1,550.75
Electrical	\$4,722.84	to \$6,493.91	\$5,386.99
HVAC	\$1,180.71	to \$2,361.42	\$1,771.07
Life Safety	\$2,951.78	to \$4,722.84	\$3,911.10
Architectural Lighting	\$3,261.01	to \$5,099.55	\$3,996.85
Millwork Running Trim (stained hardwood crown, chair, & base)	\$1,436.16	to \$2,872.33	\$2,103.95
Millwork Serving Stations	\$3,422.35	to \$5,347.42	\$4,438.36
AV Infrastructure: Ceiling Speakers and wiring to AV room, CAT 5e cable to light bars, 120V power. Equipment by others. HSI. Projection screens built in to ceiling.	\$509.28	to \$1,400.52	\$954.90
Meeting Rooms Full Renovation Additional Cost Subtotal	\$29,321.08	to \$49,453.01	\$38,755.22
Meeting Rooms Full Renovation Additional Cost Per SF	\$53.12	to \$89.59	\$70.21

Board Room Renovation

Typically, hotels in this market do not have Boardrooms.

Exercise Facility Softgoods Renovation

Assume a one-bay facility of approximately 25' x 16', 400 SF, ceiling 10' AFF

	RANGE		AVERAGE
Demolition of Vinyl & Floor Finish	\$407.42	to \$692.62	\$550.02
Artwork (installed)	\$90.65	to \$310.66	\$190.15
Clock	\$34.63	to \$216.21	\$81.21
Hamper	\$25.46	to \$203.71	\$96.66
Towel Caddy	\$203.71	to \$315.75	\$259.73
Carpet and Pad	\$1,162.50	to \$2,116.33	\$1,654.75
Mirrors	\$1,527.84	to \$3,310.31	\$2,419.07
Paint Doors & Trim	\$130.00	to \$376.87	\$215.59
Remove & Reinstall Exercise Equipment	\$509.28	to \$2,291.75	\$1,400.52
Paint Walls	\$369.00	to \$709.93	\$518.26
Window Treatments (with hardware and installation)	\$305.57	to \$473.63	\$389.60
Exercise Facility Softgoods Renovation Subtotal	\$4,766.06	to \$11,017.77	\$7,775.55
Exercise Facility Softgoods Renovation Cost Per SF	\$11.92	to \$27.54	\$19.44

Exercise Facility - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$2,037.11	to \$2,607.51	\$2,322.31
Acoustical Tile Ceiling (new)	\$1,629.69	to \$3,055.67	\$2,254.67
Exercise Equipment (installed)	\$20,371.13	to \$37,177.32	\$28,774.23
Electrical	\$3,422.35	to \$4,705.73	\$3,903.62
HVAC	\$855.59	to \$1,711.18	\$1,283.38
Life Safety	\$2,138.97	to \$3,422.35	\$2,834.13
Architectural Lighting	\$2,328.00	to \$3,628.00	\$2,883.47
TVs & Mounts (42", incl. programming, allowance)	\$1,171.34	to \$1,596.39	\$1,377.01
Water Fountain	\$407.42	to \$656.97	\$532.20
Sound System	\$763.92	to \$1,031.29	\$897.60
Exercise Facility Full Renovation Additional Cost Subtotal	\$35,125.53	to \$59,592.40	\$47,062.62
Exercise Facility Full Renovation Additional Cost Per SF	\$87.81	to \$148.98	\$117.66

Spa Softgoods Renovation

Typically, hotels in this market do not have Spas.

EXTENDED STAY

Prototype Hotel: 150 guestrooms, 4 stories, 38 rooms/floor
Other assumptions and allowances are listed in each section below

Outdoor Pool

Assume a 450 SF (15' x 30') pool and a 12' wide deck, approx. 1,656 SF surface

	RANGE		AVERAGE
ADA Lift	\$7,639.18	to \$14,769.07	\$11,204.12
Pool Furniture	\$10,185.57	to \$15,787.63	\$12,986.60
Pool Equipment	\$5,092.78	to \$15,787.63	\$10,440.21
Resurface Pool Bottom	\$1,833.40	to \$6,646.08	\$4,318.38
Resurface Pool Deck (Kool Deck or tile)	\$6,624.00	to \$13,493.84	\$10,649.19
Signage (life safety, pool rules)	\$5,092.78	to \$10,440.21	\$7,766.49
Outdoor Pool Renovation Cost Subtotal	\$36,467.71	to \$76,924.46	\$57,364.99
Outdoor Pool Renovation Cost Per SF	\$17.32	to \$36.53	\$27.24

Indoor Pool

Assume a 450 SF (15' x 30') pool and a 12' wide deck, approx. 1,656 SF surface

	RANGE		AVERAGE
ADA Lift	\$7,639.18	to \$14,769.07	\$11,204.12
Architectural Lighting	\$11,438.14	to \$20,588.65	\$17,443.16
Acoustical Tile Ceiling with Aluminum Grid (new)	\$7,262.31	to \$10,312.48	\$8,787.39
Paint Doors & Trim	\$112.04	to \$376.87	\$213.96
Pool Deck Tile	\$12,426.39	to \$17,396.95	\$14,817.84
Pool Equipment	\$5,092.78	to \$15,787.63	\$10,440.21
Pool Furniture	\$10,185.57	to \$15,787.63	\$12,986.60
Pool Pak HVAC	\$43,573.86	to \$58,824.71	\$51,199.28
Replace Doors (storefront)	\$1,527.84	to \$2,597.32	\$2,062.58
Resurface Pool Bottom	\$1,833.40	to \$6,646.08	\$4,318.38
Paint Walls (assume two walls are storefront, two are drywall)	\$346.50	to \$666.65	\$486.66
Signage (life safety, pool rules)	\$5,092.78	to \$10,440.21	\$7,766.49
Indoor Pool Renovation Cost Subtotal	\$106,530.78	to \$174,194.23	\$141,726.67
Indoor Pool Renovation Cost Per SF	\$50.58	to \$82.71	\$67.30

Outdoor Amenities

	RANGE		AVERAGE
Stamped Concrete @ Arrivals	\$9,548.97	to \$16,233.25	\$12,182.88
Outdoor Furniture	\$7,639.18	to \$13,241.24	\$10,440.21
Portable or Permanent Grill	\$5,092.78	to \$10,440.21	\$7,766.49
Outdoor Lighting	\$6,620.62	to \$11,968.04	\$9,294.33
Patio Landscaping	\$4,583.51	to \$9,930.93	\$7,257.22
Outdoor Amenities Renovation Cost Subtotal	\$33,485.05	to \$61,813.66	\$46,941.12

Outdoor Parking

Assume 175 spaces, 9' x 18', and 25'-wide aisles

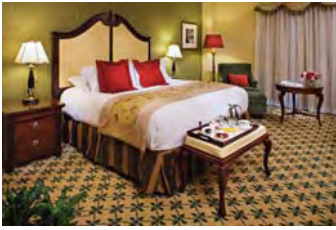
	RANGE		AVERAGE
Clean & Seal Asphalt	\$10,828.53	to \$32,485.59	\$18,863.62
Stripe Spaces	\$1,069.48	to \$1,782.47	\$1,378.58
Outdoor Parking Renovation Cost Subtotal	\$11,898.02	to \$34,268.07	\$20,242.19
Outdoor Parking Renovation Cost Per Space	\$67.99	to \$195.82	\$115.67

Indoor, Underground Parking*Typically, hotels in this market segment do not have indoor parking.***Landscaping**

	RANGE		AVERAGE
Landscaping Allowance	\$20,371.13	to \$31,065.98	\$25,718.56
Landscaping Subtotal	\$20,371.13	to \$31,065.98	\$25,718.56

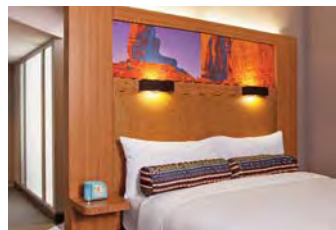
Common Additives

	RANGE		AVERAGE
New Electronic Key System	\$371.77	to \$478.72	\$425.25
Tub to Stall Shower Conversion	\$1,800.00	to \$4,736.29	\$3,435.15
Elevator Cab Finishes	\$8,657.73	to \$15,431.13	\$12,044.43
Elevator Modernization			
Hydraulic, per Cab	\$48,890.72	to \$61,724.54	\$55,307.63
PTAC Unit Direct Replacement, NIC finishes	\$916.70	to \$1,222.27	\$1,073.23
Laundry Equipment (Direct equipment replacement with access)			
75# Washer	\$20,371.13	to \$31,065.98	\$25,718.56
125# Dryer	\$30,556.70	to \$41,251.55	\$35,904.12
Ironer / Folder	\$101,855.67	to \$116,115.46	\$108,985.57
Porte Cochere - Re-image: Demolish and Replace	\$10,185.57	to \$63,659.79	\$36,922.68
Guestroom ADA Modifications			
Bathtub room	\$16,806.19	to \$25,362.06	\$19,829.02
Roll-in Shower room	\$17,315.46	to \$32,593.81	\$24,714.59
Exterior Signage - Monument - new graphics on existing sign	\$10,185.57	to \$17,315.46	\$13,750.52
Exterior Signage - Highway - New graphics on existing sign	\$25,463.92	to \$36,158.76	\$30,811.34
Exterior Signage - New Exterior Brand sign in existing location	\$30,556.70	to \$41,251.55	\$35,904.12
Dumpster enclosure - CMU walls, Wood Gate, Bollards, Concrete pad)	\$10,500.00	to \$18,334.02	\$14,733.85
Power operated bi-parting entrance doors (inner and outer at a vestibule)	\$21,000.00	to \$35,649.48	\$28,828.93
Fireplace, natural gas with stone hearth and surrounding wall, public area	\$6,750.00	to \$30,556.70	\$12,452.30



HOTEL COST ESTIMATING GUIDE 2013

MIDSCALE



MIDSCALE

Prototype Hotel: 135 guestrooms, 5 stories, 27 rooms/floor
Other assumptions and allowances are listed in each section below

Guestroom Softgoods Renovation

Assume typical guestroom area of approximately 13' wide x 21'-6" long, plus 6' x 8' bathroom and 6' x 7' entry / closet area = 370 SF, ceilings 8'-0" AFF, painted drywall.

	RANGE		AVERAGE
Demolition	\$178.25	to \$356.49	\$304.87
Artwork & Accessories (installed)	\$249.55	to \$622.27	\$414.76
Decorative Framed Mirror	\$91.67	to \$162.97	\$118.82
Full height Framed Dressing Mirror	\$112.04	to \$280.56	\$149.09
Bed Scarf	\$62.73	to \$114.59	\$81.61
Bed Skirt	\$65.29	to \$152.78	\$89.73
Decorative Pillow	\$24.64	to \$64.93	\$47.12
Carpet and Pad	\$582.16	to \$821.14	\$691.80
Carpet Base	\$93.25	to \$203.97	\$153.43
Desk Lamp	\$66.21	to \$112.04	\$87.21
Floor Lamp	\$73.85	to \$129.87	\$98.98
End Table Lamp	\$56.02	to \$112.04	\$83.15
Nightstand or Bracket Lamp (2)	\$65.31	to \$198.62	\$107.92
Welcome Light (in existing location)	\$122.23	to \$203.71	\$164.00
Desk Chair (incl Fabric)	\$127.32	to \$212.24	\$175.25
Lounge Chair (incl Fabric)	\$273.74	to \$525.00	\$351.49
Ottoman (incl Fabric)	\$58.52	to \$76.39	\$63.76
Sleeper Sofa (incl. fabric)	\$299.24	to \$425.00	\$348.49
Paint Textured or Drywall Ceiling	\$144.68	to \$208.98	\$176.82
Paint Entry Doors, Closet Doors, Frames and Grilles	\$213.90	to \$376.87	\$281.88
Vinyl Wall Covering (LY 54")	\$700.13	to \$1,645.16	\$1,077.58
Window Treatments (Shear, Blackout, Hardware, installed)	\$328.48	to \$509.28	\$419.44

Guestroom Softgoods Renovation Cost Per Key \$3,989.19 to \$7,514.88 \$5,487.22

Guestroom - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$178.25	to \$356.49	\$276.97
Casegoods Installation	\$213.90	to \$458.35	\$340.67
Bedsets (Box Spring, Mattress and Frame)	\$681.61	to \$1,089.49	\$882.76
Headboard	\$180.67	to \$750.00	\$470.72
Nightstands (2)	\$328.48	to \$687.53	\$512.23
Dresser	\$191.62	to \$500.00	\$356.67
Desk	\$152.78	to \$375.00	\$244.77
Coffee Table	\$68.43	to \$127.32	\$91.24
Closet Shelf Unit	\$42.65	to \$234.27	\$109.65
Luggage Rack	\$25.46	to \$53.01	\$38.88
Refrigerator Cabinet (case piece only)	\$168.06	to \$305.57	\$223.99
Mini Refrigerator	\$183.34	to \$305.57	\$222.81
Welcome Center / Coffee Niche	\$459.88	to \$560.21	\$509.85
Drapery Valance - Painted wood	\$66.21	to \$198.62	\$167.04
TV & Mount (HD LCD, incl. programming, allowance)	\$656.97	to \$881.05	\$760.22
Connection Device (jack pack)	\$161.86	to \$275.18	\$217.20

Guestroom Full Renovation Additional Cost Per Key \$3,760.16 to \$7,157.66 \$5,425.68

Guest Bathroom Softgoods Renovation

	RANGE		AVERAGE
Artwork (installed)	\$86.58	to \$208.80	\$141.62
Framed Mirror	\$152.78	to \$229.18	\$185.25
Makeup Mirror	\$49.69	to \$176.27	\$128.61
Vanity Lighting	\$142.60	to \$216.86	\$171.75
Night Light	\$118.34	to \$185.28	\$150.48
Towel Caddy	\$171.12	to \$305.57	\$238.02
Paint Ceiling	\$21.60	to \$41.56	\$30.34
Vinyl Wall Covering (LY 54")	\$144.67	to \$374.44	\$242.33
Shower Curtain and Hooks	\$18.09	to \$69.57	\$34.28
Curved Shower Rod	\$50.93	to \$76.39	\$62.11
Paint Door & Trim	\$106.95	to \$188.43	\$137.61
RegROUT Floor Tile	\$74.15	to \$198.62	\$145.87
RegROUT Wall Tile	\$71.30	to \$190.98	\$145.67
Guest Bathroom Softgoods Renovation Cost Per Key			
	\$1,208.80	to \$2,461.93	\$1,813.95

Guest Bathroom - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$374.32	to \$454.53	\$414.43
Architectural Lighting	\$124.26	to \$192.10	\$143.96
Replace Bathroom Door & Hardware	\$407.42	to \$509.28	\$463.82
Electrical Upgrades (GFI)	\$50.93	to \$79.45	\$67.21
Shower Valve & Head, Tub Diverter, Tub Drain	\$356.49	to \$407.42	\$380.92
Tub Surround	\$789.38	to \$1,018.56	\$930.26
Shower Pan	\$585.00	to \$700.00	\$643.30
Lavatory	\$152.78	to \$203.71	\$172.90
Faucet (and connections)	\$203.71	to \$280.10	\$244.13
Vanity Top	\$369.00	to \$560.21	\$432.93
Vanity Base	\$356.49	to \$458.35	\$399.78
Toilet Accessories	\$229.18	to \$376.87	\$302.03
Tile Flooring	\$662.06	to \$926.89	\$786.41
Toilet	\$320.85	to \$407.42	\$364.91
Guest Bathroom Full Renovation Additional Cost Per Key			
	\$4,981.88	to \$6,574.88	\$5,746.99

Corridors

Per room with each unit 13' long and half of a 6'-wide corridor: 27 rooms per floor

	RANGE		AVERAGE
Demolition	\$54.62	to \$76.47	\$65.54
Artwork (installed)	\$3.77	to \$24.71	\$12.63
Carpet and Pad	\$132.66	to \$263.58	\$214.29
Carpet Base	\$20.36	to \$39.85	\$30.85
Ceiling Mounted Lighting	\$23.04	to \$64.70	\$38.45
Sconces	\$51.76	to \$127.71	\$80.77
Elevator Lobby Furniture (allowance)	\$356.49	to \$1,273.20	\$750.19
Vending Area Floor Tile	\$18.86	to \$26.41	\$22.40
Ice Machine	\$61.30	to \$108.46	\$85.47
Paint Ceiling	\$21.94	to \$42.21	\$30.81
Signage (room numbers)	\$61.11	to \$89.12	\$75.12
Vinyl Wall Covering (LY 54")	\$126.68	to \$310.19	\$192.50
Window Treatments (with hardware and installation)	\$9.43	to \$17.73	\$14.62
Corridor Renovation Cost Per Key			
	\$942.03	to \$2,464.33	\$1,613.65

MIDSCALE

Prototype Hotel: 135 guestrooms, 5 stories, 27 rooms/floor
Other assumptions and allowances are listed in each section below

Lobby Softgoods Renovation

The reception area costs and quantities are based on a 2,500 SF area, ceiling 10' AFF

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$2,546.39	to \$4,328.87	\$3,437.63
Artwork and Artifacts (installed)	\$1,018.56	to \$4,000.00	\$2,583.40
Millwork (refinish)	\$509.28	to \$865.77	\$687.53
Millwork Screen Walls (refinish)	\$356.49	to \$712.99	\$534.74
Paint Drywall Ceiling	\$1,125.00	to \$2,164.43	\$1,580.05
Paint Doors & Trim	\$325.00	to \$942.16	\$538.97
Vinyl Wall Covering (LY 54", 40% openings)	\$1,114.07	to \$2,511.59	\$1,641.61
Window Treatments (with hardware and installation)	\$1,527.84	to \$2,872.33	\$2,200.08
Seating Groups	\$1,018.56	to \$1,629.69	\$1,324.55
Admin/BOH Office Finishes (Carpet, Paint only)	\$1,222.27	to \$2,729.73	\$2,013.60
Employee Dining Finishes (VCT, Paint only)	\$585.67	to \$1,135.69	\$802.37
Employee Restroom Finishes (VCT, Paint only)	\$509.28	to \$1,044.02	\$776.65
Lobby Softgoods Renovation Subtotal	\$11,858.40	to \$24,937.28	\$18,121.18
Lobby Softgoods Renovation Cost Per SF	\$4.74	to \$9.97	\$7.25

Lobby - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$12,731.96	to \$16,296.91	\$14,514.43
Decorative Lighting	\$1,782.47	to \$3,437.63	\$2,604.72
Electrical	\$10,694.85	to \$24,063.40	\$15,373.84
Hard Surface Flooring	\$31,829.90	to \$44,561.86	\$37,808.31
HVAC	\$7,639.18	to \$12,095.36	\$9,867.27
Life Safety	\$10,822.16	to \$15,278.35	\$13,050.26
Architectural Lighting	\$11,458.76	to \$24,827.32	\$18,143.04
Front Desk (new, in existing location)	\$15,930.00	to \$22,408.25	\$18,924.76
Front Desk Equipment	\$3,564.95	to \$4,634.43	\$4,099.69
Millwork Screen Walls (new)	\$5,347.42	to \$9,981.86	\$7,664.64
New ACT & Grid	\$5,092.78	to \$9,548.97	\$7,045.84
Articulated Drywall Ceiling (new)	\$5,092.78	to \$14,769.07	\$8,142.70
Sound System	\$1,527.84	to \$2,062.58	\$1,795.21
Casegoods	\$1,018.56	to \$1,634.78	\$1,324.56
Drywall Partitions	\$4,500.00	to \$9,000.00	\$6,684.56
Sundries Shop (Millwork/Finishes/Equipment/Signage)	\$6,620.62	to \$12,901.71	\$9,464.08
Business Center (Millwork/Finishes/Seating)	\$6,295.95	to \$11,849.47	\$8,857.55
Admin/BOH Office - add FF&E	\$560.21	to \$1,325.00	\$929.02
Employee Dining - add FF&E	\$550.00	to \$1,349.59	\$940.46
Employee Restroom - scope varies by tier	\$254.64	to \$381.96	\$314.05
Lobby Full Renovation Additional Cost Subtotal	\$143,315.03	to \$242,408.49	\$187,549.00
Lobby Full Renovation Additional Cost Per SF	\$57.33	to \$96.96	\$75.02

Public Restrooms Softgoods Renovation

The public restrooms costs and quantities are based on two 12' x 20' (480 SF total) restrooms, ceiling 10' AFF, each with 2 lavs, 3 fixtures

	RANGE		AVERAGE
Demolition of Vinyl	\$256.68	to \$513.35	\$365.76
Artwork and Artifacts (installed)	\$116.12	to \$417.61	\$231.42
Framed Mirrors	\$370.75	to \$973.73	\$650.08
Paint Drywall Ceiling	\$216.00	to \$415.57	\$303.37
Paint Doors & Trim	\$130.00	to \$376.87	\$215.59
Vinyl Wall Covering (LY 54")	\$1,234.80	to \$3,666.75	\$2,183.39
Decorative Vanity Lighting	\$611.13	to \$1,655.59	\$1,132.25
Public Restrooms Softgoods Renovation Subtotal	\$2,935.48	to \$8,019.47	\$5,081.87
Public Restrooms Softgoods Renovation Cost Per SF	\$6.12	to \$16.71	\$10.59

Public Restrooms - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$2,688.99	to \$4,400.16	\$3,544.58
Toilet Partitions	\$3,055.67	to \$7,333.61	\$5,152.89
Toilet Accessories	\$916.70	to \$1,507.46	\$1,164.72
Replace Doors	\$1,095.97	to \$1,833.40	\$1,419.76
Toilets / Urinals	\$4,889.07	to \$8,097.53	\$6,597.06
Architectural Lighting	\$3,080.12	to \$5,646.88	\$4,556.00
Tile Flooring	\$6,111.34	to \$8,555.88	\$7,259.20
Tile Walls	\$5,760.00	to \$7,516.95	\$6,683.87
Vanity Top, Faucets, Sinks (per position)	\$2,240.82	to \$2,953.81	\$2,634.48
Millwork Vanity Base (per position)	\$2,300.00	to \$4,176.08	\$3,139.96
Public Restrooms Full Renovation Additional Cost Subtotal	\$32,138.68	to \$52,021.76	\$42,152.52
Public Restrooms Full Renovation Additional Cost Per SF	\$66.96	to \$108.38	\$87.82

Restaurant Softgoods Renovation

Assume a 68-seat restaurant area of approximately 36' x 36' = 1,296 SF, ceiling 10' AFF

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$1,320.05	to \$2,244.08	\$1,782.07
Artwork (installed)	\$521.50	to \$1,906.93	\$1,184.29
Carpet and Pad (80% of floor area)	\$2,987.38	to \$6,039.70	\$4,944.87
Millwork Buffet, Host Station (refinish)	\$2,037.11	to \$4,889.07	\$3,463.09
Millwork Screen Walls (refinish)	\$763.92	to \$1,298.66	\$1,031.29
Millwork Running Trim (refinish - hardwood crown, chair, & base)	\$374.01	to \$682.03	\$528.02
Reupholster Banquettes	\$6,875.26	to \$9,900.37	\$8,269.01
Paint Drywall Ceiling	\$583.20	to \$1,122.04	\$819.10
Paint Doors & Trim	\$260.00	to \$753.73	\$431.18
Vinyl Wall Covering (LY 54", 40% openings)	\$1,069.51	to \$2,411.13	\$1,545.45
Window Treatments (with hardware and installation)	\$3,819.59	to \$7,180.82	\$5,293.72
Dining Chairs no Arms	\$7,639.18	to \$12,731.96	\$10,106.44
Restaurant Softgoods Renovation Subtotal	\$28,250.70	to \$51,160.53	\$39,398.51
Restaurant Softgoods Renovation Cost Per SF	\$21.80	to \$39.48	\$30.40
Restaurant Softgoods Renovation Cost Per Seat	\$415.45	to \$752.36	\$579.39

MIDSCALE

Prototype Hotel: 135 guestrooms, 5 stories, 27 rooms/floor
Other assumptions and allowances are listed in each section below

Restaurant - Add for a Full Renovation

	RANGE			AVERAGE
Additional Demolition	\$3,960.15	to	\$6,270.24	\$5,115.19
Banquettes	\$5,500.21	to	\$19,250.72	\$14,506.79
Buffet Equipment	\$5,092.78	to	\$20,371.13	\$11,013.14
Decorative Lighting	\$1,069.48	to	\$2,266.29	\$1,645.12
Architectural Lighting	\$7,590.28	to	\$12,474.47	\$10,189.13
Electrical	\$11,088.42	to	\$15,246.57	\$12,647.72
Hard Surface Flooring (20% of floor area)	\$3,300.12	to	\$4,620.17	\$3,919.97
HVAC	\$2,772.10	to	\$5,544.21	\$4,158.16
Life Safety	\$6,930.26	to	\$12,474.47	\$10,568.65
Millwork Buffet, Host Station (new, in existing location)	\$17,111.75	to	\$26,737.11	\$22,191.80
Millwork Screen Walls (new)	\$3,564.95	to	\$6,773.40	\$5,169.18
Millwork Running Trim (hardwood crown, chair, & base)	\$2,200.08	to	\$4,400.16	\$3,223.08
Articulated Drywall Ceiling (new)	\$5,280.20	to	\$15,312.57	\$8,710.32
Sound System	\$1,527.84	to	\$2,062.58	\$1,795.21
Tables	\$2,200.08	to	\$5,500.21	\$4,058.92
Communal Dining Tables, Chef's Table (6 seats)	\$3,055.67	to	\$5,954.64	\$4,368.04
Communal Table Stools	\$1,222.27	to	\$1,954.86	\$1,572.84
Drywall Partitions	\$5,313.20	to	\$8,162.64	\$6,560.01
TV & Mount (42", incl. programming, allowance)	\$1,171.34	to	\$1,596.39	\$1,377.01
Restaurant Full Renovation Additional Cost Subtotal	\$89,951.19	to	\$176,972.84	\$132,790.28
Restaurant Full Renovation Additional Cost Per SF	\$69.41	to	\$136.55	\$102.46
Restaurant Full Renovation Additional Cost Per Seat	\$1,322.81	to	\$2,602.54	\$1,952.80

Bar / Lounge Softgoods Renovation

Assume a 54-seat bar/lounge area of approximately 24'x30' = 720 SF

	RANGE			AVERAGE
Demolition of Vinyl & Carpet	\$733.36	to	\$1,246.71	\$990.04
Artwork, Accessories, & Mirrors (installed)	\$260.75	to	\$953.46	\$589.83
Bar / Back Bar (refinish)	\$1,273.20	to	\$3,055.67	\$2,164.43
Carpet and Pad (60%)	\$1,244.74	to	\$2,516.54	\$2,037.06
Millwork Running Trim (refinish)	\$280.51	to	\$511.52	\$396.01
Paint Drywall Ceiling	\$324.00	to	\$623.36	\$455.05
Paint Doors & Trim	\$130.00	to	\$376.87	\$215.59
Vinyl Wall Covering (LY 54")	\$1,336.89	to	\$3,013.91	\$1,928.89
Reupholster Banquettes	\$2,546.39	to	\$3,666.80	\$3,049.14
Dining Chairs no Arms	\$5,500.21	to	\$9,167.01	\$7,244.91
Bar Stools	\$2,444.54	to	\$3,909.73	\$3,186.27
Bar / Lounge Softgoods Renovation Subtotal:	\$16,074.58	to	\$29,041.59	\$22,257.24
Bar / Lounge Softgoods Renovation Cost per SF	\$22.33	to	\$40.34	\$30.91
Bar / Lounge softgoods Renovation Cost per Seat	\$297.68	to	\$537.81	\$412.17

Bar / Lounge - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$2,200.08	to \$3,483.46	\$2,841.77
Bar / Back Bar (new in existing location)	\$13,368.56	to \$20,888.37	\$17,337.35
Bar Equipment	\$25,463.92	to \$38,832.47	\$32,148.20
Articulated Drywall Ceiling (new)	\$2,933.44	to \$8,506.99	\$4,839.07
Banquettes	\$2,037.11	to \$7,129.90	\$5,372.89
Decorative Lighting	\$1,527.84	to \$9,701.75	\$5,219.32
Electrical	\$6,160.23	to \$8,470.32	\$7,026.51
Hard Surface Flooring (40%)	\$3,666.80	to \$5,133.53	\$4,355.52
HVAC	\$1,540.06	to \$3,080.12	\$2,310.09
Life Safety	\$3,850.14	to \$6,930.26	\$5,871.47
Architectural Lighting	\$4,231.49	to \$7,443.61	\$5,983.31
Millwork Running Trim (stained hardwood crown, chair, & base)	\$1,650.06	to \$3,300.12	\$2,417.31
Sound System	\$2,291.75	to \$3,093.87	\$2,692.81
TVs - 42" LCD HD	\$2,342.68	to \$3,192.78	\$2,754.02
Tables	\$1,100.04	to \$2,700.00	\$1,910.80
Drywall Partitions	\$6,641.50	to \$10,800.00	\$8,274.60
Bar / Lounge Additional Cost for a full renovation Subtotal:	\$81,005.71	to \$142,687.55	\$111,355.02
Bar / Lounge full renovation additional Cost per SF	\$112.51	to \$198.18	\$154.66
Bar / Lounge full renovation additional Cost per Seat	\$1,500.11	to \$2,642.36	\$2,062.13

Kitchen

Assume a kitchen area of approximately 40' x 40' = 1,600 SF

	RANGE		AVERAGE
Selective Demolition	\$8,555.88	to \$13,689.40	\$11,122.64
Vinyl-coated Tile Ceiling (2' x 4' tiles & new grid)	\$7,200.00	to \$14,667.22	\$10,641.65
Fluorescent Lighting (2' x 4')	\$4,277.94	to \$8,555.88	\$6,203.01
Paint Door Frames & Trim	\$130.00	to \$376.87	\$215.59
Paint Walls	\$144.00	to \$277.05	\$202.25
Quarry Tile Flooring	\$20,371.13	to \$28,400.00	\$24,246.39
Replace Doors	\$1,324.12	to \$4,074.23	\$2,474.49
Kydex-paneled Walls	\$651.88	to \$1,536.00	\$1,089.48
Kitchen Renovation Subtotal	\$42,654.95	to \$71,576.64	\$56,195.50
Kitchen Renovation Cost Per SF	\$26.66	to \$44.74	\$35.12

Kitchen Equipment

	RANGE		AVERAGE
Select Kitchen Equipment	\$20,371.13	to \$29,497.40	\$24,934.27
Kitchen Equipment Subtotal	\$20,371.13	to \$29,497.40	\$24,934.27
Kitchen Equipment Cost Per SF	\$12.73	to \$18.44	\$15.58

MIDSCALE

Prototype Hotel: 135 guestrooms, 5 stories, 27 rooms/floor
Other assumptions and allowances are listed in each section below

Prefunction Softgoods Renovation

Assume a prefunction area of approximately 15' x 50' = 750 SF, ceiling 12' AFF

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$763.92	to \$1,298.66	\$1,031.29
Paint Articulated Drywall Ceiling	\$337.50	to \$649.33	\$474.02
Carpet and Pad	\$2,833.26	to \$4,256.84	\$3,573.76
Paint Doors & Trim (Service Doors and Exits)	\$130.00	to \$376.87	\$215.59
Millwork Running Trim (refinish - stained hardwood crown, chair, & base)	\$337.65	to \$615.72	\$476.68
Protect / Remove / Reinstall All Light Fixtures	\$254.64	to \$967.63	\$611.13
Vinyl Wall Covering (LY 54")	\$1,371.30	to \$4,324.70	\$2,914.76
Window Treatments (with hardware and installation)	\$2,864.69	to \$5,385.62	\$4,223.18
Prefunction Softgoods Renovation Subtotal	\$8,892.96	to \$17,875.36	\$13,520.41
Prefunction Softgoods Renovation Cost Per SF	\$11.86	to \$23.83	\$18.03

Prefunction - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$3,819.59	to \$4,889.07	\$4,354.33
Artwork, Accessories, & Mirrors (allowance, installed)	\$509.28	to \$1,069.48	\$789.38
Articulated Drywall Ceiling (new)	\$3,055.67	to \$8,861.44	\$5,040.70
Decorative Lighting	\$2,514.56	to \$4,430.72	\$3,493.16
Electrical	\$3,208.45	to \$7,219.02	\$4,612.15
HVAC	\$2,291.75	to \$3,628.61	\$2,960.18
Life Safety	\$3,246.65	to \$4,583.51	\$3,915.08
Architectural Lighting	\$3,437.63	to \$7,448.20	\$5,442.91
Millwork Running Trim (stained hardwood crown, chair, & base)	\$1,986.19	to \$3,972.37	\$2,909.72
Portable Bars	\$5,080.05	to \$15,000.00	\$6,581.96
Prefunction Full Renovation Additional Cost Subtotal	\$29,149.82	to \$61,102.42	\$40,099.57
Prefunction Full Renovation Additional Cost Per SF	\$38.87	to \$81.47	\$53.47

Ballroom Softgoods Renovation

Typically, hotels in this market segment do not have ballrooms.

Meeting Rooms Softgoods Renovation

Assume 3 meeting rooms with areas approximately 26' x 38' each = 988 SF each; 2,964 SF total, ceiling 12' AFF coffered

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$3,019.00	to \$5,132.30	\$4,075.65
Carpet and Pad	\$10,343.74	to \$16,973.50	\$14,355.65
Paint Articulated Drywall Ceiling	\$1,333.80	to \$2,566.15	\$1,873.31
Paint Doors & Trim	\$390.00	to \$1,130.60	\$646.77
Millwork Running Trim (refinish - stained hardwood crown, chair, & base)	\$997.37	to \$1,818.73	\$1,408.05
Protect / Remove / Reinstall All Light Fixtures	\$114.59	to \$488.91	\$301.75
Vinyl Wall Covering (LY 54")	\$6,199.26	to \$14,752.39	\$10,652.74
Window Treatments (with hardware and installation)	\$2,864.69	to \$5,385.62	\$4,107.93
Meeting Rooms Softgoods Renovation Subtotal	\$25,262.45	to \$48,248.21	\$37,421.86
Meeting Rooms Softgoods Renovation Cost per SF	\$8.52	to \$16.28	\$12.63

Meeting Rooms - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$15,095.01	to \$19,321.61	\$17,208.31
Banquet Chairs	\$32,346.45	to \$56,067.18	\$44,304.67
Artwork, Accessories, & Mirrors (installed)	\$501.13	to \$1,147.04	\$815.09
Articulated Drywall Ceiling (new)	\$12,076.01	to \$35,020.42	\$19,920.83
Decorative Lighting	\$1,757.01	to \$7,547.51	\$4,652.26
Electrical	\$25,359.62	to \$34,869.47	\$28,925.81
HVAC	\$6,339.90	to \$12,679.81	\$9,509.86
Life Safety	\$15,849.76	to \$28,529.57	\$24,170.89
Architectural Lighting	\$17,510.21	to \$30,401.35	\$24,612.41
Millwork Running Trim (stained hardwood crown, chair, & base)	\$5,866.89	to \$11,733.77	\$8,594.87
Millwork Serving Stations	\$12,833.81	to \$20,052.84	\$16,643.85
AV Infrastructure: Ceiling Speakers and wiring to AV room, CAT 5e cable to light bars, 120V power. Equipment by others. HSLA. Projection screens built in to ceiling.	\$1,527.84	to \$4,201.55	\$2,864.69
Meeting Rooms Full Renovation Additional Cost Subtotal	\$147,063.64	to \$261,572.12	\$202,223.54
Meeting Rooms Full Renovation Additional Cost Per SF	\$49.62	to \$88.25	\$68.23

Exercise Facility Softgoods Renovation

Assume a two-bay facility of approximately 26' x 28' = 728 SF, ceiling 10' AFF

	RANGE		AVERAGE
Demolition of Vinyl & Floor Finish	\$741.51	to \$1,260.57	\$1,001.04
Artwork (installed)	\$90.65	to \$310.66	\$190.15
Clock	\$34.63	to \$216.21	\$81.44
Hamper	\$32.85	to \$203.71	\$100.44
Towel Caddy	\$203.71	to \$315.75	\$259.73
Sport Flooring	\$7,415.09	to \$14,830.19	\$11,620.04
Mirrors	\$1,527.84	to \$3,310.31	\$2,419.07
Paint Doors & Trim	\$260.00	to \$753.73	\$431.18
Remove & Reinstall Exercise Equipment	\$763.92	to \$2,546.39	\$1,655.15
Paint Walls	\$583.20	to \$1,122.04	\$819.10
Window Treatments (with hardware and installation)	\$611.13	to \$947.26	\$779.20
Exercise Facility Softgoods Renovation Subtotal	\$12,264.53	to \$25,816.81	\$19,356.54
Exercise Facility Softgoods Renovation Cost Per SF	\$16.85	to \$35.46	\$26.59

Exercise Facility - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$3,707.55	to \$4,745.66	\$4,226.60
Acoustical Tile Ceiling (new)	\$2,966.04	to \$5,561.32	\$4,103.50
Exercise Equipment (installed)	\$40,742.27	to \$74,354.64	\$57,548.45
Electrical	\$6,228.68	to \$8,564.43	\$7,104.59
HVAC	\$1,557.17	to \$3,114.34	\$2,335.75
Life Safety	\$3,892.92	to \$7,007.26	\$5,936.71
Architectural Lighting	\$4,295.20	to \$7,330.96	\$6,027.46
TVs & Mounts (42", incl. programming, allowance)	\$1,171.34	to \$1,596.39	\$1,377.01
Water Fountain	\$814.85	to \$1,313.94	\$1,064.39
Sound System	\$763.92	to \$1,031.29	\$897.60
Exercise Facility Full Renovation Additional Cost Subtotal	\$66,139.93	to \$114,620.23	\$90,622.07
Exercise Facility Full Renovation Additional Cost Per SF	\$90.85	to \$157.45	\$124.48

MIDSCALE

Prototype Hotel: 135 guestrooms, 5 stories, 27 rooms/floor
Other assumptions and allowances are listed in each section below

Outdoor Pool

Assume a 450 SF (15' x 30') pool and a 12' wide deck, approx. 1,656 SF surface

	RANGE		AVERAGE
ADA Lift	\$7,639.18	to \$14,769.07	\$11,204.12
Pool Furniture	\$10,185.57	to \$15,787.63	\$12,986.60
Pool Equipment	\$5,092.78	to \$15,787.63	\$10,440.21
Resurface Pool Bottom	\$1,833.40	to \$6,646.08	\$4,318.38
Resurface Pool Deck (Kool Deck or tile)	\$6,624.00	to \$13,493.84	\$10,649.19
Signage (life safety, pool rules)	\$5,092.78	to \$10,440.21	\$7,766.49
Outdoor Pool Renovation Cost Subtotal	\$36,467.71	to \$76,924.46	\$57,364.99
Outdoor Pool Renovation Cost Per SF	\$17.32	to \$36.53	\$27.24

Indoor Pool

Assume a 450 SF (15' x 30') pool and a 12' wide deck, approx. 1,656 SF surface

	RANGE		AVERAGE
ADA Lift	\$7,639.18	to \$14,769.07	\$11,204.12
Architectural Lighting	\$11,438.14	to \$20,588.65	\$17,443.16
Acoustical Tile Ceiling with Aluminum Grid (new)	\$7,262.31	to \$10,312.48	\$8,787.39
Paint Doors & Trim	\$112.04	to \$376.87	\$213.96
Pool Deck Tile	\$12,426.39	to \$17,396.95	\$14,817.84
Pool Equipment	\$5,092.78	to \$15,787.63	\$10,440.21
Pool Furniture	\$10,185.57	to \$15,787.63	\$12,986.60
Pool Pak HVAC	\$43,573.86	to \$58,824.71	\$51,199.28
Replace Doors (storefront)	\$1,527.84	to \$2,597.32	\$2,062.58
Resurface Pool Bottom	\$1,833.40	to \$6,646.08	\$4,318.38
Paint Walls (assume two walls are storefront, two are drywall)	\$346.50	to \$666.65	\$486.66
Signage (life safety, pool rules)	\$5,092.78	to \$10,440.21	\$7,766.49
Indoor Pool Renovation Cost Subtotal	\$106,530.78	to \$174,194.23	\$141,726.67
Indoor Pool Renovation Cost per SF	\$50.58	to \$82.71	\$67.30

Outdoor Amenities

	RANGE		AVERAGE
Stamped Concrete @ Arrivals	\$13,368.56	to \$22,726.55	\$17,056.03
Outdoor Furniture	\$7,639.18	to \$13,241.24	\$10,440.21
Portable or Permanent Grill	\$5,092.78	to \$10,440.21	\$7,766.49
Outdoor Lighting	\$6,620.62	to \$11,968.04	\$9,294.33
Patio Landscaping	\$4,583.51	to \$9,930.93	\$7,257.22
Outdoor Amenities Renovation Cost	\$37,304.64	to \$68,306.96	\$51,814.28

Outdoor Parking

Assume 150 spaces, 9' x 18', and 25'-wide aisles

	RANGE		AVERAGE
Clean & Seal Asphalt	\$9,281.60	to \$27,844.79	\$16,168.82
Stripe Spaces	\$916.70	to \$1,527.84	\$1,181.64
Outdoor Parking Renovation Cost Subtotal	\$10,198.30	to \$29,372.63	\$17,350.45
Outdoor Parking Renovation Cost per Space	\$67.99	to \$195.82	\$115.67

Indoor, Underground Parking

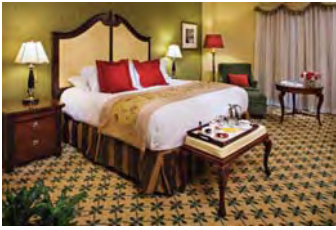
Typically, hotels in this market segment do not have indoor parking.

Landscaping

	RANGE		AVERAGE
Landscaping Allowance	\$20,371.13	to \$31,065.98	\$25,718.56
Landscaping Subtotal	\$20,371.13	to \$31,065.98	\$25,718.56

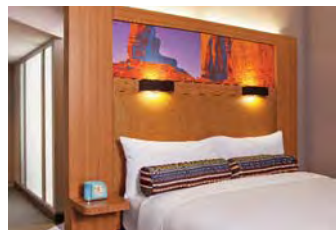
Common Additives

	RANGE		AVERAGE
New Electronic Key System	\$376.87	to \$483.81	\$430.34
Tub to Stall Shower Conversion	\$1,800.00	to \$4,736.29	\$3,435.15
Elevator Cab Finishes	\$8,657.73	to \$15,431.13	\$12,044.43
Elevator Modernization			
Hydraulic, per Cab	\$61,113.40	to \$77,155.67	\$69,134.54
Electronic Signage Boards			
Basic System - one Lobby Screen 42" diag.	\$10,185.57	to \$15,532.99	\$12,859.28
PTAC Unit Direct Replacement, NIC finishes	\$916.70	to \$1,222.27	\$1,073.23
Laundry Equipment (Direct equipment replacement with access)			
75# Washer	\$20,371.13	to \$31,065.98	\$25,718.56
125# Dryer	\$30,556.70	to \$41,251.55	\$35,904.12
Ironer / Folder	\$101,855.67	to \$116,115.46	\$108,985.57
Porte Cochere - Re-image: Demolish and Replace	\$10,185.57	to \$63,659.79	\$36,922.68
Guestroom ADA Modifications			
Bathtub room	\$17,600.00	to \$26,889.90	\$20,974.90
Roll-in Shower room	\$18,843.30	to \$34,121.65	\$25,860.46
Exterior Signage - Monument - new graphics on existing sign	\$10,185.57	to \$17,315.46	\$13,750.52
Exterior Signage - Highway - New graphics on existing sign	\$25,463.92	to \$36,158.76	\$30,811.34
Exterior Signage - New Exterior Brand sign in existing location	\$30,556.70	to \$41,251.55	\$35,904.12
Dumpster enclosure - CMU walls, Wood Gate, Bollards, Concrete pad)	\$10,500.00	to \$18,334.02	\$14,733.85
Power operated bi-parting entrance doors (inner and outer at a vestibule)	\$21,000.00	to \$35,649.48	\$28,828.93
Fireplace, natural gas with stone hearth and surrounding wall, public area	\$6,750.00	to \$30,556.70	\$12,452.30



HOTEL COST ESTIMATING GUIDE 2013

UPSCALE



UPSCALE

Prototype Hotel: 304 guestrooms, 9 stories (8 with guestrooms), 34 rooms/floor
Other assumptions and allowances are listed in each section below

Guestroom Softgoods Renovation

Assume typical guestroom area of approximately 13' wide x 24' long, plus 6' x 8' bathroom and 5' x 7' entry / closet area = 389 SF, ceilings 8'-6" AFF, painted drywall

	RANGE		AVERAGE
Demolition	\$203.71	to \$407.42	\$343.07
Artwork & Accessories (installed)	\$381.96	to \$712.99	\$543.42
Decorative Framed Mirror	\$142.12	to \$356.49	\$227.53
Full height Framed Dressing Mirror	\$148.23	to \$305.57	\$213.84
Bed Scarf	\$96.08	to \$183.34	\$140.89
Bed Skirt	\$106.76	to \$203.20	\$149.32
Decorative Pillow	\$32.03	to \$114.59	\$66.91
Carpet and Pad	\$665.81	to \$922.87	\$804.97
Desk Lamp	\$117.13	to \$193.53	\$154.89
Floor Lamp	\$124.77	to \$208.80	\$163.06
End Table Lamp	\$106.95	to \$190.98	\$146.19
Nightstand or Bracket Lamp (2)	\$128.11	to \$290.29	\$206.28
Welcome Light (in existing location)	\$142.60	to \$290.29	\$208.86
Desk Chair (incl Fabric)	\$178.25	to \$262.28	\$218.43
Lounge Chair (incl Fabric)	\$143.62	to \$600.00	\$394.47
Ottoman (incl Fabric)	\$65.09	to \$140.05	\$101.52
Sleeper Sofa (incl. fabric)	\$362.50	to \$517.68	\$424.57
Paint Textured or Drywall Ceiling	\$212.06	to \$353.44	\$268.72
Paint Trim (base & crown)	\$86.17	to \$178.60	\$125.85
Paint Entry Doors, Closet Doors, Frames and Grilles	\$213.90	to \$376.87	\$281.88
Vinyl Wall Covering (LY 54")	\$820.77	to \$1,936.61	\$1,289.63
Window Treatments (Shear, Blackout, Hardware, installed)	\$427.03	to \$692.62	\$612.48
Guestroom Softgoods Renovation Cost Per Key			\$7,086.77
	\$4,905.63	to \$9,438.50	

Guestroom - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$203.71	to \$407.42	\$311.98
Casegoods Installation	\$407.42	to \$611.13	\$532.19
Bedsets (Box Spring, Mattress and Frame)	\$577.52	to \$1,178.88	\$969.32
Headboard	\$381.96	to \$924.59	\$705.14
Nightstands (2)	\$427.03	to \$724.19	\$612.07
Dresser	\$458.35	to \$800.00	\$612.86
Desk	\$229.18	to \$500.00	\$317.08
Side Table	\$101.86	to \$203.71	\$148.26
Coffee Table	\$73.85	to \$162.50	\$112.32
Closet Shelf Unit	\$152.78	to \$458.35	\$280.10
Luggage Rack	\$127.32	to \$254.64	\$201.20
Refrigerator Cabinet (case piece only)	\$305.57	to \$468.54	\$396.54
Mini Refrigerator	\$183.34	to \$250.00	\$209.03
Welcome Center / Coffee Niche	\$534.74	to \$712.99	\$630.23
Crown Molding	\$452.24	to \$904.48	\$613.44
Draperly Valance - Painted wood	\$198.62	to \$331.03	\$228.65
Wall Base	\$478.72	to \$957.44	\$685.90
Entry Area Stone Tile	\$534.74	to \$641.69	\$610.37
TV & Mount (HD LCD, incl. programming, allowance)	\$656.97	to \$891.24	\$772.43
Connection Device (jack pack)	\$212.78	to \$405.57	\$298.45
Guestroom Full Renovation Additional Cost Per Key			\$9,247.56
	\$6,698.70	to \$11,788.39	

Guest Bathroom Softgoods Renovation

	RANGE		AVERAGE
Artwork (installed)	\$112.04	to \$220.37	\$161.64
Framed Mirror	\$229.18	to \$392.14	\$309.17
Makeup Mirror	\$142.60	to \$305.57	\$221.99
Vanity Lighting	\$407.42	to \$667.98	\$528.06
Night Light	\$126.36	to \$246.24	\$167.68
Towel Caddy	\$228.16	to \$366.68	\$291.40
Paint Ceiling	\$21.60	to \$41.56	\$30.34
Vinyl Wall Covering (LY 54")	\$165.90	to \$410.02	\$269.42
Shower Curtain and Hooks	\$25.62	to \$125.00	\$61.16
Curved Shower Rod	\$76.39	to \$112.04	\$96.72
Paint Door & Trim	\$106.95	to \$188.43	\$137.61
RegROUT Floor Tile	\$74.15	to \$198.62	\$145.87
RegROUT Wall Tile	\$78.43	to \$210.08	\$160.24
Guest Bathroom Softgoods Renovation Cost Per Key			\$1,794.80 to \$3,484.73
			\$2,581.30

Guest Bathroom - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$401.06	to \$481.27	\$441.16
Architectural Lighting	\$124.26	to \$254.64	\$191.49
Replace Bathroom Door & Hardware	\$509.28	to \$611.13	\$551.25
Electrical Upgrades (GFI)	\$50.93	to \$79.45	\$67.21
Shower Valve & Head, Tub Diverter, Tub Drain	\$407.42	to \$509.28	\$455.17
Tub Surround	\$1,000.00	to \$1,273.20	\$1,153.55
Shower Pan	\$600.00	to \$3,676.99	\$1,060.36
Lavatory	\$110.00	to \$320.00	\$220.82
Faucet (and connections)	\$305.57	to \$407.42	\$346.13
Vanity Top	\$458.35	to \$763.92	\$685.84
Vanity Base	\$397.24	to \$560.21	\$473.22
Toilet Accessories	\$304.80	to \$474.14	\$374.70
Tile Flooring	\$794.47	to \$1,059.30	\$920.07
Toilet	\$397.24	to \$509.28	\$443.52
Guest Bathroom Full Renovation Additional Cost Per Key			\$5,860.62 to \$10,980.21
			\$7,384.49

Corridors

Per room with each unit 13' long by half of a 6'-wide corridor; 34 rooms per floor

	RANGE		AVERAGE
Demolition	\$54.62	to \$76.47	\$65.54
Artwork (installed)	\$16.30	to \$67.06	\$44.25
Carpet and Pad	\$193.10	to \$320.00	\$259.52
Carpet Base	\$25.84	to \$45.55	\$36.20
Ceiling Mounted Lighting	\$37.75	to \$71.45	\$54.20
Sconces	\$88.97	to \$150.99	\$113.67
Elevator Lobby Furniture (allowance)	\$611.13	to \$1,527.84	\$954.90
Vending Area Floor Tile	\$21.57	to \$28.76	\$24.98
Ice Machine	\$56.17	to \$110.09	\$83.60
Millwork (allowance for elevator lobby)	\$14.98	to \$25.46	\$20.22
Paint Ceiling	\$43.88	to \$84.41	\$61.62
Signage (room numbers)	\$91.67	to \$130.88	\$111.28
Vinyl Wall Covering (LY 54")	\$148.04	to \$350.42	\$223.36
Window Treatments (with hardware and installation)	\$13.48	to \$23.37	\$18.42
Corridor Renovation Cost Per Key			\$1,417.50 to \$3,012.75
			\$2,071.76

UPSCALE

Prototype Hotel: 304 guestrooms, 9 stories (8 with guestrooms), 34 rooms/floor
Other assumptions and allowances are listed in each section below

Lobby Softgoods Renovation

The reception area costs and quantities are based on a 3,500 SF area, ceiling 12' AFF

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$3,564.95	to \$6,060.41	\$4,812.68
Artwork and Artifacts (installed)	\$2,037.11	to \$7,639.18	\$4,733.93
Millwork (refinish)	\$1,527.84	to \$1,884.33	\$1,706.08
Millwork Screen Walls (refinish)	\$1,018.56	to \$1,375.05	\$1,196.80
Paint Drywall Ceiling	\$3,150.00	to \$6,060.41	\$4,424.14
Paint Doors & Trim	\$650.00	to \$1,884.33	\$1,077.94
Vinyl Wall Covering (LY 54", 40% openings)	\$2,295.22	to \$4,583.44	\$3,143.08
Window Treatments (with hardware and installation)	\$5,500.21	to \$9,533.69	\$7,516.95
Seating Groups	\$2,546.39	to \$4,141.48	\$3,274.34
Admin/BOH Office Finishes (Carpet, Paint only)	\$2,546.39	to \$5,780.31	\$4,257.35
Employee Dining Finishes (VCT, Paint only)	\$1,018.56	to \$2,088.04	\$1,553.30
Employee Restroom Finishes (VCT, Paint only)	\$2,546.39	to \$4,685.36	\$3,615.88
Lobby Softgoods Renovation Subtotal	\$28,401.61	to \$55,716.03	\$41,312.49
Lobby Softgoods Renovation Cost Per SF	\$8.11	to \$15.92	\$11.80

Lobby - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$21,389.69	to \$26,380.62	\$23,885.15
Decorative Lighting	\$11,204.12	to \$23,121.24	\$17,162.68
Electrical	\$26,737.11	to \$39,214.43	\$32,975.77
Hard Surface Flooring	\$53,474.23	to \$71,298.97	\$61,927.90
HVAC	\$16,042.27	to \$34,758.25	\$25,400.26
Life Safety	\$21,389.69	to \$40,105.67	\$30,747.68
Architectural Lighting	\$26,737.11	to \$51,691.75	\$39,214.43
Front Desk (new, in existing location)	\$40,742.27	to \$65,696.91	\$53,219.59
Front Desk Equipment	\$8,148.45	to \$10,287.42	\$9,217.94
Concierge Desk	\$11,204.12	to \$17,315.46	\$13,622.80
Bell Stand	\$6,620.62	to \$11,255.05	\$9,020.52
Millwork Running Trim (stained hardwood crown & base)	\$4,074.23	to \$8,148.45	\$6,047.68
Millwork Screen Walls (new)	\$16,806.19	to \$30,556.70	\$22,535.57
Articulated Drywall Ceiling (new)	\$14,259.79	to \$41,353.40	\$22,799.57
Sound System	\$3,208.45	to \$6,951.65	\$5,481.11
Casegoods	\$3,055.67	to \$4,288.12	\$3,671.90
Drywall Partitions	\$7,200.00	to \$14,400.00	\$10,695.29
Sundries Shop (Millwork/Finishes/Equipment/Signage)	\$15,278.35	to \$29,773.18	\$21,840.19
Business Center (Millwork/Finishes/Seating)	\$10,185.57	to \$18,553.40	\$14,026.69
Admin/BOH Office - add FF&E	\$577.52	to \$2,546.39	\$1,107.68
Employee Dining - add FF&E	\$577.52	to \$2,500.00	\$1,103.81
Employee Restroom - scope varies by tier	\$254.64	to \$381.96	\$314.05
Lobby Full Renovation Additional Cost Subtotal	\$319,167.62	to \$550,579.03	\$426,018.28
Lobby Full Renovation Additional Cost Per SF	\$91.19	to \$157.31	\$121.72

Public Restrooms Softgoods Renovation

The public restrooms costs and quantities are based on 1,440 SF restrooms, ceiling 12' AFF, 4 restrooms, each with 5 lavs; 7 fixtures

	RANGE		AVERAGE
Demolition of Vinyl	\$770.03	to \$1,540.06	\$1,097.29
Artwork and Artifacts (installed)	\$468.54	to \$1,079.67	\$741.25
Framed Mirrors	\$4,400.16	to \$7,415.05	\$5,796.80
Paint Drywall Ceiling	\$1,296.00	to \$2,493.43	\$1,820.22
Paint Doors & Trim	\$520.00	to \$1,507.46	\$862.36
Vinyl Wall Covering (LY 54")	\$2,716.26	to \$7,609.48	\$5,011.99
Decorative Vanity Lighting	\$4,277.94	to \$10,544.66	\$7,404.61
Public Restrooms Softgoods Renovation Subtotal	\$14,448.93	to \$32,189.81	\$22,734.53
Public Restrooms Softgoods Renovation Cost Per SF	\$10.03	to \$22.35	\$15.79

Public Restrooms - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$8,066.97	to \$13,200.49	\$10,633.73
Toilet Partitions	\$21,389.69	to \$46,344.33	\$33,006.44
Toilet Accessories	\$5,500.21	to \$9,044.78	\$6,988.32
Replace Doors	\$5,622.43	to \$9,600.00	\$7,278.53
Toilets / Urinals	\$28,519.59	to \$42,779.38	\$37,245.20
Architectural Lighting	\$9,240.35	to \$16,940.64	\$13,668.01
Tile Flooring	\$22,000.82	to \$29,334.43	\$25,478.91
Tile Walls	\$13,933.86	to \$16,867.30	\$15,401.27
Vanity Top, Faucets, Sinks (per position)	\$14,005.15	to \$18,461.34	\$16,219.15
Millwork Vanity Base (per position)	\$17,000.00	to \$29,538.14	\$21,645.82
Public Restrooms Full Renovation Additional Cost Subtotal	\$145,279.07	to \$232,110.84	\$187,565.39
Public Restrooms Full Renovation Additional Cost per SF	\$100.89	to \$161.19	\$130.25

Restaurant Softgoods Renovation

Assume a 140-seat restaurant area of approximately 50' x 60' = 3,000 SF, ceiling 12' AFF

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$3,055.67	to \$5,194.64	\$4,125.15
Artwork (installed)	\$1,393.39	to \$3,304.76	\$2,313.09
Carpet and Pad (80% of floor area)	\$10,457.18	to \$16,283.33	\$13,139.72
Millwork Buffet, Host Station (refinish)	\$4,583.51	to \$8,861.44	\$6,722.47
Millwork Screen Walls (refinish)	\$1,018.56	to \$2,088.04	\$1,553.30
Millwork Running Trim (refinish - hardwood crown, chair, & base)	\$571.41	to \$1,041.98	\$806.70
Reupholster Banquettes	\$9,472.58	to \$12,833.81	\$11,134.64
Paint Drywall Ceiling	\$2,700.00	to \$5,194.64	\$3,792.12
Paint Doors & Trim	\$390.00	to \$1,130.60	\$646.77
Vinyl Wall Covering (LY 54", 40% openings)	\$2,524.74	to \$5,077.71	\$3,484.63
Window Treatments (with hardware and installation)	\$10,312.89	to \$17,875.67	\$14,094.28
Dining Chairs with Arms	\$6,111.34	to \$12,000.00	\$9,116.91
Dining Chairs no Arms	\$19,556.29	to \$43,200.00	\$31,600.82
Restaurant Softgoods Renovation Subtotal	\$72,147.54	to \$134,086.63	\$102,530.61
Restaurant Softgoods Renovation Cost Per SF	\$24.05	to \$44.70	\$34.18
Restaurant Softgoods Renovation Cost Per Seat	\$515.34	to \$957.76	\$732.36

Restaurant - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$9,167.01	to \$14,514.43	\$11,840.72
Banquettes	\$17,417.32	to \$30,556.70	\$24,330.77
Buffet Equipment	\$25,463.92	to \$61,113.40	\$43,288.66
Decorative Lighting	\$3,310.31	to \$8,479.48	\$5,894.90
Architectural Lighting	\$22,917.53	to \$35,292.99	\$30,537.60
Electrical	\$25,667.63	to \$35,292.99	\$29,277.14
Hard Surface Flooring (20% of floor area)	\$9,167.01	to \$12,222.68	\$10,616.21
HVAC	\$9,625.36	to \$22,459.18	\$14,036.98
Life Safety	\$16,042.27	to \$35,292.99	\$29,678.20
Millwork Buffet, Host Station (new, in existing location)	\$37,859.75	to \$57,752.16	\$46,843.42
Millwork Screen Walls (new)	\$12,731.96	to \$17,366.39	\$15,049.18
Millwork Running Trim (hardwood crown, chair, & base)	\$3,361.24	to \$6,722.47	\$4,924.14
Articulated Drywall Ceiling (new)	\$12,222.68	to \$35,445.77	\$20,162.78
Sound System	\$3,208.45	to \$9,625.36	\$6,216.38
Tables	\$8,377.63	to \$18,909.51	\$13,598.18
Communal Dining Tables, Chef's Table (6 seats)	\$10,185.57	to \$19,848.79	\$14,560.13
Communal Table Stools	\$3,055.67	to \$4,400.16	\$3,681.61
Drywall Partitions	\$9,740.87	to \$14,964.84	\$12,026.68
Restaurant Full Renovation Additional Cost Subtotal	\$239,522.16	to \$440,260.31	\$336,563.68
Restaurant Full Renovation Additional Cost Per SF	\$79.84	to \$146.75	\$112.19
Restaurant Full Renovation Additional Cost Per Seat	\$1,710.87	to \$3,144.72	\$2,404.03

UPSCALE

Prototype Hotel: 304 guestrooms, 9 stories (8 with guestrooms), 34 rooms/floor
 Other assumptions and allowances are listed in each section below

Bar / Lounge Softgoods Renovation

Assume an 90-seat bar / lounge area of approximately 40' x 40' = 1,600 SF, ceiling 12' AFF

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$1,629.69	to \$2,770.47	\$2,200.08
Artwork, Accessories, & Mirrors (installed)	\$1,161.15	to \$2,753.97	\$1,927.58
Bar / Back Bar (refinish)	\$3,055.67	to \$5,907.63	\$4,481.65
Carpet and Pad (60%)	\$4,182.87	to \$6,513.33	\$5,255.89
Millwork Running Trim (refinish)	\$415.57	to \$757.81	\$586.69
Paint Drywall Ceiling	\$1,440.00	to \$2,770.47	\$2,022.47
Paint Doors & Trim	\$130.00	to \$376.87	\$215.59
Vinyl Wall Covering (LY 54")	\$3,060.29	to \$6,154.80	\$4,223.80
Reupholster Banquettes	\$4,736.29	to \$6,416.91	\$5,567.32
Dining Chairs with Arms	\$1,527.84	to \$3,000.00	\$2,279.23
Dining Chairs no Arms	\$12,222.68	to \$27,000.00	\$19,750.52
Bar Stools	\$3,564.95	to \$5,133.53	\$4,349.24
Bar / Lounge Softgoods Renovation Subtotal	\$37,127.00	to \$69,555.78	\$52,860.04
Bar / Lounge Softgoods Renovation Cost Per SF	\$23.20	to \$43.47	\$33.04
Bar / Lounge softgoods Renovation Cost Per Seat	\$412.52	to \$772.84	\$587.33

Bar / Lounge - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$4,889.07	to \$7,741.03	\$6,315.05
Bar / Back Bar (new in existing location)	\$31,549.79	to \$48,126.80	\$40,436.78
Bar Equipment	\$40,742.27	to \$62,131.96	\$51,437.11
Articulated Drywall Ceiling (new)	\$6,518.76	to \$18,904.41	\$10,753.48
Banquettes	\$8,708.66	to \$15,278.35	\$12,165.39
Chef's Table	\$10,185.57	to \$19,848.79	\$14,560.13
Decorative Lighting	\$10,185.57	to \$28,825.15	\$19,505.36
Electrical	\$13,689.40	to \$18,822.93	\$15,614.47
Hard Surface Flooring (40%)	\$9,778.14	to \$13,037.53	\$11,323.96
HVAC	\$5,133.53	to \$11,978.23	\$7,486.39
Life Safety	\$8,555.88	to \$18,822.93	\$15,828.37
Architectural Lighting	\$12,222.68	to \$18,822.93	\$16,286.72
Millwork Running Trim (stained hardwood crown, chair, & base)	\$2,444.54	to \$4,889.07	\$3,581.20
Other Seating & Tables (allowance)	\$5,938.19	to \$8,056.78	\$6,946.23
Sound System	\$4,812.68	to \$14,438.04	\$9,324.57
TVs - 42" LCD HD	\$4,685.36	to \$6,385.57	\$5,508.04
Tables	\$2,851.96	to \$6,437.28	\$4,644.62
Drywall Partitions	\$11,807.11	to \$19,200.00	\$14,710.39
Bar / Lounge Full Renovation Additional Cost Subtotal	\$194,699.15	to \$341,747.78	\$266,428.27
Bar / Lounge Full Renovation Additional Cost per SF	\$121.69	to \$213.59	\$166.52
Bar / Lounge Full Renovation Additional Cost per Seat	\$2,163.32	to \$3,797.20	\$2,960.31

Kitchen

Assume a kitchen area of approximately 60' x 70' = 4,200 SF, including banquet prep

	RANGE		AVERAGE
Selective Demolition	\$22,459.18	to \$35,934.68	\$29,196.93
Vinyl-coated Tile Ceiling (2' x 4' tiles & new grid)	\$18,900.00	to \$38,501.44	\$27,934.33
Fluorescent Lighting (2' x 4')	\$11,229.59	to \$22,459.18	\$16,282.90
Paint Door Frames & Trim	\$650.00	to \$1,884.33	\$1,077.94
Paint Walls	\$234.00	to \$450.20	\$328.65
Quarry Tile Flooring	\$53,474.23	to \$74,550.00	\$63,646.78
Replace Doors	\$6,620.62	to \$20,371.13	\$12,372.46
Kydex-paneled Walls	\$1,059.30	to \$2,496.00	\$1,770.41
Kitchen Renovation Subtotal	\$114,626.91	to \$196,646.96	\$152,610.40
Kitchen Renovation Cost Per SF	\$27.29	to \$46.82	\$36.34

Kitchen Equipment

	RANGE		AVERAGE
Equipment Allowance	\$58,821.65	to \$85,173.75	\$71,997.70
Kitchen Equipment Subtotal	\$58,821.65	to \$85,173.75	\$71,997.70
Kitchen Equipment Cost Per SF	\$14.01	to \$20.28	\$17.14

Prefunction Softgoods Renovation

Assume a prefunction area of approximately 40' x 50', 2000 SF, ceiling 12' AFF coffered

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$2,037.11	to \$3,463.09	\$2,750.10
Paint Articulated Drywall Ceiling	\$1,800.00	to \$3,463.09	\$2,528.08
Carpet and Pad	\$13,580.76	to \$19,413.75	\$16,045.13
Paint Doors & Trim (Service Doors and Exits)	\$390.00	to \$1,130.60	\$646.77
Millwork Running Trim (refinish - stained hardwood crown, chair, & base)	\$467.52	to \$852.53	\$660.02
Protect / Remove / Reinstall All Light Fixtures	\$763.92	to \$1,833.40	\$1,298.66
Vinyl Wall Covering (LY 54")	\$3,390.22	to \$9,333.04	\$6,354.91
Window Treatments (with hardware and installation)	\$3,437.63	to \$5,958.56	\$4,698.09
Prefunction Softgoods Renovation Subtotal	\$25,867.15	to \$45,448.05	\$34,981.77
Prefunction Softgoods Renovation Cost per SF	\$12.93	to \$22.72	\$17.49

Prefunction - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$12,222.68	to \$15,074.64	\$13,648.66
Artwork, Accessories, & Mirrors (allowance, installed)	\$1,018.56	to \$6,060.41	\$3,269.00
Articulated Drywall Ceiling (new)	\$8,148.45	to \$23,630.52	\$13,441.86
Decorative Lighting	\$10,185.57	to \$18,435.88	\$14,310.72
Electrical	\$15,278.35	to \$22,408.25	\$18,843.30
HVAC	\$9,167.01	to \$19,861.86	\$14,514.43
Life Safety	\$12,222.68	to \$22,917.53	\$17,570.10
Architectural Lighting	\$15,278.35	to \$29,538.14	\$22,408.25
Millwork Running Trim (stained hardwood crown, chair, & base)	\$2,750.10	to \$5,500.21	\$4,028.85
Portable Bars	\$30,556.70	to \$49,807.42	\$40,031.44
Prefunction Full Renovation Additional Cost Subtotal	\$116,828.45	to \$213,234.85	\$162,066.61
Prefunction Full Renovation Additional Cost Per SF	\$58.41	to \$106.62	\$81.03

UPSCALE

Prototype Hotel: 304 guestrooms, 9 stories (8 with guestrooms), 34 rooms/floor
Other assumptions and allowances are listed in each section below

Ballroom Softgoods Renovation

Assume a ballroom area of approximately 75' x 114' = 8,550 SF with 3 divisions, ceiling 18' AFF coffered

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$8,708.66	to \$14,804.72	\$11,756.69
Paint Articulated Drywall Ceiling	\$7,695.00	to \$14,804.72	\$10,807.55
Carpet & Pad	\$42,076.74	to \$60,862.09	\$52,860.56
Paint Doors & Trim	\$1,300.00	to \$3,768.66	\$2,155.89
Millwork Running Trim (refinish - stained hardwood crown, chair, & base)	\$981.79	to \$1,790.32	\$1,386.05
Protect / Remove / Reinstall All Light Fixtures	\$1,527.84	to \$3,666.80	\$2,597.32
Vinyl Wall covering (LY 54")	\$10,177.09	to \$27,200.75	\$17,880.93
Operable Wall Covering	\$2,019.26	to \$5,396.97	\$3,547.80
Ballroom Softgoods Renovation Subtotal	\$74,486.37	to \$132,295.04	\$102,992.79
Ballroom Softgoods Renovation Cost Per SF	\$8.71	to \$15.47	\$12.05

Ballroom - Add for Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$52,251.96	to \$64,444.08	\$58,348.02
Artwork, Accessories, & Mirrors (allowance, installed)	\$0.00	to \$7,500.00	\$4,681.26
Banquet Chairs	\$93,579.90	to \$162,205.15	\$127,892.53
Articulated Drywall Ceiling (new)	\$39,188.97	to \$120,179.51	\$62,362.55
Decorative Lighting	\$43,288.66	to \$80,924.33	\$62,106.49
Electrical	\$65,314.95	to \$95,795.26	\$80,555.10
HVAC	\$39,188.97	to \$84,909.43	\$62,049.20
Life Safety	\$52,251.96	to \$97,972.42	\$75,112.19
Architectural Lighting	\$65,314.95	to \$126,275.57	\$95,795.26
Millwork Running Trim (stained hardwood crown, chair, & base)	\$5,775.22	to \$11,550.43	\$8,460.58
Operable Walls (new, manual)	\$68,752.58	to \$151,255.67	\$97,774.76
Portable Bars	\$5,092.78	to \$8,301.24	\$6,671.91
Tables (14" x 72", incl. Meeting Rooms)	\$18,334.02	to \$35,140.21	\$26,737.11
Tables (72" rounds, incl. Meeting Rooms)	\$12,222.68	to \$18,334.02	\$15,255.15
AV Infrastructure: Ceiling Speakers and wiring to AV room, CAT 5e cable to light bars, 120V power. Equipment by others. HSA. Projection screens by others	\$35,649.48	to \$101,855.67	\$58,567.01
Ballroom Full Renovation Additional Cost Subtotal	\$596,207.07	to \$1,166,642.99	\$842,369.13
Ballroom Full Renovation Additional Cost Per SF	\$69.73	to \$136.45	\$98.52

Meeting Rooms Softgoods Renovation

Assume 7 meeting rooms with areas approximately 34' x 50' each = 1,700 each: 11,900 SF total, ceiling 12' AFF coffered

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$12,120.82	to \$20,605.40	\$16,363.11
Carpet and Pad	\$55,600.07	to \$84,708.64	\$71,349.86
Paint Articulated Drywall Ceiling	\$10,710.00	to \$20,605.40	\$15,042.09
Paint Doors & Trim	\$1,365.00	to \$3,957.09	\$2,263.68
Millwork Running Trim (refinish - stained hardwood crown, chair, & base)	\$3,054.45	to \$5,569.88	\$4,312.16
Protect / Remove / Reinstall All Light Fixtures	\$1,069.48	to \$2,941.08	\$2,005.28
Vinyl Wall Covering (LY 54")	\$21,108.03	to \$56,416.37	\$37,086.37
Window Treatments (with hardware and installation)	\$16,328.74	to \$28,303.14	\$22,315.94
Meeting Rooms Softgoods Renovation Subtotal	\$121,356.60	to \$223,107.01	\$170,738.50
Meeting Rooms Softgoods Renovation Cost per SF	\$10.20	to \$18.75	\$14.35

Meeting Rooms - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$72,724.95	to \$89,694.10	\$81,209.53
Banquet Chairs	\$129,865.98	to \$225,101.03	\$177,483.51
Artwork, Accessories, & Mirrors (installed)	\$1,882.29	to \$4,173.70	\$3,007.00
Articulated Drywall Ceiling (new)	\$48,483.30	to \$140,601.57	\$79,979.04
Decorative Lighting	\$30,658.56	to \$46,166.08	\$38,412.32
Electrical	\$101,814.93	to \$139,995.53	\$116,132.65
HVAC	\$38,180.60	to \$89,088.06	\$55,680.04
Life Safety	\$63,634.33	to \$139,995.53	\$117,723.51
Architectural Lighting	\$90,906.19	to \$139,995.53	\$121,132.49
Millwork Running Trim (stained hardwood crown, chair, & base)	\$17,967.34	to \$35,934.68	\$26,321.79
Millwork Serving Stations	\$44,169.71	to \$67,377.53	\$54,650.66
AV Infrastructure: Ceiling Speakers and wiring to AV room, CAT 5e cable to light bars, 120V power. Equipment by others. HSA. Projection screens built in to ceiling.	\$17,824.74	to \$35,292.99	\$26,558.87
Meeting Rooms Full Renovation Additional Cost Subtotal	\$658,112.91	to \$1,153,416.31	\$898,291.40
Meeting Rooms Full Renovation Additional Cost Per SF	\$55.30	to \$96.93	\$75.49

Board Room Softgoods Renovation

Assume a single 2-bay Board Room, approximately 26' x 28' or 728 SF, ceiling 12' AFF coffered

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$741.51	to \$1,260.57	\$1,001.04
Carpet and Pad	\$3,401.42	to \$5,182.18	\$4,383.28
Paint Articulated Drywall Ceiling	\$667.36	to \$1,067.77	\$863.40
Paint Doors & Trim	\$130.00	to \$376.87	\$215.59
Millwork Running Trim (refinish - stained hardwood crown, chair, & base)	\$280.51	to \$511.52	\$396.01
Protect / Remove / Reinstall All Light Fixtures	\$76.39	to \$210.08	\$143.23
Vinyl Wall Covering (LY 54")	\$1,938.49	to \$5,181.10	\$3,405.89
Window Treatments (with hardware and installation)	\$859.41	to \$1,489.64	\$1,174.52
Executive Chairs	\$10,185.57	to \$21,389.69	\$15,787.63
Board Room Softgoods Renovation Subtotal	\$18,280.65	to \$36,669.40	\$27,370.60
Board Room Softgoods Renovation Cost Per SF	\$25.11	to \$50.37	\$37.60

Board Room - Add For Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$4,449.06	to \$5,487.17	\$4,968.11
Artwork, Accessories, & Mirrors (installed)	\$523.54	to \$1,130.98	\$824.26
Articulated Drywall Ceiling (new)	\$2,966.04	to \$8,601.51	\$4,892.84
Decorative Lighting	\$2,902.89	to \$5,474.74	\$4,188.81
Electrical	\$7,474.41	to \$10,277.32	\$8,525.50
HVAC	\$2,335.75	to \$5,450.09	\$3,406.31
Life Safety	\$3,892.92	to \$8,564.43	\$7,201.91
Architectural Lighting	\$7,507.78	to \$11,561.98	\$10,004.12
Millwork Running Trim (stained hardwood crown, chair, & base)	\$1,650.06	to \$3,300.12	\$2,417.31
Millwork Serving Stations	\$7,571.95	to \$11,550.43	\$9,368.68
Board Room Conference Table	\$10,000.00	to \$20,320.21	\$16,977.46
AV Infrastructure: Ceiling Speakers and wiring to AV room, HSA, CAT 5e to conf. table floor outlet, 120V power. Projection screens built into ceiling. Video conference capable.	\$10,185.57	to \$17,315.46	\$13,750.52
Board Room Full Renovation Additional Cost Subtotal	\$61,459.97	to \$109,034.46	\$86,525.83
Board Room Full Renovation Additional Cost Per SF	\$84.42	to \$149.77	\$118.85

UPSCALE

Prototype Hotel: 304 guestrooms, 9 stories (8 with guestrooms), 34 rooms/floor
 Other assumptions and allowances are listed in each section below

Exercise Facility Softgoods Renovation

Assume a three-bay facility of approximately 28' x 39' = 1,092 SF, ceiling 12' AFF

	RANGE		AVERAGE
Demolition of Vinyl & Floor Finish	\$1,112.26	to \$1,890.85	\$1,501.56
Artwork (installed)	\$141.58	to \$585.67	\$353.12
Clock	\$65.19	to \$320.85	\$140.92
Hamper	\$254.64	to \$422.70	\$338.67
Towel Caddy	\$407.42	to \$687.53	\$547.47
Sport Flooring	\$11,122.64	to \$22,245.28	\$17,430.06
Mirrors	\$2,291.75	to \$4,965.46	\$3,628.61
Paint Drywall Ceiling	\$982.80	to \$1,890.85	\$1,380.33
Paint Doors & Trim	\$260.00	to \$753.73	\$431.18
Remove & Reinstall Exercise Equipment	\$1,782.47	to \$4,990.93	\$3,386.70
Vinyl Wall Covering (LY 54")	\$2,217.35	to \$5,310.78	\$3,586.07
Window Treatments (with hardware and installation)	\$1,222.27	to \$2,037.11	\$1,689.11
Exercise Facility Softgoods Renovation Subtotal	\$21,860.38	to \$46,101.74	\$34,413.80
Exercise Facility Softgoods Renovation Cost Per SF	\$20.02	to \$42.22	\$31.51

Exercise Facility - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$6,673.58	to \$8,230.75	\$7,452.17
Articulated Drywall Ceiling (new)	\$4,449.06	to \$12,902.26	\$7,339.25
Exercise Equipment (installed)	\$61,113.40	to \$111,531.96	\$86,322.68
Electrical	\$9,343.02	to \$12,846.65	\$10,656.88
HVAC	\$3,503.63	to \$8,175.14	\$5,109.46
Life Safety	\$5,839.39	to \$12,846.65	\$10,802.86
Architectural Lighting	\$8,341.98	to \$12,846.65	\$11,115.69
Millwork Lockers	\$7,639.18	to \$10,491.13	\$9,065.15
TVs & Mounts (42", incl. programming, allowance)	\$2,342.68	to \$3,192.78	\$2,754.02
Water Fountain	\$1,222.27	to \$2,291.75	\$1,757.01
Sound System	\$1,604.23	to \$4,812.68	\$3,108.19
Exercise Facility Full Renovation Additional Cost Subtotal	\$112,072.40	to \$200,168.41	\$155,483.37
Exercise Facility Full Renovation Additional Cost Per SF	\$102.63	to \$183.30	\$142.38

Spa Softgoods Renovation

Assume a three-bay facility of approximately 600 SF, ceiling 12' AFF, 3 treatment rooms, 12' x 12' with 168 SF reception, steam and sauna separate

	RANGE		AVERAGE
Demolition of Vinyl & Flooring	\$611.13	to \$1,038.93	\$825.03
Artwork (installed)	\$1,075.60	to \$1,864.82	\$1,371.73
Hamper	\$763.92	to \$1,268.10	\$1,016.01
Towel Caddy	\$1,222.27	to \$2,062.58	\$1,642.42
Stone Tile Flooring	\$3,748.29	to \$5,622.43	\$4,496.36
Wood/Bamboo flooring	\$9,504.00	to \$12,980.49	\$11,096.61
Mirrors	\$653.91	to \$1,145.88	\$868.38
Paint Drywall Ceiling	\$532.80	to \$1,025.08	\$748.31
Paint Doors & Trim	\$260.00	to \$753.73	\$431.18
Vinyl Wall Covering (LY 54")	\$1,963.72	to \$4,129.28	\$3,194.72
Window Treatments (with hardware and installation)	\$859.41	to \$2,000.00	\$1,253.94
Reception Area Upholstered seating	\$1,273.20	to \$2,070.74	\$1,637.17
Spa Softgoods Renovation Subtotal	\$22,468.24	to \$35,962.05	\$28,581.86
Spa Softgoods Renovation Cost per SF	\$37.45	to \$59.94	\$47.64

Spa - Add for Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$3,666.80	to \$4,522.39	\$4,094.60
Articulated Drywall Ceiling (new)	\$2,750.10	to \$8,433.65	\$4,376.32
Massage Tables	\$1,833.40	to \$7,058.60	\$4,850.02
Millwork (treatment room area)	\$9,625.36	to \$29,028.87	\$18,121.58
Millwork (Reception Area)	\$6,300.00	to \$30,556.70	\$14,282.99
Electrical	\$5,133.53	to \$7,058.60	\$5,855.43
HVAC	\$1,925.07	to \$4,491.84	\$2,807.40
Life Safety	\$3,208.45	to \$7,058.60	\$5,935.64
Architectural Lighting	\$4,583.51	to \$7,058.60	\$6,107.52
Millwork Lockers	\$1,145.88	to \$1,573.67	\$1,359.77
Decorative Water Feature	\$25,463.92	to \$50,418.56	\$37,941.24
Sound System	\$4,812.68	to \$14,438.04	\$9,324.57
Spa Full Renovation Additional Subtotal	\$70,448.70	to \$171,698.10	\$115,057.06
Spa Full Renovation Additional Cost Per SF	\$117.41	to \$286.16	\$191.76

Outdoor Pool

Assume a 800 SF (20' x 40') pool and a 15' wide deck, approx. 2,700 SF surface

	RANGE		AVERAGE
ADA Lift	\$15,278.35	to \$29,538.14	\$22,408.25
Pool Furniture	\$18,334.02	to \$25,616.70	\$21,975.36
Pool Equipment	\$10,185.57	to \$20,880.41	\$15,532.99
Resurface Pool Bottom	\$3,259.38	to \$11,815.26	\$7,677.11
Resurface Pool Deck (Kool Deck or tile)	\$10,800.00	to \$22,000.82	\$17,362.81
Signage (life safety, pool rules)	\$5,092.78	to \$10,440.21	\$7,766.49
Outdoor Pool Renovation Subtotal	\$62,950.10	to \$120,291.55	\$92,723.02
Outdoor Pool Renovation Cost Per SF	\$17.99	to \$34.37	\$26.49

Indoor Pool

Assume a 800 SF (20' x 40') pool and a 12' wide deck, approx. 2,016 SF surface

	RANGE		AVERAGE
ADA Lift	\$7,639.18	to \$14,769.07	\$11,204.12
Architectural Lighting	\$23,100.87	to \$35,575.33	\$30,781.90
Drywall Ceiling (new, from scaffolding)	\$10,267.05	to \$23,819.56	\$14,415.93
Paint Doors & Trim	\$168.06	to \$565.30	\$320.94
Pool Deck Tile	\$18,578.47	to \$24,771.30	\$21,674.89
Pool Equipment	\$10,185.57	to \$20,880.41	\$15,532.99
Pool Furniture	\$18,334.02	to \$25,616.70	\$21,975.36
Pool Pak HVAC	\$61,602.31	to \$83,163.12	\$72,382.71
Replace Doors (storefront)	\$1,527.84	to \$2,597.32	\$2,062.58
Resurface Pool Bottom	\$3,259.38	to \$11,815.26	\$7,677.11
Wall Tile	\$21,365.25	to \$25,863.19	\$23,615.29
Signage (life safety, pool rules)	\$5,092.78	to \$10,440.21	\$7,766.49
Indoor Pool Renovation Subtotal	\$181,120.77	to \$279,876.77	\$229,410.32
Indoor Pool Renovation Cost Per SF	\$64.32	to \$99.39	\$81.47

Outdoor Amenities

	RANGE		AVERAGE
Stamped Concrete @ Arrivals	\$38,195.88	to \$64,932.99	\$48,731.51
Outdoor Furniture	\$10,185.57	to \$18,588.66	\$14,387.11
Fire Pit	\$11,162.25	to \$22,662.89	\$16,436.26
Outdoor Lighting	\$9,676.29	to \$45,325.77	\$27,501.03
Patio Landscaping	\$11,713.40	to \$25,973.20	\$18,843.30
Outdoor Amenities Renovation Subtotal	\$80,933.38	to \$177,483.51	\$125,899.21

UPSCALE

Prototype Hotel: 304 guestrooms, 9 stories (8 with guestrooms), 34 rooms/floor
Other assumptions and allowances are listed in each section below

Outdoor Parking

Assume 486 spaces, 9' x 19', and 25' wide aisles (1.6 spaces per room to accommodate meeting attendance)

	RANGE		AVERAGE
Clean & Seal Asphalt	\$30,072.38	to \$90,217.13	\$52,386.96
Stripe Spaces	\$2,970.11	to \$4,950.19	\$3,828.50
Outdoor Parking Subtotal	\$33,042.49	to \$95,167.32	\$56,215.47
Outdoor Parking Cost Per Space	\$67.99	to \$195.82	\$115.67

Indoor, Underground Parking

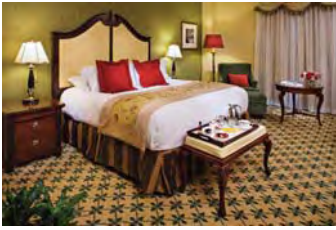
Typically, hotels in this market segment do not have indoor parking.

Landscaping

	RANGE		AVERAGE
Landscaping Allowance	\$40,742.27	to \$76,391.75	\$58,567.01
Landscaping Subtotal	\$40,742.27	to \$76,391.75	\$58,567.01

Common Additives

	RANGE		AVERAGE
New RFID Key System	\$611.13	to \$967.63	\$789.38
Tub to Stall Shower Conversion	\$3,004.74	to \$5,754.85	\$4,204.19
Elevator Cab Finishes	\$12,731.96	to \$20,574.85	\$16,653.40
Elevator Modernization			
Traction, per Cab	\$155,839.18	to \$210,382.89	\$183,111.03
Electronic Signage Boards			
Basic System - one Lobby Screen 42" diag.	\$15,278.35	to \$25,260.21	\$20,269.28
Additional Lobby / Prefunction screens	\$5,092.78	to \$8,420.07	\$6,756.43
Additional Meeting Room door screen (18" diag)	\$4,945.09	to \$8,272.38	\$6,608.74
Two Pipe Horizontal Fan Coil Unit Direct Replacement , NIC Finishes	\$3,055.67	to \$4,125.15	\$3,689.36
Laundry Equipment (Direct equipment replacement with access)			
75# Washer	\$20,371.13	to \$31,065.98	\$25,718.56
125# Dryer	\$30,556.70	to \$41,251.55	\$35,904.12
Ironer / Folder	\$101,855.67	to \$116,115.46	\$108,985.57
Porte Cochere - Re-image: Demolish and Replace	\$25,463.92	to \$78,938.14	\$52,201.03
Guestroom ADA Modifications			
Bathub room	\$17,600.00	to \$28,163.09	\$21,929.79
Roll-in Shower room	\$20,116.49	to \$35,394.85	\$26,815.36
Exterior Signage - Monument - new graphics on existing sign	\$15,278.35	to \$22,408.25	\$18,843.30
Exterior Signage - New Exterior Brand sign in existing location	\$40,742.27	to \$51,437.11	\$46,089.69
Power operated bi-parting entrance doors (inner and outer at a vestibule)	\$21,000.00	to \$35,649.48	\$28,828.93
Fireplace, natural gas with stone hearth and surrounding wall, public area	\$6,750.00	to \$30,556.70	\$12,452.30



HOTEL COST ESTIMATING GUIDE 2013

UPPER UPSCALE



UPPER UPSCALE

Prototype Hotel: 192 guestrooms, 25 suites, 7 stories (6 with guestrooms), 31 bays/floor
 Other assumptions and allowances are listed in each section below

Guestroom Softgoods Renovation

192 Rooms and 25 Suites: 7 Floors. Assume typical guestroom area of approximately 15' wide x 24' long, plus 8' x 8' bathroom and 7' x 8' entry / closet area = 472 SF., ceilings 9'-0" AFF, painted ceiling

	RANGE		AVERAGE
Demolition	\$203.71	to \$407.42	\$343.07
Artwork & Accessories (installed)	\$567.21	to \$1,372.23	\$927.45
Decorative Framed Mirror	\$203.71	to \$381.96	\$293.19
Full height Framed Dressing Mirror	\$249.55	to \$458.35	\$360.71
Bed Scarf	\$130.88	to \$231.00	\$180.77
Bed Skirt	\$129.87	to \$230.70	\$172.45
Decorative Pillow	\$68.75	to \$178.76	\$108.95
Carpet and Pad	\$896.33	to \$1,140.78	\$1,039.94
Desk Lamp	\$127.32	to \$202.00	\$165.68
Floor Lamp	\$134.96	to \$236.81	\$176.00
End Table Lamp	\$117.13	to \$218.99	\$159.09
Nightstand or Bracket Lamp (2)	\$174.51	to \$404.27	\$290.46
Welcome Light (in existing location)	\$168.06	to \$315.75	\$238.41
Desk Chair (incl Fabric)	\$193.90	to \$519.46	\$323.12
Lounge Chair (incl Fabric)	\$300.47	to \$729.29	\$517.81
Dining Chair (incl Fabric)	\$254.64	to \$422.70	\$332.10
Ottoman (incl Fabric)	\$203.71	to \$407.42	\$286.77
Sleeper Sofa (incl. fabric)	\$381.96	to \$645.19	\$496.43
Paint Textured or Drywall Ceiling	\$275.01	to \$366.68	\$341.21
Paint Trim (base & crown)	\$185.17	to \$383.80	\$270.44
Paint Entry Doors, Closet Doors, Frames and Grilles	\$203.71	to \$407.42	\$296.51
Vinyl Wall Covering (LY 54")	\$1,002.35	to \$2,306.10	\$1,538.89
Window Treatments (Shear, Blackout, Hardware, installed)	\$581.69	to \$896.33	\$798.38
Guestroom Softgoods Renovation Cost Per Key			\$9,657.83

Guestroom - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$203.71	to \$407.42	\$311.98
Casegoods Installation	\$407.42	to \$763.92	\$607.07
Bedsets (Box Spring, Mattress and Frame)	\$900.00	to \$1,460.48	\$1,156.95
Headboard	\$458.35	to \$1,389.66	\$948.41
Nightstands (2)	\$581.69	to \$832.67	\$729.47
Dresser	\$560.21	to \$926.44	\$747.97
Desk	\$331.03	to \$636.60	\$440.27
Side Table	\$174.51	to \$356.49	\$262.15
Coffee Table	\$121.19	to \$227.50	\$153.64
Closet Shelf Unit	\$229.18	to \$662.06	\$378.14
Luggage Rack	\$127.32	to \$254.64	\$190.94
Refrigerator Cabinet (case piece only)	\$407.42	to \$600.00	\$493.76
Mini Refrigerator	\$305.57	to \$712.99	\$405.95
Welcome Center / Coffee Niche	\$700.26	to \$802.11	\$763.92
Plant - Live / Potted	\$152.78	to \$320.85	\$236.81
Crown Molding	\$617.25	to \$1,234.49	\$837.26
Draperly Valance - Painted wood	\$305.57	to \$458.35	\$362.86
Wall Base	\$1,028.74	to \$1,543.11	\$1,296.45
Entry Area Stone Tile	\$1,140.78	to \$1,639.88	\$1,299.48
TV & Mount (HD LCD, incl. programming, allowance)	\$789.38	to \$1,033.84	\$898.24
Connection Device (jack pack)	\$212.78	to \$405.57	\$290.11
Guestroom Full Renovation Additional Cost Per Key			\$12,811.84

Guest Bathroom Softgoods Renovation

	RANGE		AVERAGE
Additional Demolition	\$132.41	to \$254.64	\$180.56
Electrical Upgrades (GFI)	\$509.28	to \$942.67	\$642.51
Glass Shower Enclosure (2 panels, 1 door)	\$163.84	to \$401.86	\$234.27
Tub Surround	\$218.99	to \$422.70	\$318.94
Shower Pan	\$279.08	to \$458.35	\$366.68
Lavatory	\$28.80	to \$55.41	\$40.45
Vanity Top	\$208.41	to \$494.10	\$329.80
Tile Flooring	\$101.86	to \$203.71	\$138.88
TV & Mount (17" HD LCD, incl. programming, allowance)	\$91.26	to \$244.45	\$179.54
Toilet	\$99.82	to \$267.37	\$203.94
Guest Bathroom Softgoods Renovation Cost Per Key	\$1,833.75	to \$3,745.27	\$2,635.55

Guest Bathroom - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$454.53	to \$534.74	\$494.64
Architectural Lighting	\$248.53	to \$407.42	\$340.82
Replace Bathroom Door & Hardware	\$611.13	to \$763.92	\$673.37
Electrical Upgrades (GFI)	\$101.86	to \$158.89	\$134.42
Glass Shower Enclosure (2 panels, 1 door)	\$916.70	to \$1,527.84	\$1,234.96
Shower Valve & Head, Tub Diverter, Tub Drain	\$509.28	to \$677.34	\$581.59
Tub Surround	\$2,037.11	to \$2,688.99	\$2,252.41
Shower Pan	\$656.97	to \$3,738.10	\$1,105.68
Lavatory	\$407.42	to \$712.99	\$563.76
Faucet (and connections)	\$814.85	to \$1,222.27	\$1,027.78
Vanity Top	\$1,038.93	to \$1,344.49	\$1,191.71
Vanity Base	\$1,018.56	to \$1,324.12	\$1,140.43
Toilet Accessories	\$350.52	to \$576.42	\$449.29
Tile Flooring	\$977.81	to \$1,303.75	\$1,132.40
TV & Mount (17" HD LCD, incl. programming, allowance)	\$267.37	to \$631.00	\$491.29
Toilet	\$509.28	to \$611.13	\$554.16
Guest Bathroom Full Renovation Additional Cost Per Key	\$10,920.85	to \$18,223.42	\$13,368.70

Corridors

Per room with each unit 15' long and half of a 6'-wide corridor: 31 bays per floor

	RANGE		AVERAGE
Demolition	\$73.11	to \$98.32	\$83.19
Artwork (installed)	\$19.74	to \$121.94	\$67.01
Carpet and Pad	\$261.01	to \$401.62	\$322.24
Millwork Base	\$99.37	to \$201.67	\$150.56
Ceiling Mounted Lighting	\$105.14	to \$170.85	\$133.07
Sconces	\$203.71	to \$320.85	\$250.83
Elevator Lobby Furniture (allowance)	\$763.92	to \$2,037.11	\$1,137.39
Vending Area Floor Tile	\$31.54	to \$42.06	\$36.53
Ice Machine	\$69.82	to \$138.00	\$104.42
Millwork (allowance for elevator lobby)	\$23.00	to \$34.50	\$28.75
Paint Ceiling	\$50.63	to \$97.40	\$71.10
Signage (room numbers)	\$101.86	to \$152.27	\$127.06
Vinyl Wall Covering (LY 54")	\$206.64	to \$453.58	\$305.57
Window Treatments (with hardware and installation)	\$14.79	to \$25.63	\$20.23
Corridor Renovation Cost Per Key	\$2,024.26	to \$4,295.80	\$2,837.98

UPPER UPSCALE

Prototype Hotel: 192 guestrooms, 25 suites, 7 stories (6 with guestrooms), 31 bays/floor
Other assumptions and allowances are listed in each section below

Lobby Softgoods Renovation

The reception area costs and quantities are based on a 4,800 SF area, ceiling 12' AFF

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$4,889.07	to \$8,311.42	\$6,600.25
Artwork and Artifacts (installed)	\$10,185.57	to \$15,787.63	\$12,797.51
Area Rugs	\$9,167.01	to \$35,292.99	\$23,271.44
Millwork (refinish)	\$2,037.11	to \$2,750.10	\$2,393.61
Millwork Screen Walls (refinish)	\$3,055.67	to \$4,481.65	\$3,768.66
Paint Drywall Ceiling	\$4,320.00	to \$8,311.42	\$6,067.40
Paint Doors & Trim	\$650.00	to \$1,884.33	\$1,077.94
Vinyl Wall Covering (LY 54", 40% openings)	\$2,520.61	to \$4,855.12	\$3,430.95
Window Treatments (with hardware and installation)	\$6,875.26	to \$11,917.11	\$9,409.07
Seating Groups	\$6,111.34	to \$15,278.35	\$7,805.41
Admin/BOH Office Finishes (Carpet, Paint only)	\$2,546.39	to \$5,751.08	\$4,251.27
Employee Dining Finishes (VCT, Paint only)	\$1,527.84	to \$3,132.06	\$2,329.95
Employee Restroom Finishes (VCT, Paint only)	\$2,546.39	to \$4,685.36	\$3,615.88
Lobby Softgoods Renovation Subtotal	\$56,432.26	to \$122,438.64	\$86,819.32
Lobby Softgoods Renovation Cost Per SF	\$11.76	to \$25.51	\$18.09

Lobby - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$39,112.58	to \$45,957.28	\$42,534.93
Decorative Lighting	\$14,056.08	to \$28,570.52	\$20,984.54
Electrical	\$46,446.19	to \$72,113.81	\$59,280.00
Hard Surface Flooring	\$81,120.00	to \$122,226.80	\$91,652.16
HVAC	\$22,000.82	to \$47,668.45	\$34,834.64
Life Safety	\$29,334.43	to \$55,002.06	\$42,168.25
Architectural Lighting	\$48,890.72	to \$91,670.10	\$70,280.41
Front Desk (new, in existing location)	\$66,206.19	to \$98,290.72	\$82,248.45
Front Desk Equipment	\$9,676.29	to \$12,171.75	\$10,924.02
Concierge Desk	\$20,371.13	to \$45,325.77	\$32,848.45
Bell Stand	\$10,924.02	to \$16,882.58	\$13,485.94
Millwork Running Trim (stained hardwood crown & base)	\$5,703.92	to \$11,407.84	\$8,466.75
Millwork Screen Walls (new)	\$34,121.65	to \$59,076.29	\$46,598.97
Articulated Drywall Ceiling (new)	\$19,556.29	to \$56,713.24	\$31,267.98
Sound System	\$6,416.91	to \$12,833.81	\$10,026.42
Casegoods	\$7,639.18	to \$10,160.10	\$8,899.64
Drywall Partitions	\$7,200.00	to \$14,400.00	\$10,695.29
Sundries Shop (Millwork/Finishes/Equipment/Signage)	\$20,371.13	to \$39,697.58	\$29,120.25
Business Center (Millwork/Finishes/Seating)	\$15,278.35	to \$26,342.09	\$20,353.17
Admin/BOH Office - add FF&E	\$2,546.39	to \$7,500.00	\$4,834.35
Employee Dining - add FF&E	\$2,500.00	to \$7,639.18	\$4,872.08
Employee Restroom - scope varies by tier	\$280.10	to \$458.35	\$373.47
Lobby Full Renovation Additional Cost Subtotal	\$509,752.37	to \$882,108.32	\$676,750.16
Lobby Full Renovation Additional Cost Per SF	\$106.20	to \$183.77	\$140.99

Public Restrooms Softgoods Renovation

The public restrooms costs and quantities are based on 1,440 SF restrooms, ceiling 12' AFF, four restrooms, each with 5 lavs and 7 fixtures

	RANGE		AVERAGE
Demolition of Vinyl	\$770.03	to \$1,540.06	\$1,097.29
Artwork and Artifacts (installed)	\$570.39	to \$1,181.53	\$843.11
Framed Mirrors	\$5,418.72	to \$8,433.61	\$6,815.36
Paint Drywall Ceiling	\$1,296.00	to \$2,493.43	\$1,820.22
Paint Doors & Trim	\$520.00	to \$1,507.46	\$862.36
Vinyl Wall Covering (LY 54")	\$3,103.39	to \$10,038.89	\$5,680.56
Decorative Vanity Lighting	\$6,111.34	to \$13,722.56	\$9,910.26
Public Restrooms Softgoods Renovation Subtotal	\$17,789.88	to \$38,917.53	\$27,029.16
Public Restrooms Softgoods Renovation Cost Per SF	\$12.35	to \$27.03	\$18.77

Public Restrooms - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$8,066.97	to \$13,200.49	\$10,633.73
Toilet Partitions	\$27,093.61	to \$57,039.18	\$42,066.39
Toilet Accessories	\$6,050.23	to \$9,949.26	\$7,687.15
Replace Doors	\$6,111.34	to \$12,200.00	\$8,736.81
Toilets / Urinals	\$28,519.59	to \$42,779.38	\$37,245.20
Architectural Lighting	\$9,240.35	to \$16,940.64	\$13,668.01
Tile Flooring	\$24,336.00	to \$36,668.04	\$27,495.65
Tile Walls	\$13,933.86	to \$20,534.10	\$15,859.62
Vanity Top, Faucets, Sinks (per position)	\$15,405.67	to \$20,307.47	\$17,619.67
Millwork Vanity Base (per position)	\$17,000.00	to \$29,538.14	\$21,645.82
Public Restrooms Full Renovation Additional Cost Subtotal	\$155,757.60	to \$259,156.71	\$202,658.06
Public Restrooms Full Renovation Additional Cost per SF	\$108.17	to \$179.97	\$140.73

Restaurant Softgoods Renovation

Assume a 195-seat restaurant area of approximately 60' x 76' = 4,560 SF, ceiling 12' AFF

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$6,966.93	to \$10,218.16	\$8,592.54
Artwork (installed)	\$3,006.78	to \$5,873.85	\$4,425.21
Carpet and Pad (80% of floor area)	\$18,619.76	to \$27,475.50	\$22,576.91
Millwork Buffet, Host Station (refinish)	\$5,194.64	to \$9,472.58	\$7,333.61
Millwork Screen Walls (refinish)	\$2,037.11	to \$5,602.06	\$3,819.59
Millwork Running Trim (refinish - hardwood crown, chair, & base)	\$1,246.71	to \$2,119.41	\$1,683.06
Reupholster Banquettes	\$14,259.79	to \$18,741.44	\$16,312.23
Paint Drywall Ceiling	\$4,104.00	to \$7,895.85	\$5,764.03
Paint Doors & Trim	\$650.00	to \$1,884.33	\$1,077.94
Vinyl Wall Covering (LY 54", 40% openings)	\$3,428.04	to \$6,602.96	\$4,619.20
Window Treatments (with hardware and installation)	\$13,750.52	to \$23,834.23	\$18,818.14
Dining Chairs with Arms	\$53,474.23	to \$87,500.00	\$68,522.87
Restaurant Softgoods Renovation Subtotal	\$126,738.51	to \$207,220.37	\$163,545.35
Restaurant Softgoods Renovation Cost Per SF	\$27.79	to \$45.44	\$35.87
Restaurant Softgoods Renovation Cost Per Seat	\$649.94	to \$1,062.67	\$838.69

UPPER UPSCALE

Prototype Hotel: 192 guestrooms, 25 suites, 7 stories (6 with guestrooms), 31 bays/floor
Other assumptions and allowances are listed in each section below

Restaurant - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$13,933.86	to \$22,061.94	\$17,997.90
Banquettes	\$23,223.09	to \$40,742.27	\$32,441.03
Buffet Equipment	\$30,556.70	to \$73,336.08	\$51,946.39
Decorative Lighting	\$12,731.96	to \$26,431.55	\$19,581.75
Architectural Lighting	\$48,768.49	to \$73,152.74	\$56,693.38
Electrical	\$39,014.80	to \$53,645.34	\$44,501.25
Hard Surface Flooring (20% of floor area)	\$15,412.80	to \$23,223.09	\$17,762.26
HVAC	\$18,578.47	to \$43,891.65	\$34,805.61
Life Safety	\$24,384.25	to \$58,522.19	\$50,597.31
Millwork Buffet, Host Station (new, in existing location)	\$51,110.67	to \$77,965.42	\$63,238.62
Millwork Screen Walls (new)	\$25,463.92	to \$31,524.33	\$28,494.12
Millwork Running Trim (hardwood crown, chair, & base)	\$4,155.71	to \$11,220.42	\$7,404.21
Articulated Drywall Ceiling (new)	\$18,578.47	to \$53,877.58	\$30,647.43
Sound System	\$4,812.68	to \$14,438.04	\$9,324.57
Tables	\$14,896.39	to \$29,461.75	\$20,538.72
Drywall Partitions	\$12,043.25	to \$18,501.98	\$14,869.35
Restaurant Full Renovation Additional Cost Subtotal	\$357,665.51	to \$651,996.38	\$500,843.90
Restaurant Full Renovation Additional Cost Per SF	\$78.44	to \$142.98	\$109.83
Restaurant Full Renovation Additional Cost Per Seat	\$1,834.18	to \$3,343.57	\$2,568.43

Bar / Lounge Softgoods Renovation

Assume a 70-seat bar / lounge area of approximately 30' x 40' = 1,200 SF, ceiling 12' AFF

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$1,833.40	to \$2,688.99	\$2,261.20
Artwork, Accessories, & Mirrors (installed)	\$3,340.87	to \$6,526.49	\$4,835.67
Bar / Back Bar (refinish)	\$4,328.87	to \$7,893.81	\$6,111.34
Carpet and Pad (60%)	\$3,674.95	to \$5,422.80	\$4,451.61
Millwork Running Trim (refinish)	\$641.69	to \$1,090.87	\$866.28
Paint Drywall Ceiling	\$1,080.00	to \$2,077.86	\$1,516.85
Paint Doors & Trim	\$130.00	to \$376.87	\$215.59
Vinyl Wall Covering (LY 54")	\$2,940.72	to \$5,664.31	\$3,962.55
Reupholster Banquettes	\$7,129.90	to \$9,370.72	\$8,080.96
Dining Chairs with Arms	\$1,833.40	to \$3,055.67	\$2,508.40
Dining Chairs no Arms	\$10,185.57	to \$18,334.02	\$14,694.85
Bar Stools	\$4,277.94	to \$5,846.52	\$5,062.23
Bar / Lounge Softgoods Renovation Subtotal	\$41,397.30	to \$68,348.93	\$54,567.52
Bar / Lounge Softgoods Renovation Cost Per SF	\$34.50	to \$56.96	\$45.47
Bar / Lounge softgoods Renovation Cost Per Seat	\$591.39	to \$976.41	\$779.54

Bar / Lounge - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$3,666.80	to \$5,805.77	\$4,736.29
Bar / Back Bar (new in existing location)	\$53,240.28	to \$81,213.98	\$65,773.00
Bar Equipment	\$50,927.84	to \$77,664.95	\$64,296.39
Articulated Drywall Ceiling (new)	\$4,889.07	to \$14,178.31	\$8,065.11
Banquettes	\$11,611.55	to \$20,371.13	\$16,220.52
Chef's Table	\$20,371.13	to \$39,697.58	\$29,120.25
Decorative Lighting	\$20,371.13	to \$41,506.19	\$30,938.66
Electrical	\$10,267.05	to \$14,117.20	\$11,710.86
Hard Surface Flooring (40%)	\$8,112.00	to \$12,222.68	\$9,165.22
HVAC	\$4,889.07	to \$11,550.43	\$9,159.37
Life Safety	\$6,416.91	to \$15,400.58	\$13,315.08
Architectural Lighting	\$12,833.81	to \$19,250.72	\$14,919.31
Millwork Running Trim (stained hardwood crown, chair, & base)	\$2,138.97	to \$5,775.22	\$3,810.99
Other Seating & Tables (allowance)	\$9,358.51	to \$16,958.97	\$11,150.00
Sound System	\$7,219.02	to \$21,657.06	\$13,986.85
TVs - 42" LCD HD	\$4,685.36	to \$6,385.57	\$5,508.04
Tables	\$2,750.10	to \$5,439.09	\$4,057.30
Drywall Partitions	\$10,331.22	to \$16,800.00	\$12,871.59
Bar / Lounge Full Renovation Additional Cost Subtotal	\$244,079.83	to \$425,995.42	\$328,804.82
Bar / Lounge Full Renovation Additional Cost Per SF	\$203.40	to \$355.00	\$274.00
Bar / Lounge Full Renovation Additional Cost Per Seat	\$3,486.85	to \$6,085.65	\$4,697.21

Kitchen

Assume a kitchen area of approximately 7,200 SF, including banquet prep.

	RANGE		AVERAGE
Selective Demolition	\$38,501.44	to \$61,602.31	\$50,051.88
Vinyl-coated Tile Ceiling (2' x 4' tiles & new grid)	\$32,400.00	to \$66,002.47	\$47,887.42
Fluorescent Lighting (2' x 4')	\$19,250.72	to \$38,501.44	\$27,913.55
Paint Door Frames & Trim	\$910.00	to \$2,638.06	\$1,509.12
Paint Walls	\$371.52	to \$714.78	\$521.80
Quarry Tile Flooring	\$91,670.10	to \$127,800.00	\$109,108.76
Replace Doors	\$9,268.87	to \$28,519.59	\$17,321.44
Kydex-paneled Walls	\$1,401.53	to \$3,302.40	\$2,342.39
Kitchen Renovation Subtotal	\$193,774.19	to \$329,081.06	\$256,656.36
Kitchen Renovation Cost Per SF	\$26.91	to \$45.71	\$35.65

Kitchen Equipment

	RANGE		AVERAGE
Equipment Allowance	\$110,920.82	to \$160,613.35	\$135,767.09
Kitchen Equipment Subtotal	\$110,920.82	to \$160,613.35	\$135,767.09
Kitchen Equipment Cost Per SF	\$15.41	to \$22.31	\$18.86

UPPER UPSCALE

Prototype Hotel: 192 guestrooms, 25 suites, 7 stories (6 with guestrooms), 31 bays/floor
Other assumptions and allowances are listed in each section below

Prefunction Softgoods Renovation

Assume a prefunction area of approximately 25' x 48', 1,200 SF, ceiling 12' AFF coffered

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$1,833.40	to \$2,688.99	\$2,261.20
Paint Articulated Drywall Ceiling	\$1,080.00	to \$2,077.86	\$1,516.85
Carpet and Pad	\$9,370.72	to \$12,851.96	\$10,589.19
Paint Doors & Trim (Service Doors and Exits)	\$390.00	to \$1,130.60	\$646.77
Millwork Running Trim (refinish - stained hardwood crown, chair, & base)	\$669.19	to \$1,137.63	\$903.41
Protect / Remove / Reinstall All Light Fixtures	\$1,527.84	to \$3,310.31	\$2,419.07
Vinyl Wall Covering (LY 54")	\$3,089.12	to \$7,909.41	\$5,390.18
Window Treatments (with hardware and installation)	\$3,437.63	to \$5,958.56	\$4,655.30
Prefunction Softgoods Renovation Subtotal	\$21,397.90	to \$37,065.30	\$28,381.95
Prefunction Softgoods Renovation Cost Per SF	\$17.83	to \$30.89	\$23.65

Prefunction - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$9,778.14	to \$11,489.32	\$10,633.73
Artwork, Accessories, & Mirrors (allowance, installed)	\$1,018.56	to \$6,060.41	\$2,869.90
Articulated Drywall Ceiling (new)	\$4,889.07	to \$14,178.31	\$8,065.11
Decorative Lighting	\$10,185.57	to \$18,435.88	\$14,410.22
Electrical	\$11,611.55	to \$18,028.45	\$14,820.00
HVAC	\$5,500.21	to \$11,917.11	\$8,708.66
Life Safety	\$7,333.61	to \$13,750.52	\$10,542.06
Architectural Lighting	\$12,222.68	to \$22,917.53	\$17,570.10
Millwork Running Trim (stained hardwood crown, chair, & base)	\$2,230.64	to \$6,022.73	\$3,974.32
Portable Bars	\$20,371.13	to \$33,204.95	\$26,687.63
Prefunction Full Renovation Additional Cost Subtotal	\$85,141.15	to \$156,005.20	\$118,281.74
Prefunction Full Renovation Additional Cost Per SF	\$70.95	to \$130.00	\$98.57

Ballroom Softgoods Renovation

Assume a ballroom area of approximately 50' x 90' = 4,500 SF with 3 divisions, ceiling 18' AFF coffered

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$6,875.26	to \$10,083.71	\$8,479.48
Paint Articulated Drywall Ceiling	\$4,050.00	to \$7,791.96	\$5,688.19
Carpet and Pad	\$26,014.57	to \$39,606.58	\$32,424.22
Paint Doors & Trim	\$1,300.00	to \$3,768.66	\$2,155.89
Millwork Running Trim (refinish - stained hardwood crown, chair, & base)	\$1,283.38	to \$2,181.75	\$1,732.56
Protect / Remove / Reinstall All Light Fixtures	\$3,055.67	to \$6,620.62	\$4,838.14
Vinyl Wall Covering (LY 54")	\$9,185.59	to \$22,202.04	\$15,225.21
Operable Wall Covering	\$1,640.28	to \$3,964.65	\$2,704.50
Ballroom Softgoods Renovation Subtotal	\$53,404.76	to \$96,219.96	\$73,248.20
Ballroom Softgoods Renovation Cost Per SF	\$11.87	to \$21.38	\$16.28

Ballroom - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$36,668.04	to \$43,084.95	\$39,876.49
Artwork, Accessories, & Mirrors (allowance, installed)	\$0.00	to \$12,833.81	\$8,532.09
Banquet Chairs	\$51,946.39	to \$85,558.76	\$68,752.58
Articulated Drywall Ceiling (new)	\$20,625.77	to \$63,252.37	\$32,822.40
Decorative Lighting	\$78,938.14	to \$144,584.12	\$111,761.13
Electrical	\$43,543.30	to \$67,606.70	\$55,575.00
HVAC	\$20,625.77	to \$44,689.18	\$32,657.47
Life Safety	\$27,501.03	to \$51,564.43	\$39,532.73
Architectural Lighting	\$45,835.05	to \$85,940.72	\$65,887.89
Millwork Running Trim (stained hardwood crown, chair, & base)	\$4,277.94	to \$11,550.43	\$7,621.98
Operable Walls (new, manual)	\$45,835.05	to \$100,837.11	\$65,183.17
Portable Bars	\$5,092.78	to \$8,301.24	\$6,671.91
Tables (14" x 72", incl. Meeting Rooms)	\$14,667.22	to \$28,112.16	\$21,389.69
Tables (72" rounds, incl. Meeting Rooms)	\$10,185.57	to \$15,278.35	\$12,712.63
AV Infrastructure: Ceiling Speakers and wiring to AV room, CAT 5e cable to light bars, 120V power. Equipment by others. HSIA. Projection screens by others	\$25,463.92	to \$91,670.10	\$49,654.64
Ballroom Full Renovation Additional Cost Subtotal	\$431,205.98	to \$854,864.45	\$618,631.80
Ballroom Full Renovation Additional Cost Per SF	\$95.82	to \$189.97	\$137.47

Meeting Rooms Softgoods Renovation

Assume 7 meeting rooms with areas approximately 30' x 40' each = 1,200 SF each; 8,400 SF total, ceiling 12' AFF coffered

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$12,833.81	to \$18,822.93	\$15,828.37
Carpet and Pad	\$46,469.10	to \$71,840.84	\$58,956.63
Paint Articulated Drywall Ceiling	\$7,560.00	to \$14,544.99	\$10,617.95
Paint Doors & Trim	\$1,365.00	to \$3,957.09	\$2,263.68
Millwork Running Trim (refinish - stained hardwood crown, chair, & base)	\$4,491.84	to \$7,636.12	\$6,063.98
Protect / Remove / Reinstall All Light Fixtures	\$1,069.48	to \$2,941.08	\$2,005.28
Vinyl Wall Covering (LY 54")	\$21,433.04	to \$51,804.75	\$35,525.49
Window Treatments (with hardware and installation)	\$14,609.92	to \$25,323.87	\$19,785.01
Operable Wall Covering	\$9,185.59	to \$22,202.04	\$15,225.21
Meeting Rooms Softgoods Renovation Subtotal	\$119,017.79	to \$219,073.71	\$166,271.61
Meeting Rooms Softgoods Renovation Cost Per SF	\$14.17	to \$26.08	\$19.79

Meeting Rooms - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$68,447.01	to \$80,425.24	\$74,436.12
Banquet Chairs	\$103,892.78	to \$171,117.53	\$137,505.15
Artwork, Accessories, & Mirrors (installed)	\$5,447.24	to \$11,660.09	\$8,532.67
Articulated Drywall Ceiling (new)	\$34,223.51	to \$99,248.16	\$56,455.79
Decorative Lighting	\$37,788.45	to \$57,217.42	\$47,502.94
Electrical	\$71,869.36	to \$98,820.37	\$81,975.99
HVAC	\$34,223.51	to \$80,853.03	\$64,115.60
Life Safety	\$44,918.35	to \$107,804.04	\$93,205.58
Architectural Lighting	\$89,836.70	to \$134,755.05	\$104,435.16
Millwork Running Trim (stained hardwood crown, chair, & base)	\$14,972.78	to \$40,426.52	\$26,676.94
Millwork Serving Stations	\$48,661.55	to \$71,120.72	\$60,592.98
Operable Walls (new, manual)	\$128,338.14	to \$282,343.92	\$182,512.88
AV Infrastructure: Ceiling Speakers and wiring to AV room, CAT 5e cable to light bars, 120V power. Equipment by others. HSIA. Projection screens built in to ceiling.	\$17,824.74	to \$35,292.99	\$26,558.87
Meeting Rooms Full Renovation Additional Cost Subtotal	\$700,444.13	to \$1,271,085.08	\$964,506.69
Meeting Rooms Full Renovation Additional Cost Per SF	\$83.39	to \$151.32	\$114.82

UPPER UPSCALE

Prototype Hotel: 192 guestrooms, 25 suites, 7 stories (6 with guestrooms), 31 bays/floor
Other assumptions and allowances are listed in each section below

Board Room Softgoods Renovation

Assume two 2-bay Board Rooms, each approximately 26' x 28' or 1,456 SF, ceiling 12' AFF coffered

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$2,224.53	to \$3,262.64	\$2,743.58
Carpet and Pad	\$8,417.16	to \$12,814.93	\$10,518.65
Paint Articulated Drywall Ceiling	\$667.36	to \$1,067.77	\$863.40
Paint Doors & Trim	\$260.00	to \$753.73	\$431.18
Millwork Running Trim (refinish - stained hardwood crown, chair, & base)	\$990.04	to \$1,683.06	\$1,336.55
Protect / Remove / Reinstall All Light Fixtures	\$152.78	to \$420.15	\$286.47
Vinyl Wall Covering (LY 54")	\$4,724.02	to \$11,418.19	\$7,830.11
Window Treatments (with hardware and installation)	\$1,718.81	to \$2,979.28	\$2,327.65
Executive Chairs	\$26,482.47	to \$48,890.72	\$37,686.60
Board Room Softgoods Renovation Subtotal	\$45,637.17	to \$83,290.48	\$64,024.19
Board Room Softgoods Renovation Cost Per SF	\$31.34	to \$57.21	\$43.97

Board Room - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$11,864.15	to \$13,940.37	\$12,902.26
Artwork, Accessories, & Mirrors (installed)	\$3,084.19	to \$6,539.91	\$4,806.05
Articulated Drywall Ceiling (new)	\$5,932.07	to \$17,203.02	\$9,785.67
Decorative Lighting	\$9,167.01	to \$19,199.79	\$14,183.40
Electrical	\$14,948.83	to \$20,554.64	\$17,051.01
HVAC	\$5,932.07	to \$14,014.53	\$11,113.37
Life Safety	\$7,785.85	to \$18,686.03	\$16,155.63
Architectural Lighting	\$21,021.79	to \$31,532.68	\$24,437.83
Millwork Running Trim (stained hardwood crown, chair, & base)	\$3,300.12	to \$8,910.33	\$5,879.82
Millwork Serving Stations	\$16,683.96	to \$24,384.25	\$20,774.74
Board Room Conference Table	\$20,000.00	to \$47,566.60	\$38,840.03
AV Infrastructure: Ceiling Speakers and wiring to AV room, HSIA, CAT 5e to conf. table floor outlet, 120V power. Projection screens built into ceiling. Video conference capable.	\$20,371.13	to \$34,630.93	\$27,501.03
Board Room Full Renovation Additional Cost Subtotal	\$140,091.18	to \$257,163.08	\$203,430.84
Board Room Full Renovation Additional Cost Per SF	\$96.22	to \$176.62	\$139.72

Exercise Facility Softgoods Renovation

Assume a four-bay facility of approximately 28' x 52' = 1,456 SF, ceiling 12' AFF

	RANGE		AVERAGE
Demolition of Vinyl & Floor Finish	\$2,224.53	to \$3,262.64	\$2,743.58
Artwork (installed)	\$114.26	to \$931.98	\$444.09
Clock	\$90.65	to \$466.21	\$192.89
Hamper	\$254.64	to \$422.70	\$338.67
Towel Caddy	\$483.81	to \$763.92	\$623.87
Sport Flooring	\$19,724.15	to \$37,075.46	\$26,762.26
Mirrors	\$4,583.51	to \$9,930.93	\$7,257.22
Paint Drywall Ceiling	\$1,310.40	to \$2,521.13	\$1,840.44
Paint Doors & Trim	\$390.00	to \$1,130.60	\$646.77
Remove & Reinstall Exercise Equipment	\$3,055.67	to \$6,264.12	\$4,659.90
Vinyl Wall Covering (LY 54")	\$3,109.27	to \$6,776.25	\$4,576.92
Window Treatments (with hardware and installation)	\$1,629.69	to \$2,301.94	\$1,965.81
Exercise Facility Softgoods Renovation Subtotal	\$36,970.58	to \$71,847.88	\$52,052.42
Exercise Facility Softgoods Renovation Cost Per SF	\$25.39	to \$49.35	\$35.75

Exercise Facility - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$11,864.15	to \$13,940.37	\$12,902.26
Articulated Drywall Ceiling (new)	\$5,932.07	to \$17,203.02	\$9,785.67
Exercise Equipment (installed)	\$81,484.54	to \$148,709.28	\$115,096.91
Electrical	\$12,457.36	to \$17,128.86	\$14,209.17
HVAC	\$5,932.07	to \$14,014.53	\$11,113.37
Life Safety	\$7,785.85	to \$18,686.03	\$16,155.63
Architectural Lighting	\$15,571.69	to \$23,357.54	\$18,102.10
Millwork Lockers	\$11,611.55	to \$15,033.90	\$13,322.72
TVs & Mounts (42", incl. programming, allowance)	\$2,342.68	to \$3,192.78	\$2,754.02
Water Fountain	\$1,833.40	to \$3,437.63	\$2,635.52
Sound System	\$2,406.34	to \$7,219.02	\$4,662.28
Exercise Facility Full Renovation Additional Cost Subtotal	\$159,221.70	to \$281,922.96	\$220,739.65
Exercise Facility Full Renovation Additional Cost Per SF	\$109.36	to \$193.63	\$151.61

Spa Softgoods Renovation

Assume a three-bay facility of approximately 1,014 SF, ceiling 12' AFF, 6 treatment rooms 12' x 12', 150 SF reception area, steam and sauna separate

	RANGE		AVERAGE
Demolition of Vinyl & Flooring	\$1,549.22	to \$2,272.20	\$1,910.71
Artwork (installed)	\$2,595.28	to \$3,963.44	\$3,080.03
Hamper	\$1,527.84	to \$2,536.21	\$2,032.02
Towel Caddy	\$2,902.89	to \$4,583.51	\$3,743.20
Stone Tile Flooring	\$3,514.02	to \$5,271.03	\$4,215.34
Wood/Bamboo flooring	\$19,008.00	to \$25,960.97	\$22,193.22
Mirrors	\$1,918.96	to \$2,902.89	\$2,347.90
Paint Drywall Ceiling	\$912.60	to \$1,755.79	\$1,281.74
Paint Doors & Trim	\$455.00	to \$1,319.03	\$754.56
Vinyl Wall Covering (LY 54")	\$4,556.81	to \$8,223.67	\$6,257.22
Window Treatments (with hardware and installation)	\$859.41	to \$1,489.64	\$1,174.52
Reception Area Upholstered Seating	\$2,037.11	to \$5,092.78	\$2,608.45
Spa Softgoods Renovation Subtotal	\$41,837.14	to \$65,371.15	\$51,598.91
Spa Softgoods Renovation Cost Per SF	\$41.26	to \$64.47	\$50.89

Spa - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$8,262.53	to \$9,708.48	\$8,985.50
Articulated Drywall Ceiling (new)	\$4,647.67	to \$14,252.87	\$7,395.98
Massage Tables	\$3,666.80	to \$19,250.72	\$11,806.33
Millwork (treatment room area)	\$19,250.72	to \$58,057.73	\$36,243.16
Millwork (Reception Area)	\$6,300.00	to \$30,556.70	\$14,282.99
Electrical	\$8,675.66	to \$11,929.03	\$9,895.67
HVAC	\$4,131.27	to \$9,760.12	\$7,739.67
Life Safety	\$5,422.29	to \$13,013.49	\$11,251.24
Architectural Lighting	\$10,844.57	to \$16,266.86	\$12,606.82
Millwork Lockers	\$2,902.89	to \$3,758.47	\$3,330.68
Decorative Water Feature	\$25,463.92	to \$50,418.56	\$37,941.24
Sound System	\$7,219.02	to \$21,657.06	\$13,986.85
Sauna	\$10,185.57	to \$37,686.60	\$22,889.69
Steam Room	\$22,000.00	to \$37,686.60	\$30,919.69
Spa Full Renovation Additional Cost Subtotal	\$138,972.91	to \$334,003.28	\$229,275.52
Spa Full Renovation Additional Cost Per SF	\$137.05	to \$329.39	\$226.11

UPPER UPSCALE



Prototype Hotel: 192 guestrooms, 25 suites, 7 stories (6 with guestrooms), 31 bays/floor
Other assumptions and allowances are listed in each section below

Outdoor Pool

Assume a 1500 SF (30' x 50') pool and a 15' wide deck, approx. 3,300 SF surface

	RANGE		AVERAGE
ADA Lift	\$15,278.35	to \$29,538.14	\$22,408.25
Pool Furniture	\$30,556.70	to \$46,242.47	\$38,399.59
Pool Equipment	\$15,278.35	to \$29,538.14	\$22,408.25
Resurface Pool Bottom	\$6,111.34	to \$22,153.61	\$14,394.59
Resurface Pool Deck (Kool Deck or tile)	\$13,200.00	to \$26,889.90	\$21,221.21
Signage (life safety, pool rules)	\$5,092.78	to \$10,440.21	\$7,766.49
Outdoor Pool Renovation Cost	\$85,517.53	to \$164,802.47	\$126,598.38
Outdoor Pool Renovation Cost Per SF	\$17.82	to \$34.33	\$26.37

Indoor Pool

Assume a 1500 SF (30' x 50') pool and a 12' wide deck, approx. 2,496 SF surface

	RANGE		AVERAGE
ADA Lift	\$7,639.18	to \$14,769.07	\$11,204.12
Architectural Lighting	\$48,704.33	to \$73,056.49	\$56,618.78
Drywall Ceiling (new, from scaffolding)	\$15,461.69	to \$35,871.12	\$21,709.71
Paint Doors & Trim	\$224.08	to \$753.73	\$427.92
Pool Deck Tile	\$23,467.55	to \$39,112.58	\$29,530.00
Pool Equipment	\$15,278.35	to \$29,538.14	\$22,408.25
Pool Furniture	\$30,556.70	to \$46,242.47	\$38,399.59
Pool Pak HVAC	\$92,770.14	to \$125,239.69	\$109,004.92
Replace Doors (storefront)	\$1,527.84	to \$2,597.32	\$2,062.58
Resurface Pool Bottom	\$6,111.34	to \$22,153.61	\$14,394.59
Wall Tile	\$26,009.86	to \$38,330.33	\$29,604.63
Decorative Water Feature (allowance)	\$25,463.92	to \$50,418.56	\$37,941.24
Signage (life safety, pool rules)	\$5,092.78	to \$10,440.21	\$7,766.49
Indoor Pool Renovation Subtotal	\$298,307.76	to \$488,523.32	\$381,072.81
Indoor Pool Renovation Cost Per SF	\$74.65	to \$122.25	\$95.36

Outdoor Amenities

	RANGE		AVERAGE
Stamped Concrete @ Arrivals	\$49,654.64	to \$84,412.89	\$63,350.96
Outdoor Furniture	\$14,259.79	to \$22,662.89	\$18,461.34
Fire Pit	\$17,060.82	to \$27,755.67	\$22,107.22
Outdoor Lighting	\$10,185.57	to \$45,835.05	\$28,010.31
Patio Landscaping	\$11,713.40	to \$25,973.20	\$18,843.30
Water Feature	\$66,206.19	to \$81,993.81	\$74,672.94
Outdoor Audio System	\$6,416.91	to \$12,833.81	\$10,026.42
Outdoor Amenities Renovation Subtotal	\$175,497.32	to \$301,467.32	\$235,472.48

Outdoor Parking

Typically, hotels in this market segment do not have outdoor parking.

Indoor, Underground Parking

Assume 347 parking spaces, 9' x 18'

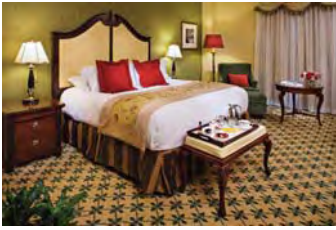
	RANGE		AVERAGE
Concrete Sealer & Traffic-bearing Membrane	\$286,285.73	to \$411,535.74	\$348,910.74
Lighting Upgrades	\$5,092.78	to \$10,440.21	\$7,766.49
Paint Floors, Columns, etc.	\$10,185.57	to \$20,880.41	\$15,532.99
Stripe Spaces	\$2,126.75	to \$14,178.31	\$5,854.92
Underground Parking Renovation Subtotal	\$303,690.83	to \$457,034.67	\$378,065.14
Underground Parking Renovation Cost Per Space	\$875.19	to \$1,317.10	\$1,089.52

Landscaping

	RANGE		AVERAGE
Landscaping Allowance	\$ 61,113.40	to \$ 96,762.89	\$ 78,938.14
Landscaping Subtotal	\$ 61,113.40	to \$ 96,762.89	\$ 78,938.14

Common Additives

	RANGE		AVERAGE
New RFID Key System	\$712.99	to \$1,069.48	\$891.24
Tub to Stall Shower Conversion	\$3,250.00	to \$6,264.12	\$4,743.65
Elevator Cab Finishes	\$17,824.74	to \$29,945.57	\$23,885.15
Elevator Modernization			
Traction, per Cab	\$128,338.14	to \$170,761.03	\$149,549.59
Escalator Modernization	\$305,567.01	to \$519,463.92	\$412,515.46
Electronic Signage Boards			
Basic System - one Lobby Screen 42" diag.	\$15,278.35	to \$25,260.21	\$20,269.28
Additional Lobby / Prefunction screens	\$5,092.78	to \$8,420.07	\$6,756.43
Additional Meeting Room door screen (18" diag)	\$7,639.18	to \$10,134.64	\$8,886.91
Four Pipe Vertical Fan Coil Unit Direct Replacement with drywall repair	\$4,074.23	to \$5,143.71	\$4,705.59
Laundry Equipment (Direct equipment replacement with access)			
75# Washer	\$20,371.13	to \$31,065.98	\$25,718.56
125# Dryer	\$30,556.70	to \$41,251.55	\$35,904.12
Ironer / Folder	\$101,855.67	to \$116,115.46	\$108,985.57
Porte Cochere - Re-image: Demolish and Replace	\$35,649.48	to \$89,123.71	\$62,386.60
Guestroom ADA Modifications			
Bathtub room	\$23,579.59	to \$34,172.58	\$27,184.36
Roll-in Shower room	\$26,125.98	to \$41,404.33	\$32,097.27
Exterior Signage - Monument - new graphics on existing sign	\$15,278.35	to \$22,408.25	\$18,843.30
Exterior Signage - New Exterior Brand sign in existing location	\$40,742.27	to \$51,437.11	\$46,089.69
Power operated bi-parting entrance doors (inner and outer at a vestibule)	\$21,000.00	to \$35,649.48	\$28,828.93
Fireplace, natural gas with stone hearth and surrounding wall, public area	\$16,806.19	to \$40,742.27	\$24,632.78



HOTEL COST ESTIMATING GUIDE 2013

LUXURY



LUXURY

Prototype Hotel: 200 guestrooms, 20 suites, 6 stories (5 with guestrooms), 37 bays/floor
 Other assumptions and allowances are listed in each section below

Guestroom Softgoods Renovation

Assume typical guestroom area of approximately 17' wide x 24' long, plus 10' x 10' (5-fixture) bathroom and 7' x 10' entry / closet area = 578 SF, ceilings 9'=0" AFF, painted drywall coffered

	RANGE		AVERAGE
Demolition	\$305.57	to \$650.00	\$490.43
Artwork & Accessories (installed)	\$1,123.42	to \$2,708.35	\$1,628.16
Decorative Framed Mirror	\$398.26	to \$1,401.53	\$651.22
Full height Framed Dressing Mirror	\$483.81	to \$827.32	\$620.25
Bed Scarf	\$175.70	to \$366.68	\$282.08
Decorative Pillow	\$91.67	to \$198.62	\$131.14
Carpet and Pad	\$1,062.02	to \$1,339.06	\$1,192.65
Desk Lamp	\$152.78	to \$244.45	\$199.77
Floor Lamp	\$160.42	to \$272.46	\$211.37
End Table Lamp	\$285.20	to \$509.28	\$393.38
Nightstand or Bracket Lamp (2)	\$192.21	to \$496.55	\$299.99
Welcome Light (in existing location)	\$488.91	to \$861.51	\$663.95
Desk Chair (incl Fabric)	\$254.64	to \$550.00	\$371.66
Lounge Chair (incl Fabric)	\$1,324.12	to \$1,833.40	\$1,559.70
Dining Chair (incl Fabric)	\$407.42	to \$611.13	\$502.26
Ottoman (incl Fabric)	\$265.82	to \$662.06	\$398.10
Sleeper Sofa (incl. fabric)	\$916.70	to \$1,711.95	\$1,308.44
Paint Textured or Drywall Ceiling	\$332.46	to \$706.47	\$465.66
Paint Trim (base & crown)	\$399.68	to \$888.18	\$664.62
Paint Entry Doors, Closet Doors, Frames and Grilles	\$407.42	to \$814.85	\$593.03
Vinyl Wall Covering (LY 54")	\$1,364.32	to \$3,244.64	\$2,196.43
Window Treatments (Shear, Blackout, Hardware, installed)	\$1,731.55	to \$3,000.00	\$2,059.78

Guestroom Softgoods Renovation Cost Per Key \$12,324.10 to \$23,898.50 \$16,884.03

Guestroom - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$305.57	to \$677.34	\$471.46
Casegoods Installation	\$509.28	to \$865.77	\$632.54
Bedsets (Box Spring, Mattress and Frame)	\$967.20	to \$2,400.00	\$1,438.35
Headboard	\$763.92	to \$1,830.57	\$1,299.62
Nightstands (2)	\$724.96	to \$1,069.48	\$955.48
Dresser	\$712.99	to \$1,222.27	\$924.49
TV Chest of Drawers	\$662.06	to \$1,171.34	\$877.81
Desk	\$483.81	to \$789.38	\$573.84
Side Table	\$763.92	to \$1,680.62	\$1,193.56
Coffee Table	\$509.28	to \$1,018.56	\$758.59
Credenza	\$422.89	to \$1,729.51	\$1,138.78
Closet Shelf Unit	\$611.13	to \$814.85	\$714.26
Luggage Rack	\$356.49	to \$509.28	\$431.49
Refrigerator Cabinet (case piece only)	\$662.06	to \$1,171.34	\$896.56
Mini Refrigerator	\$509.28	to \$1,069.48	\$789.38
Welcome Center / Coffee Niche	\$967.63	to \$1,120.41	\$1,050.39
Plant - Live / Potted	\$203.71	to \$427.79	\$315.75
Crown Molding	\$666.14	to \$1,332.27	\$903.57
Drapery Valance - Painted wood	\$519.46	to \$692.62	\$601.05
Wall Base	\$1,153.22	to \$2,220.45	\$1,690.58
Entry Area Stone Tile	\$1,782.47	to \$2,138.97	\$1,967.41
TV & Mount (HD LCD, incl. programming, allowance)	\$1,769.69	to \$2,271.38	\$2,022.13
Connection Device (jack pack)	\$731.13	to \$1,371.34	\$1,038.81

Guestroom Full Renovation Additional Cost Per Key \$16,758.31 to \$29,595.03 \$22,685.90

Guest Bathroom Softgoods Renovation

	RANGE		AVERAGE
Demolition (incl. in Guestroom total above)			
Artwork (installed)	\$631.51	to \$1,161.15	\$897.29
Lighted Mirror	\$1,324.12	to \$2,858.35	\$1,986.82
Makeup Mirror	\$320.85	to \$519.46	\$412.07
Night Light	\$269.92	to \$585.67	\$425.88
Towel Caddy	\$432.89	to \$707.90	\$560.15
Paint Ceiling	\$45.00	to \$86.58	\$63.20
Vinyl Wall Covering (LY 54")	\$417.13	to \$1,053.19	\$672.82
Paint Door & Trim	\$101.86	to \$203.71	\$138.88
RegROUT Floor Tile	\$114.08	to \$305.57	\$224.42
RegROUT Wall Tile	\$99.82	to \$267.37	\$203.94
Guest Bathroom Softgoods Renovation Cost Per Key	\$3,757.16	to \$7,748.95	\$5,585.47

Guest Bathroom - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$481.27	to \$588.22	\$524.72
Architectural Lighting	\$248.53	to \$509.28	\$382.97
Replace Bathroom Door & Hardware	\$763.92	to \$1,018.56	\$904.91
Electrical Upgrades (GFI)	\$101.86	to \$158.89	\$134.42
Glass Shower Enclosure (2 panels, 1 door)	\$1,527.84	to \$3,564.95	\$2,582.26
Shower Valve & Head, Tub Diverter, Tub Drain	\$1,222.27	to \$1,425.98	\$1,325.45
Tub Surround	\$2,444.54	to \$2,851.96	\$2,627.88
Shower Pan	\$718.08	to \$3,799.22	\$1,176.98
Lavatory	\$611.13	to \$814.85	\$666.73
Faucet (and connections)	\$1,222.27	to \$2,037.11	\$1,591.49
Vanity Top	\$1,385.24	to \$1,792.66	\$1,588.95
Vanity Base	\$1,354.68	to \$1,761.08	\$1,534.54
Toilet Accessories	\$394.34	to \$648.47	\$501.03
Tile Flooring	\$2,037.11	to \$3,259.38	\$2,648.25
TV & Mount (17" HD LCD, incl. programming, allowance)	\$280.74	to \$663.08	\$520.48
Toilet	\$611.13	to \$814.85	\$690.32
Bidet	\$407.42	to \$1,018.56	\$642.96
Guest Bathroom Full Renovation Additional Cost Per Key	\$15,812.36	to \$26,727.09	\$20,044.34

Corridors

Per room with each unit 17' long and half of 6'-wide corridor; 37 bays per floor

	RANGE		AVERAGE
Demolition	\$82.85	to \$111.43	\$94.28
Artwork (installed)	\$39.54	to \$188.57	\$117.58
Carpet and Pad	\$390.18	to \$532.72	\$449.71
Millwork Base	\$162.49	to \$304.41	\$214.64
Ceiling Mounted Lighting	\$141.22	to \$257.67	\$191.56
Sconces	\$239.36	to \$407.42	\$295.23
Elevator Lobby Furniture (allowance)	\$1,018.56	to \$5,092.78	\$2,305.62
Vending Area Floor Tile	\$68.82	to \$110.11	\$89.47
Ice Machine	\$72.26	to \$136.95	\$105.04
Millwork (allowance for elevator lobby)	\$24.78	to \$34.41	\$29.59
Paint Ceiling	\$59.67	to \$114.80	\$83.81
Signage (room numbers)	\$127.32	to \$183.34	\$155.33
Vinyl Wall covering (LY 54")	\$246.96	to \$557.34	\$369.82
Window Treatments (with hardware and installation)	\$27.53	to \$65.38	\$45.24
Corridor Renovation Cost Per Key	\$2,701.54	to \$8,097.34	\$4,546.91

LUXURY

Prototype Hotel: 200 guestrooms, 20 suites, 6 stories (5 with guestrooms), 37 bays/floor
Other assumptions and allowances are listed in each section below

Lobby Softgoods Renovation

The reception area costs and quantities are based on a 4,000 SF area, ceiling 12' AFF coffered

	RANGE			AVERAGE
Demolition of Vinyl & Carpet	\$4,074.23	to	\$6,926.19	\$5,500.21
Artwork and Artifacts (installed)	\$20,371.13	to	\$37,177.32	\$28,847.42
Area Rugs	\$30,000.00	to	\$96,253.61	\$68,533.93
Millwork (refinish)	\$4,074.23	to	\$5,398.35	\$4,698.09
Millwork Screen Walls (refinish)	\$9,167.01	to	\$13,139.38	\$11,038.61
Paint Drywall Ceiling	\$3,600.00	to	\$6,926.19	\$5,056.16
Paint Doors & Trim	\$975.00	to	\$2,826.49	\$1,616.92
Vinyl Wall Covering (LY 54", 40% openings)	\$2,551.30	to	\$4,533.19	\$3,306.27
Window Treatments (with hardware and installation)	\$18,334.02	to	\$43,543.30	\$30,938.66
Seating Groups	\$10,632.74	to	\$40,742.27	\$22,499.50
Admin/BOH Office Finishes (Carpet, Paint only)	\$2,546.39	to	\$5,751.08	\$4,251.27
Employee Dining Finishes (VCT, Paint only)	\$1,527.84	to	\$3,132.06	\$2,329.95
Employee Restroom Finishes (VCT, Paint only)	\$2,546.39	to	\$4,685.36	\$3,615.88
Lobby Softgoods Renovation Subtotal	\$110,400.27	to	\$271,034.79	\$192,232.86
Lobby Softgoods Renovation Cost Per SF	\$27.60	to	\$67.76	\$48.06

Lobby - Add for a Full Renovation

	RANGE			AVERAGE
Additional Demolition	\$40,742.27	to	\$46,446.19	\$43,594.23
Decorative Lighting	\$21,898.97	to	\$40,131.13	\$30,933.95
Electrical	\$50,927.84	to	\$79,447.42	\$65,187.63
Hard Surface Flooring	\$101,855.67	to	\$162,969.07	\$127,567.63
HVAC	\$40,742.27	to	\$62,131.96	\$51,437.11
Life Safety	\$50,927.84	to	\$72,317.53	\$61,622.68
Architectural Lighting	\$61,113.40	to	\$103,892.78	\$82,503.09
Front Desk (new, in existing location)	\$101,855.67	to	\$148,200.00	\$125,027.84
Front Desk Equipment	\$12,731.96	to	\$15,940.41	\$14,336.19
Concierge Desk	\$20,371.13	to	\$31,065.98	\$25,718.56
Bell Stand	\$15,930.00	to	\$25,323.87	\$20,239.33
Millwork Running Trim (stained hardwood crown & base)	\$4,889.07	to	\$9,778.14	\$7,257.22
Millwork Screen Walls (new)	\$45,835.05	to	\$77,919.59	\$61,877.32
Articulated Drywall Ceiling (new)	\$16,296.91	to	\$47,261.03	\$26,056.65
Sound System	\$10,694.85	to	\$24,598.14	\$19,150.46
Casegoods	\$18,334.02	to	\$22,815.67	\$20,574.85
Drywall Partitions	\$6,120.00	to	\$12,240.00	\$9,091.00
Sundries Shop (Millwork/Finishes/Equipment/Signage)	\$40,742.27	to	\$79,395.15	\$58,240.50
Business Center (Millwork/Finishes/Seating)	\$22,917.53	to	\$39,933.29	\$30,739.83
Admin/BOH Office - add FF&E	\$2,164.43		\$11,484.23	\$7,245.90
Employee Dining - add FF&E	\$2,164.43		\$11,275.00	\$7,187.84
Employee Restroom - scope varies by tier	\$280.10		\$458.35	\$373.47
Lobby Full Renovation Additional Cost Subtotal	\$689,535.67	to	\$1,125,024.94	\$895,963.26
Lobby Full Renovation Additional Cost Per SF	\$172.38	to	\$281.26	\$223.99

Public Restrooms Softgoods Renovation

The public restrooms costs and quantities are based on 1,920 SF restrooms, ceiling 12' AFF coffered, four restrooms, each with 5 lavs and 7 fixtures, upgraded

	RANGE			AVERAGE
Demolition of Vinyl	\$1,026.71	to	\$2,053.41	\$1,463.05
Artwork and Artifacts (installed)	\$1,079.67	to	\$2,363.05	\$1,688.51
Framed Mirrors	\$7,455.84	to	\$12,711.55	\$9,940.45
Paint Drywall Ceiling	\$2,592.00	to	\$4,986.85	\$3,640.44
Paint Doors & Trim	\$520.00	to	\$1,507.46	\$862.36
Vinyl Wall Covering (LY 54")	\$3,462.01	to	\$11,745.51	\$5,802.18
Decorative Vanity Lighting	\$15,278.35	to	\$30,204.54	\$22,682.39
Public Restrooms Softgoods Renovation Subtotal	\$31,414.58	to	\$65,572.37	\$46,079.38
Public Restrooms Softgoods Renovation Cost Per SF	\$16.36	to	\$34.15	\$24.00

Public Restrooms - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$10,755.96	to \$17,600.66	\$14,178.31
Toilet Partitions	\$42,779.38	to \$82,706.80	\$62,743.09
Toilet Accessories	\$7,562.78	to \$12,436.58	\$9,608.94
Replace Doors	\$8,590.32	to \$18,130.31	\$11,771.68
Toilets / Urinals	\$28,519.59	to \$42,779.38	\$37,245.20
Architectural Lighting	\$16,427.28	to \$30,801.15	\$20,534.10
Tile Flooring	\$48,890.72	to \$78,225.15	\$61,232.46
Tile Walls	\$20,534.10	to \$31,534.52	\$26,034.31
Vanity Top, Faucets, Sinks (per position)	\$19,257.09	to \$25,384.34	\$22,108.62
Millwork Vanity Base (per position)	\$20,371.13	to \$34,630.93	\$27,501.03
Public Restrooms Full renovation Additional Cost Subtotal	\$223,688.36	to \$374,229.83	\$292,957.74
Public Restrooms Full Renovation Additional Cost Per SF	\$116.50	to \$194.91	\$152.58

Restaurant Softgoods Renovation

Assume a 120-seat restaurant area of approximately 32' x 100' = 3,200 SF, ceiling 12' AFF coffered

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$6,518.76	to \$8,800.33	\$7,659.55
Artwork (installed)	\$7,675.84	to \$15,532.08	\$11,615.30
Carpet and Pad (80% of floor area)	\$14,978.67	to \$21,830.61	\$18,178.82
Millwork Buffet, Host Station (refinish)	\$6,111.34	to \$10,389.28	\$8,250.31
Millwork Screen Walls (refinish)	\$4,583.51	to \$9,217.94	\$6,900.72
Millwork Running Trim (refinish - hardwood crown, chair, & base)	\$1,210.05	to \$2,057.08	\$1,633.56
Reupholster Banquettes	\$18,334.02	to \$22,815.67	\$20,574.85
Paint Drywall Ceiling	\$2,880.00	to \$5,540.95	\$4,044.93
Paint Doors & Trim	\$780.00	to \$2,261.20	\$1,293.53
Vinyl Wall Covering (LY 54", 40% openings)	\$3,962.01	to \$7,355.28	\$5,200.02
Window Treatments (with hardware and installation)	\$45,835.05	to \$108,858.25	\$74,253.75
Dining Chairs with Arms	\$35,649.48	to \$60,000.00	\$47,867.53
Restaurant Softgoods Renovation Subtotal	\$148,518.74	to \$274,658.66	\$207,472.86
Restaurant Softgoods Renovation Cost Per SF	\$46.41	to \$85.83	\$64.84
Restaurant Softgoods Renovation Cost Per Seat	\$1,237.66	to \$2,288.82	\$1,728.94

Restaurant - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$13,037.53	to \$18,741.44	\$15,889.48
Banquettes	\$42,779.38	to \$74,000.00	\$63,232.47
Buffet Equipment	\$25,463.92	to \$61,113.40	\$43,288.66
Decorative Lighting	\$20,371.13	to \$38,450.52	\$29,410.82
Architectural Lighting	\$40,742.27	to \$63,557.94	\$52,150.10
Electrical	\$27,378.80	to \$41,068.21	\$32,084.54
Hard Surface Flooring (20% of floor area)	\$16,296.91	to \$26,075.05	\$20,410.82
HVAC	\$19,556.29	to \$51,335.26	\$28,112.16
Life Safety	\$17,111.75	to \$41,068.21	\$35,506.89
Millwork Buffet, Host Station (new, in existing location)	\$58,777.27	to \$89,660.24	\$72,724.41
Millwork Screen Walls (new)	\$35,649.48	to \$44,561.86	\$40,105.67
Millwork Running Trim (hardwood crown, chair, & base)	\$6,050.23	to \$12,947.49	\$8,576.67
Articulated Drywall Ceiling (new)	\$13,037.53	to \$37,808.82	\$21,506.97
Sound System	\$5,534.58	to \$16,603.75	\$10,723.25
Tables	\$12,222.68	to \$21,185.98	\$16,302.30
Drywall Partitions	\$11,689.04	to \$17,957.81	\$14,432.01
Restaurant Full Renovation Additional Cost Subtotal	\$365,698.78	to \$656,135.96	\$504,457.24
Restaurant Full Renovation Additional Cost Per SF	\$114.28	to \$205.04	\$157.64
Restaurant Full Renovation Additional Cost Per Seat	\$3,047.49	to \$5,467.80	\$4,203.81

LUXURY

Prototype Hotel: 200 guestrooms, 20 suites, 6 stories (5 with guestrooms), 37 bays/floor
Other assumptions and allowances are listed in each section below

Bar / Lounge Softgoods Renovation

Assume a 52-seat bar / lounge area of approximately 30' x 40' = 1,200 SF, ceiling 12' AFF, coffered

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$2,444.54	to \$3,300.12	\$2,872.33
Artwork, Accessories, & Mirrors (installed)	\$9,594.80	to \$19,415.10	\$14,293.22
Bar / Back Bar (refinish)	\$2,546.39	to \$4,328.87	\$3,437.63
Carpet and Pad (60%)	\$4,212.75	to \$6,139.86	\$5,094.59
Millwork Running Trim (refinish)	\$641.69	to \$1,090.87	\$866.28
Paint Drywall Ceiling	\$1,080.00	to \$2,077.86	\$1,516.85
Paint Doors & Trim	\$130.00	to \$376.87	\$215.59
Vinyl Wall Covering (LY 54")	\$3,501.78	to \$6,500.88	\$4,595.98
Reupholster Banquettes	\$11,458.76	to \$14,259.79	\$12,742.14
Dining Chairs with Arms	\$11,407.84	to \$20,534.10	\$15,978.23
Bar Stools	\$4,074.23	to \$5,866.89	\$4,970.56
Bar / Lounge Softgoods Renovation Subtotal	\$51,092.78	to \$83,891.21	\$66,583.39
Bar / Lounge Softgoods Renovation Cost Per SF	\$42.58	to \$69.91	\$55.49
Bar / Lounge Softgoods Renovation Cost Per Seat	\$982.55	to \$1,613.29	\$1,280.45

Bar / Lounge - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$4,889.07	to \$7,028.04	\$5,958.56
Bar / Back Bar (new in existing location)	\$30,613.16	to \$46,698.04	\$38,325.42
Bar Equipment	\$25,463.92	to \$38,832.47	\$32,148.20
Articulated Drywall Ceiling (new)	\$4,889.07	to \$14,178.31	\$8,065.11
Banquettes	\$26,737.11	to \$46,250.00	\$39,520.30
Chef's Table	\$61,113.40	to \$119,092.73	\$87,360.75
Decorative Lighting	\$43,288.66	to \$81,993.81	\$62,641.24
Electrical	\$10,267.05	to \$15,400.58	\$12,031.70
Hard Surface Flooring (40%)	\$12,222.68	to \$19,556.29	\$15,308.12
HVAC	\$7,333.61	to \$19,250.72	\$10,542.06
Life Safety	\$6,416.91	to \$15,400.58	\$13,315.08
Architectural Lighting	\$15,278.35	to \$23,834.23	\$19,556.29
Millwork Running Trim (stained hardwood crown, chair, & base)	\$3,208.45	to \$6,866.09	\$4,548.23
Other Seating & Tables (allowance)	\$14,483.38	to \$31,778.97	\$20,563.87
Sound System	\$8,301.87	to \$24,905.62	\$16,084.88
TVs - 42" LCD HD	\$2,342.68	to \$3,192.78	\$2,754.02
Tables	\$2,444.54	to \$4,237.20	\$3,304.25
Drywall Partitions	\$10,331.22	to \$16,800.00	\$12,871.59
Bar / Lounge Full Renovation Additional Cost Subtotal	\$289,625.14	to \$535,296.46	\$404,899.67
Bar / Lounge Full Renovation Additional Cost Per SF	\$241.35	to \$446.08	\$337.42
Bar / Lounge Full Renovation Additional Cost Per Seat	\$5,569.71	to \$10,294.16	\$7,786.53

Kitchen

Assume a kitchen area of approximately 60' x 120' = 7,200 SF, including banquet prep and upgraded and increased equipment

	RANGE		AVERAGE
Selective Demolition	\$38,501.44	to \$61,602.31	\$50,051.88
Vinyl-coated Tile Ceiling (2' x 4' tiles & new grid)	\$32,400.00	to \$66,002.47	\$47,887.42
Fluorescent Lighting (2' x 4')	\$19,250.72	to \$38,501.44	\$27,913.55
Paint Door Frames & Trim	\$1,170.00	to \$3,391.79	\$1,940.30
Paint Walls	\$371.52	to \$714.78	\$521.80
Quarry Tile Flooring	\$91,670.10	to \$127,800.00	\$109,108.76
Replace Doors	\$11,917.11	to \$36,668.04	\$22,270.42
Kydex-paneled Walls	\$1,401.53	to \$3,302.40	\$2,342.39
Kitchen Renovation Subtotal	\$196,682.44	to \$337,983.24	\$262,036.52
Kitchen Renovation Cost Per SF	\$27.32	to \$46.94	\$36.39

Kitchen Equipment

	RANGE		AVERAGE
Equipment Allowance	\$122,012.91	to \$176,674.69	\$149,343.80
Kitchen Equipment Subtotal	\$122,012.91	to \$176,674.69	\$149,343.80
Kitchen Equipment Cost Per SF	\$16.95	to \$24.54	\$20.74

Prefunction Softgoods Renovation

Assume a prefunction area of approximately 30' x 32', 960 SF, ceiling 12' AFF, double coffered

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$1,955.63	to \$2,640.10	\$2,297.86
Paint Articulated Drywall Ceiling	\$864.00	to \$1,662.28	\$1,213.48
Carpet and Pad	\$8,528.60	to \$11,570.47	\$10,089.39
Paint Doors & Trim (Service Doors and Exits)	\$390.00	to \$1,130.60	\$646.77
Millwork Running Trim (refinish - stained hardwood crown, chair, & base)	\$568.35	to \$966.20	\$767.28
Protect / Remove / Reinstall All Light Fixtures	\$1,527.84	to \$3,310.31	\$2,419.07
Vinyl Wall Covering (LY 54")	\$3,055.87	to \$9,527.07	\$5,538.37
Window Treatments (with hardware and installation)	\$34,376.29	to \$81,643.69	\$57,481.56
Prefunction Softgoods Renovation Subtotal	\$51,266.57	to \$112,450.73	\$80,453.77
Prefunction Softgoods Renovation Cost Per SF	\$53.40	to \$117.14	\$83.81

Prefunction - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$9,778.14	to \$11,147.08	\$10,462.61
Artwork, Accessories, & Mirrors (allowance, installed)	\$5,092.78	to \$12,375.46	\$8,646.51
Articulated Drywall Ceiling (new)	\$3,911.26	to \$11,342.65	\$6,452.09
Decorative Lighting	\$22,917.53	to \$39,469.07	\$31,193.30
Electrical	\$12,222.68	to \$19,067.38	\$15,645.03
HVAC	\$9,778.14	to \$14,911.67	\$12,344.91
Life Safety	\$12,222.68	to \$17,356.21	\$14,789.44
Architectural Lighting	\$14,667.22	to \$24,934.27	\$19,800.74
Millwork Running Trim (stained hardwood crown, chair, & base)	\$2,841.77	to \$6,081.39	\$4,028.43
Portable Bars	\$40,742.27	to \$60,909.69	\$50,825.98
Prefunction Full Renovation Additional Cost Subtotal	\$134,174.47	to \$217,594.88	\$174,189.05
Prefunction Full Renovation Additional Cost Per SF	\$139.77	to \$226.66	\$181.45

Ballroom Softgoods Renovation

Assume a ballroom area of approximately 60' x 80' = 4,800 SF with 3 divisions, ceiling 18' AFF double coffered

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$9,778.14	to \$13,200.49	\$11,489.32
Paint Articulated Drywall Ceiling	\$4,320.00	to \$8,311.42	\$6,067.40
Carpet and Pad	\$30,699.30	to \$47,804.26	\$39,216.20
Paint Doors & Trim	\$1,300.00	to \$3,768.66	\$2,155.89
Millwork Running Trim (refinish - stained hardwood crown, chair, & base)	\$1,283.38	to \$2,181.75	\$1,732.56
Protect / Remove / Reinstall All Light Fixtures	\$3,055.67	to \$6,620.62	\$4,838.14
Vinyl Wall Covering (LY 54")	\$10,832.59	to \$28,362.04	\$18,321.41
Operable Wall Covering	\$2,321.27	to \$6,077.58	\$3,904.23
Ballroom Softgoods Renovation Subtotal	\$63,590.36	to \$116,326.82	\$87,725.15
Ballroom Softgoods Renovation Cost Per SF	\$13.25	to \$24.23	\$18.28

LUXURY

Prototype Hotel: 200 guestrooms, 20 suites, 6 stories (5 with guestrooms), 37 bays/floor
 Other assumptions and allowances are listed in each section below

Ballroom - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$48,890.72	to \$55,735.42	\$52,313.07
Artwork, Accessories, & Mirrors (allowance, installed)	\$0.00	to \$25,667.63	\$17,742.42
Banquet Chairs	\$72,572.16	to \$114,587.63	\$93,579.90
Articulated Drywall Ceiling (new)	\$22,000.82	to \$67,469.20	\$35,010.56
Decorative Lighting	\$175,701.03	to \$303,784.54	\$239,742.78
Electrical	\$61,113.40	to \$95,336.91	\$78,225.15
HVAC	\$48,890.72	to \$74,558.35	\$61,724.54
Life Safety	\$61,113.40	to \$86,781.03	\$73,947.22
Architectural Lighting	\$73,336.08	to \$124,671.34	\$99,003.71
Millwork Running Trim (stained hardwood crown, chair, & base)	\$6,416.91	to \$13,732.18	\$9,096.46
Operable Walls (new, manual)	\$55,002.06	to \$121,004.54	\$78,219.81
Portable Bars	\$10,185.57	to \$15,227.42	\$12,706.49
Tables (14" x 72", incl. Meeting Rooms)	\$18,334.02	to \$35,140.21	\$26,737.11
Tables (72" rounds, incl. Meeting Rooms)	\$12,222.68	to \$18,945.15	\$15,306.08
AV Infrastructure: Ceiling Speakers and wiring to AV room, CAT 5e cable to light bars, 120V power. Equipment by others. HSIA. Projection screens by others.	\$35,649.48	to \$112,041.24	\$61,113.40
Ballroom Full Renovation Additional Cost Subtotal	\$701,429.07	to \$1,264,682.78	\$954,468.71
Ballroom Full Renovation Additional Cost Per SF	\$146.13	to \$263.48	\$198.85

Meeting Rooms Softgoods Renovation

Assume 6 meeting rooms with areas approximately 20' x 25' each = 500 SF each; 3,000 SF total, ceiling 12' AFF double coffered

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$6,111.34	to \$8,250.31	\$7,180.82
Carpet and Pad	\$18,440.12	to \$29,130.72	\$23,949.92
Paint Articulated Drywall Ceiling	\$2,700.00	to \$5,194.64	\$3,792.12
Paint Doors & Trim	\$1,365.00	to \$3,957.09	\$2,263.68
Millwork Running Trim (refinish - stained hardwood crown, chair, & base)	\$2,475.09	to \$4,207.66	\$3,341.38
Protect / Remove / Reinstall All Light Fixtures	\$2,291.75	to \$7,104.43	\$4,698.09
Vinyl Wall Covering (LY 54")	\$13,927.62	to \$36,465.48	\$23,556.10
Window Treatments (with hardware and installation)	\$28,646.91	to \$68,036.40	\$47,901.30
Operable Wall Covering	\$6,190.05	to \$17,597.94	\$10,992.74
Meeting Rooms Softgoods Renovation Subtotal	\$82,147.89	to \$179,944.68	\$127,676.15
Meeting Rooms Softgoods Renovation Cost Per SF	\$27.38	to \$59.98	\$42.56

Meeting Rooms - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$30,556.70	to \$34,834.64	\$32,695.67
Banquet Chairs	\$41,469.81	to \$65,478.65	\$53,474.23
Artwork, Accessories, & Mirrors (installed)	\$4,669.06	to \$16,716.84	\$9,536.68
Articulated Drywall Ceiling (new)	\$12,222.68	to \$35,445.77	\$20,162.78
Decorative Lighting	\$44,307.22	to \$97,628.66	\$70,967.94
Electrical	\$25,667.63	to \$38,501.44	\$30,079.25
HVAC	\$18,334.02	to \$48,126.80	\$26,355.15
Life Safety	\$16,042.27	to \$38,501.44	\$33,287.71
Architectural Lighting	\$38,195.88	to \$59,585.57	\$48,890.72
Millwork Running Trim (stained hardwood crown, chair, & base)	\$12,375.46	to \$26,483.49	\$17,543.18
Millwork Serving Stations	\$41,709.90	to \$61,113.40	\$49,750.13
Operable Walls (new, manual)	\$73,336.08	to \$161,339.38	\$104,293.08
AV Infrastructure: Ceiling Speakers and wiring to AV room, CAT 5e cable to light bars, 120V power. Equipment by others. HSIA. Projection screens built in to ceiling.	\$30,556.70	to \$94,725.77	\$62,641.24
Meeting Rooms Full Renovation Additional Cost Subtotal	\$389,443.41	to \$778,481.86	\$559,677.76
Meeting Rooms Full Renovation Additional Cost Per SF	\$129.81	to \$259.49	\$186.56

Board Room Softgoods Renovation

Assume two, 2-bay Board Rooms, each approximately 26' x 28' or 1,456 SF with upgraded finishes, ceiling 12' AFF double coffered

	RANGE		AVERAGE
Demolition of Vinyl & Carpet	\$2,966.04	to \$4,004.15	\$3,485.09
Carpet and Pad	\$9,312.12	to \$14,500.63	\$11,895.58
Paint Articulated Drywall Ceiling	\$667.36	to \$1,067.77	\$863.40
Paint Doors & Trim	\$260.00	to \$753.73	\$431.18
Millwork Running Trim (refinish - stained hardwood crown, chair, & base)	\$990.04	to \$1,683.06	\$1,336.55
Protect / Remove / Reinstall All Light Fixtures	\$381.96	to \$1,184.07	\$783.02
Vinyl Wall Covering (LY 54")	\$5,571.05	to \$14,586.19	\$9,422.44
Window Treatments (with hardware and installation)	\$3,819.59	to \$9,071.52	\$6,386.84
Executive Chairs	\$40,742.27	to \$85,558.76	\$63,150.52
Board Room Softgoods Renovation Subtotal	\$64,710.42	to \$132,409.89	\$97,754.61
Board Room Softgoods Renovation Cost Per SF	\$44.44	to \$90.94	\$67.14

Board Rooms - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$14,830.19	to \$16,906.41	\$15,868.30
Artwork, Accessories, & Mirrors (installed)	\$3,084.19	to \$11,021.56	\$6,288.03
Articulated Drywall Ceiling (new)	\$5,932.07	to \$17,203.02	\$9,785.67
Decorative Lighting	\$25,463.92	to \$60,196.70	\$42,830.31
Electrical	\$14,948.83	to \$22,423.24	\$17,518.16
HVAC	\$8,898.11	to \$23,357.54	\$12,791.04
Life Safety	\$7,785.85	to \$18,686.03	\$16,155.63
Architectural Lighting	\$25,025.94	to \$39,040.46	\$32,033.20
Millwork Running Trim (stained hardwood crown, chair, & base)	\$4,950.19	to \$10,593.40	\$7,017.27
Millwork Serving Stations	\$33,367.92	to \$48,890.72	\$39,800.10
Board Room Conference Table	\$50,927.84	to \$67,734.02	\$59,330.93
AV Infrastructure: Ceiling Speakers and wiring to AV room, HSIA, CAT 5e to conf. table floor outlet, 120V power. Projection screens built into ceiling. Video conference capable.	\$30,556.70	to \$51,946.39	\$41,251.55
Board Room Full Renovation Additional Cost Subtotal	\$225,771.73	to \$387,999.50	\$300,670.18
Board Room Full Renovation Additional Cost Per SF	\$155.06	to \$266.48	\$206.50

Exercise Facility Softgoods Renovation

Assume an exercise facility of approximately 28' x 65' = 1,820 SF, ceiling 12' AFF

	RANGE		AVERAGE
Demolition of Vinyl & floor finish	\$3,707.55	to \$5,005.19	\$4,356.37
Artwork (installed)	\$164.26	to \$1,415.79	\$736.85
Clock	\$283.16	to \$932.41	\$463.10
Hamper	\$662.06	to \$998.19	\$830.12
Towel Caddy	\$1,222.27	to \$1,782.47	\$1,502.37
Sport Flooring	\$24,655.18	to \$46,344.33	\$33,452.82
Mirrors	\$9,167.01	to \$19,861.86	\$14,514.43
Paint Drywall Ceiling	\$1,638.00	to \$3,151.41	\$2,300.56
Paint Doors & Trim	\$390.00	to \$1,130.60	\$646.77
Remove & Reinstall Exercise Equipment	\$4,583.51	to \$7,791.96	\$6,187.73
Vinyl Wall covering (LY 54")	\$3,818.78	to \$9,007.37	\$5,871.43
Window Treatments (with hardware and installation)	\$3,055.67	to \$4,064.04	\$3,559.86
Exercise Facility Softgoods Renovation Subtotal	\$53,347.44	to \$101,485.62	\$74,422.40
Exercise Facility Softgoods Renovation Cost Per SF	\$29.31	to \$55.76	\$40.89

LUXURY

Prototype Hotel: 200 guestrooms, 20 suites, 6 stories (5 with guestrooms), 37 bays/floor
Other assumptions and allowances are listed in each section below

Exercise Facility - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$18,537.73	to \$21,133.01	\$19,835.37
Articulated Drywall Ceiling (new)	\$7,415.09	to \$21,503.77	\$12,232.09
Exercise Equipment (installed)	\$101,855.67	to \$185,886.60	\$143,871.13
Electrical	\$15,571.69	to \$23,357.54	\$18,248.08
HVAC	\$11,122.64	to \$29,196.93	\$15,988.79
Life Safety	\$9,732.31	to \$23,357.54	\$20,194.54
Architectural Lighting	\$23,172.16	to \$36,148.58	\$29,660.37
Millwork Lockers	\$22,917.53	to \$27,195.46	\$25,056.49
TVs & Mounts (42", incl. programming, allowance)	\$2,342.68	to \$3,192.78	\$2,754.02
Water Fountain	\$3,055.67	to \$5,194.64	\$4,125.15
Sound System	\$2,767.29	to \$8,301.87	\$5,361.63
Exercise Facility Full Renovation Additional Cost Subtotal	\$218,490.47	to \$384,468.73	\$297,327.68
Exercise Facility Full Renovation Additional Cost Per SF	\$120.05	to \$211.25	\$163.37

Spa Softgoods Renovation

Assume a spa facility of 10 treatment rooms and associated amenities of 1740 SF, ceiling averages 12' AFF. 10 treatment rooms 12' x 12', reception 15' x 20', steam and sauna separate

	RANGE		AVERAGE
Demolition of Vinyl & Flooring	\$3,544.58	to \$4,785.18	\$4,164.88
Artwork (installed)	\$5,106.86	to \$14,733.42	\$9,157.45
Hamper	\$3,310.31	to \$4,990.93	\$4,150.62
Towel Caddy	\$6,111.34	to \$8,912.37	\$7,511.86
Stone Tile Flooring	\$7,028.04	to \$10,542.06	\$8,430.68
Wood/Bamboo flooring	\$31,680.00	to \$43,268.29	\$36,988.70
Mirrors	\$4,726.10	to \$13,648.66	\$9,082.34
Paint Drywall Ceiling	\$1,566.00	to \$3,012.89	\$2,199.43
Paint Doors & Trim	\$715.00	to \$2,072.76	\$1,185.74
Vinyl Wall Covering (LY 54")	\$8,139.67	to \$17,391.29	\$12,136.19
Window Treatments (with hardware and installation)	\$21,007.73	to \$49,893.36	\$35,171.47
Reception Area Upholstered seating	\$2,658.19	to \$10,185.57	\$5,369.69
Spa Softgoods Renovation Subtotal	\$95,593.82	to \$183,436.79	\$135,549.05
Spa Softgoods Renovation Cost Per SF	\$54.94	to \$105.42	\$77.90

Spa - Add for a Full Renovation

	RANGE		AVERAGE
Additional Demolition	\$17,722.89	to \$20,204.09	\$18,963.49
Articulated Drywall Ceiling (new)	\$7,975.30	to \$24,457.58	\$12,691.33
Massage Tables	\$10,185.57	to \$38,501.44	\$24,382.47
Millwork (treatment room area)	\$32,084.54	to \$96,762.89	\$60,405.26
Millwork (Reception Area)	\$6,300.00	to \$30,556.70	\$14,282.99
Electrical	\$14,887.22	to \$22,330.84	\$17,445.97
HVAC	\$10,633.73	to \$27,913.55	\$15,285.99
Life Safety	\$9,304.52	to \$22,330.84	\$19,306.87
Architectural Lighting	\$22,153.61	to \$34,559.63	\$28,356.62
Millwork Lockers	\$7,639.18	to \$9,065.15	\$8,352.16
Decorative Water Feature	\$71,298.97	to \$163,987.63	\$117,643.30
Sound System	\$8,301.87	to \$24,905.62	\$16,084.88
Sauna	\$15,278.35	to \$40,590.00	\$32,705.71
Steam Room	\$22,408.25	to \$42,779.38	\$35,130.41
Spa Full Renovation Additional Cost Subtotal	\$256,173.99	to \$598,945.34	\$421,037.45
Spa Full Renovation Additional Cost Per SF	\$147.23	to \$344.22	\$241.98

Outdoor Pool

Assume a 3750 SF (50' x 75') pool and a 20' wide deck, approx. 6,600 SF surface

	RANGE		AVERAGE
ADA Lift	\$15,278.35	to \$29,538.14	\$22,408.25
Pool Furniture	\$61,113.40	to \$81,280.82	\$71,197.11
Pool Equipment	\$20,371.13	to \$38,195.88	\$29,283.51
Resurface Pool Bottom	\$15,278.35	to \$55,384.02	\$35,986.47
Resurface Pool Deck (Kool Deck or tile)	\$26,400.00	to \$53,779.79	\$42,442.42
Signage (life safety, pool rules)	\$5,092.78	to \$10,440.21	\$7,766.49
Outdoor Pool Renovation Subtotal	\$143,534.02	to \$268,618.87	\$209,084.25
Outdoor Pool Renovation Cost Per SF	\$13.87	to \$25.95	\$20.20

Indoor Pool

Assume a 3750 SF (50' x 75') pool and a 12' wide deck, approx. 3,576 SF surface

	RANGE		AVERAGE
ADA Lift	\$7,639.18	to \$14,769.07	\$11,204.12
Architectural Lighting	\$114,702.22	to \$178,935.46	\$146,818.84
Drywall Ceiling (new, from scaffolding)	\$30,587.26	to \$70,962.44	\$42,947.47
Paint Doors & Trim	\$336.12	to \$1,130.60	\$641.88
Pool Deck Tile	\$57,446.60	to \$91,914.56	\$74,680.58
Pool Equipment	\$20,371.13	to \$38,195.88	\$29,283.51
Pool Furniture	\$61,113.40	to \$81,280.82	\$71,197.11
Pool Pak HVAC	\$183,523.55	to \$247,756.79	\$215,640.17
Replace Doors (storefront)	\$1,527.84	to \$2,597.32	\$2,062.58
Resurface Pool Bottom	\$15,278.35	to \$55,384.02	\$35,986.47
Wall Tile	\$53,730.90	to \$82,515.32	\$68,123.11
Decorative Water Feature (allowance)	\$35,649.48	to \$81,993.81	\$58,821.65
Signage (life safety, pool rules)	\$5,092.78	to \$10,440.21	\$7,766.49
Indoor Pool Renovation Subtotal	\$586,998.81	to \$957,876.29	\$765,173.97
Indoor Pool Renovation Cost Per SF	\$80.13	to \$130.75	\$104.45

Outdoor Amenities

	RANGE		AVERAGE
Stone Paving @ Arrivals	\$62,895.88	to \$92,688.66	\$83,174.03
Outdoor Furniture	\$17,824.74	to \$31,269.69	\$24,547.22
Fire Pit	\$20,371.13	to \$32,848.45	\$26,609.79
Outdoor Lighting	\$18,843.30	to \$54,492.78	\$36,668.04
Patio Landscaping	\$19,861.86	to \$34,121.65	\$26,991.75
Water Feature	\$76,391.75	to \$92,179.38	\$84,858.51
Outdoor Audio System	\$10,694.85	to \$24,598.14	\$19,150.46
Outdoor Amenities Subtotal	\$226,883.51	to \$362,198.76	\$301,999.80

LUXURY

Prototype Hotel: 200 guestrooms, 20 suites, 6 stories (5 with guestrooms), 37 bays/floor
 Other assumptions and allowances are listed in each section below

Outdoor Parking

Typically, hotels in this market segment do not have outdoor parking.

Indoor, Underground Parking

Assume 352 parking spaces, 9' x 18'.

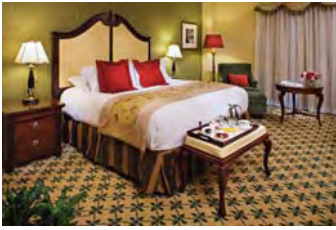
	RANGE		AVERAGE
Concrete Sealer & Traffic-bearing Membrane	\$313,643.76	to \$450,862.90	\$382,253.33
Lighting Upgrades	\$5,092.78	to \$10,440.21	\$7,766.49
Paint Floors, Columns, etc.	\$10,185.57	to \$20,880.41	\$15,532.99
Stripe Spaces	\$2,151.19	to \$14,341.28	\$5,922.22
Underground Parking Renovation Subtotal	\$331,073.30	to \$496,524.80	\$411,475.03
Underground Parking Renovation Cost Per Space	\$940.55	to \$1,410.58	\$1,168.96

Landscaping

	RANGE		AVERAGE
Landscaping Allowance	\$91,670.10	to \$145,144.33	\$118,407.22
Landscaping Subtotal	\$91,670.10	to \$145,144.33	\$118,407.22

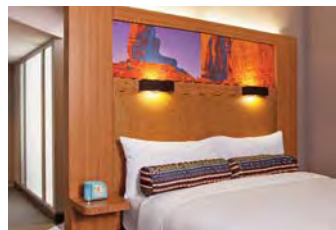
Common Additives

	RANGE		AVERAGE
New RFID Key System	\$712.99	to \$1,069.48	\$891.24
Tub to Stall Shower Conversion	\$4,074.23	to \$7,282.68	\$5,544.59
Elevator Cab Finishes	\$25,463.92	to \$36,158.76	\$30,811.34
Elevator Modernization			
Traction, per Cab	\$116,115.46	to \$152,477.94	\$134,296.70
Escalator Modernization	\$305,567.01	to \$519,463.92	\$412,515.46
Electronic Signage Boards			
Basic System - one Lobby Screen 42" diag.	\$25,463.92	to \$50,418.56	\$37,941.24
Additional Lobby / Prefunction screens	\$8,487.97	to \$16,806.19	\$12,647.08
Additional Meeting Room door screen (18" diag)	\$7,639.18	to \$10,134.64	\$8,886.91
Four Pipe Vertical Fan Coil Unit Direct Replacement with drywall repair	\$4,074.23	to \$5,143.71	\$4,705.59
Laundry Equipment (Direct equipment replacement with access)			
75# Washer	\$20,371.13	to \$31,065.98	\$25,718.56
125# Dryer	\$30,556.70	to \$41,251.55	\$35,904.12
Ironer / Folder	\$101,855.67	to \$116,115.46	\$108,985.57
Porte Cochere - Re-image: Demolish and Replace	\$50,927.84	to \$150,746.39	\$100,837.11
Guestroom ADA Modifications			
Bathtub room	\$31,473.40	to \$42,066.39	\$35,152.94
Roll-in Shower room	\$34,019.79	to \$49,298.14	\$39,991.08
Exterior Signage - Monument - new graphics on existing sign	\$15,278.35	to \$22,408.25	\$18,843.30
Exterior Signage - New Exterior Brand sign in existing location	\$40,742.27	to \$51,437.11	\$46,089.69
Power operated bi-parting entrance doors (inner and outer at a vestibule)	\$21,000.00	to \$35,649.48	\$28,828.93
Fireplace, natural gas with stone hearth and surrounding wall, public area	\$35,649.48	to \$61,113.40	\$44,663.71



PERSPECTIVES ON CURRENT HOSPITALITY DESIGN TRENDS

2013



CREATIVE SOLUTIONS TO DESIGN CHALLENGES

by Jonathan C. Nehmer, AIA, ISHC | President, Jonathan Nehmer + Associates and HVS Design

As the hotel industry is starting to climb back to its pre-recession levels, renovations are more prevalent than new construction. As a part of this recovery, owners and developers are looking to convert and renovate existing properties. Depending on the magnitude of the work, these renovations and conversions can create design challenges to adapt designs to fit within the existing spaces of older properties. Designers are faced with space, budget and schedule constraints. Creativity plays a definite role in developing a new product that is inviting to guests, complimentary to the brand and conscious of the bottom line. Here are some design challenges that occur and solutions to overcome them.

Site and spatial constraints

In urban locations, owners and developers are not only looking to renovate and reflag existing hotels but also to convert office or commercial buildings into hotels. These buildings can have unusual shapes that are inconsistent with hotel function, making it difficult to fit a typical brand program. But there are always solutions to overcome site and spatial obstacles:

- Get the “wow” factor. Try to put as much of the lobby and key spaces in the front of the building at the street level. This will create activity and intrigue to passers-by, bringing more people into the hotel.
 - Less is more. Create a simple layout to maximize square footage and circulation areas. A straightforward layout in a complicated space will also aid guests in finding common elements like arrival, elevators and dining.
 - Brighten it up. Create as much light as possible. Make sure enough natural (and artificial) light is spread throughout the common area spaces.
 - Think inside the envelope. If you have a narrow structure with neighboring buildings, be sure to include well-placed air wells to allow natural light to filter down the building to develop a comfortable environment for the guestrooms.
 - Aim high. If possible, try to put amenities on the roof or upper levels to allow for greater advantage of views as well as for more space for the lobby. Utilize lower levels below grade when possible for back-of-house functions.

Wrong box for the right product

What do you do with the “box” you want to convert or reflag doesn’t match the new brand’s vision? To keep the renova-



JN+A and HVS Design recently completed The Radisson Hotel Phoenix Airport renovation that consisted of a custom design for the public areas, including the lobby, lounge, fitness center, meeting spaces, boardroom and its new RBG Bar & Grill. The design team took the outdated existing space, and made creative, conscious decisions to transform it into a modern, stylish space for guests to enjoy. JN+A and HVS Design provided Architecture, Interior Design, and Project Management Services for this project.

tion cost at an acceptable level, there are a couple areas to examine when presented with a property-improvement-plan conversion.

- Design with cost in mind. Be careful to not move existing items that will have a huge cost impact. In most instances, it is best to limit moving the bathrooms, bar and buffet because they impact the infrastructure and create the most cost.
- Examine the space for potential increase in revenue and activity. Depending on the space, it might make more sense to relocate the bar to be in the sight line of guests as they enter the hotel. These aggressive moves have to be weighed against their cost benefit.
- Open it up. Today's trends and many of today's brands embrace an open-concept lobby that is a challenge to incorporate in older hotels. Removing non-load bearing walls will allow guests to visually connect while keeping the existing infrastructure in place.

Embrace the hotel's character

Sometimes an older building will have distinctive design elements that were in style when it was originally built but might not be fashionable today. These details may be ingrained in the hotel and will pose a challenge when trying to incorporate them into the current design. The first answer is to cover up the dated feature but that might not be possible and may not even be the best approach. A couple of suggestions to embrace these items are:

- Work with existing features. Try to incorporate an aspect of the dated element into your design. A recent project featured large amounts of scalloped concrete throughout the public spaces of the hotel. It was cost prohibitive to remove it or cover it so a round bar and circular front desk were created to embrace it and tie into the scalloped edging. The new elements created a space that matched and provided a cohesive, updated area for guests without the expense of covering it up.
- Embellish it. Another idea is to add elegant touches to furniture, fixtures and equipment, finishes and art around a distinctive element as a way to offset the feature or make the new composition a more eclectic mix of old and new.

Too much program

Many times when starting the feasibility of converting a hotel, the brand issues a PIP that has more "wants" than the hotel has space. When the PIP has too much program for the current square footage, an examination of the current footprint may lend to some creative solutions to the "size" challenge.

- Double up on space. A meeting room can serve as overflow dining for breakfast or as a private dining room. Another consideration is to combine a morning coffee bar with an evening reception bar to maximize the same space. Maybe part of the lobby can be used for overflow food-and-beverage space.
- Evaluate the market. Are all program elements really necessary? Do you need a spa? Does the market support the amount of meeting space or lobby seating recommended?

Compact guestrooms

An owner might purchase a lower-tier branded hotel and decide to convert it into a higher-tier or full-service brand. A general rule of thumb usually dictates that the higher the tier, the bigger the guestroom. In addition, they usually have more FF&E than a lower-tier hotel. Designers are challenged with fitting the same amenities into less square footage. How do you find more inches in a room size that can't budge?

- Make it look bigger. Use smaller pieces when possible. In the past, a dresser needed to be 24-inches deep to accommodate a tube-style TV. With today's flat-screen TV, a hotel can get by with 18 inches or even less to pick up an extra six inches or more at the foot of the bed.
- Create new ideas. Find dual-purpose or convertible FF&E like an ottoman that doubles as storage, a fold-down table or a desk with wheels that can move when needed or put away when it's not in use. Consider a bench that also serves as a luggage rack.
- Change the conditions. Examine the room layout to see if rotating a king bed to the bathroom wall might provide additional clearance.

Every project is unique and poses its own challenges. Sometimes thinking outside the box or deep within the intricacies of the box produces the best results for the client, brand and most importantly, the guest. ■



Jonathan C. Nehmer, AIA, ISHC, president of Jonathan Nehmer + Associates, Inc., is a hospitality industry veteran with more than 30 years of experience in all facets of architecture and interior design, design management, project management, and construction administration.

Since 1989, JN+A has led the hospitality industry in architecture, project management and interior design for hotel and resort projects around the globe. It provides complete Interior Design services through its subsidiary, HVS Design.

GLOSSARY OF FREIGHT / FF&E TERMS

provided by Audit Logistics



A8A Manifest A form issued by a licensed Customs broker which allows CCRA to monitor in-bond shipments as they move through Canada.

Arrival Notice An advisory that the carrier or forwarder sends to the consignee advising of goods coming forward for delivery. Pertinent information such as bill of lading number, container number, total charges due from consignee, etc. are included and sent to consignee prior to vessel arrival. This is done gratuitously by the carrier or forwarder to ensure smooth delivery, but there is no obligation by the carrier or forwarder to do so. The responsibility to monitor the transit and present himself to take timely delivery still rests with the consignee.

Automated Manifest System (AMS) An application that expedites the clearance of cargo for the subsequent release of containers when imported to the U.S. through electronic submission of cargo manifests in lieu of bulk paper manifests.

Awkward Cargo Cargo of irregular size that can either be containerized (packed in container) or non-containerized (without equipment associated with) during transportation. It requires prior approval on a case-by-case basis before confirmation of booking.

Axle Load Maximum load permitted to be carried on each axle of a motor vehicle.



Bill of Lading (B/L) The official legal document representing ownership of cargo. It is a negotiable document confirming the receipt of cargo and the contract for the carriage of cargo between the shipper and the carrier.

Block Train Railcars grouped in a train by destination so that segments (blocks) can be uncoupled and routed to different destinations as the train moves through various junctions. This eliminates the need to break up a train and sort individual railcars at each junction.

Bonded Carrier A carrier licensed by U.S. Customs to carry Customs-controlled merchandise between Customs points.

Bonded Warehouse A warehouse authorized by Customs for storage of goods on which payment of duties is deferred until the goods are removed.

A **Booking Number** A reference number for bookings registered with a carrier. It should be unique without duplication for a three-year period.

Box Common term for an ocean-going freight container.

Broker An individual, partnership, or corporation that arranges transportation service for client companies.

Break-bulk Cargo Goods shipped loose in the vessel hold and not in a container.

Broken Stowage The spare volume of a container or the cargo hold of a vessel where no cargo is stowed. It is a reflection of the bad stowage of the container or the vessel.

Bulk Carriers Vessels carrying dry, liquid, grain, not packaged, bundled, or bottled cargo and loaded without marks and number or count.

Bunker Adjustment Factor (BAF) / Bunker Surcharge (BSC) Surcharges assessed by the carrier to freight rates to reflect current cost of bunker.

Bunker Heavy oil used as fuel for ocean vessels.



Canada Customs and Revenue Agency (CCRA) Canadian government Customs authority.

B **Cargo Manifest** A manifest that lists only cargo, without freight and charges.

Cells The construction system employed in container vessels that permits containers to be stowed in a vertical line, with each container supporting the one above it inside the cargo hold.

Cellular Vessel A vessel designed with internal ribbing to permit the support of stacked containers. See "Container-ship."

Certificate of Origin Document certifying the country of origin of goods, which is normally issued or signed by the relevant government department, Chamber of Commerce, or embassy of the exporting country.

CFR A pricing term indicating that the cost of the goods and freight charges are included in the quoted price.

CFS/CFS A kind of cargo movement by container. Delivered loose at origin point with vanning by carrier, devanned

C

by carrier at destination, and picked up loose at destination.

Closing The published deadline for export cargo or containers to be accepted for a sailing of the carrier. CY closing is applicable to FCLs and CFS closing is applicable to LCLs. Normally, CFS closing is around 24 hours ahead of CY closing, depending on the complexities of export Customs clearance formalities at the country. See "Late-Come."

Connecting Carrier Agreement (CCA) An agreement of freight rates for connections between feeder ports and the ports of call of vessels.

Consolidated Cargo Cargo containing shipments of two or more shippers, usually shipped by a firm called a consolidator. The consolidator takes advantage of lower FCL rates, and savings are passed on to shippers.

Consolidation The combination of many small shipments into one container.

Consolidator A person or firm performing a consolidation service of small lots of cargo for shippers.

Consortium A group of carriers pooling resources, normally container vessels, in a trade lane to maximize their resources efficiently.

Container A van-type body that can be relatively easily interchanged between trucks, trains, and ships.

Container Freight Station (CFS or C.F.S.) Consolidation depots where parcels of cargo are grouped and loaded into containers. Alternatively, inbound cargo in a container are devanned for deliveries to consignees as LCLs.

Container Load Plan (CLP) A document prepared to show all details of cargo loaded in a container, e.g. weight (individual and total), measurement, markings, shippers, consignees, the origin and destination of goods, and location of cargo within the container. A Container Load Plan is either prepared by the cargo consolidator or the shipper that ships its cargo on FCL terms.

Container Type Containers are classified under different types, e.g. dry cargo, reefer, open top, flat-rack, open-side, etc.

Container Yard (CY or C.Y.) A facility inside or outside the Container Terminal that accepts laden export containers from shippers or laden import containers for delivery to consignees.

Containership An ocean vessel specifically designed to carry ocean cargo containers. It is fitted with vertical cells for maximum capacity.

Controlled Atmosphere (CA) An atmosphere in which oxygen, carbon dioxide, and nitrogen concentrations are regulated, as are temperature and humidity.

Cost and Freight (C&F) A term of trading in which the buyer of the goods pays an amount that covers the cost of the goods plus the cost of transporting the goods from origin to the port of discharge or final destination.

Cost, Insurance, and Freight (CIF) A term of trading in which the buyer of the goods pays for the cost of the goods, the cost of transporting the goods from origin to the port of discharge or final destination, and the insurance premium for a maritime insurance policy for the value of the order.

Cube the Shipment Measure the total cubic feet of the shipment.

Currency Adjustment Factor (CAF) An ancillary charge on ocean freight to compensate for exchange rate fluctuations.

Customs Bonded Warehouse A publicly- or privately-owned warehouse where dutiable goods are stored pending payment of duty or removal under bond. The storage or delivery of goods are under the supervision of customs officers, and if the warehouse is privately-owned, the keeper has to enter into a bond as indemnity in respect of the goods deposited, which may not be delivered without a release from Customs.

Customs Broker A private business that provides documentation and entry preparation services required by CCRA and U.S. Customs on behalf of an importer/exporter of record. Hired by an importer to carry out Customs-related responsibilities and covered by power of attorney to act on behalf of the importer/exporter of record.

Customs House A government office where import duties, etc. on foreign shipments are handled.

Custom House Broker An individual or firm licensed to enter and clear goods through Customs.

Customs Self Assessment (CSA) A joint Canada/U.S. border initiative aimed at speeding up the Customs process on low-risk shipments.

Customs-Trade Partnership Against Terrorism (C-TPAT) A joint government and trade community initiative in developing, enhancing, and maintaining effective security processes throughout the global supply chain.

Customs Valuation The determination of the value of imported goods for the purpose of collecting ad valorem duties.

Cut-off Time Latest possible time the cargo or container may be delivered to the vessel or designated point. See "Closing."

Cwt. Hundredweight (100 pounds in the U.S., 112 pounds in the U.K.).

CY/CFS Cargo loaded in a full container by a shipper at origin, delivered to a CFS facility at destination, and then devanned by the carrier for loose pickup.

CY/CY Cargo loaded by the shipper in a full container at origin and delivered to the carrier's terminal at destination for pickup intact by consignee.



Dangerous and Hazardous (D&H) See "Dangerous Goods."

Dangerous Goods The term used by I.M.C.O. for hazardous materials that are capable of posing a significant risk to health, safety, or property while being transported.

Deadweight (D.W.) The number of tons of cargo, stores, and bunker fuel a ship can carry and transport. See "Deadweight Tonnage."

Deadweight Tonnage (D/W) The number of total weight tons of cargo, stores, and bunker fuel that a vessel can carry and transport. It is the difference between the number of tons of water a vessel displaces "light" and the number of tons it displaces when submerged to the "load line."

Dedicated Unit Train A unit train operated by various railroads for exclusive usage.

Delivered Duty Paid (DDP) In DDP, the shipper clears the goods for export and is responsible for making them available to the buyer at the named place of destination, cleared for import, paid duty and tax.

Delivered Duty Unpaid (DDU) In DDU, the shipper clears the goods for export and is responsible for making them available to the buyer at the named place of destination, not cleared for import.

Delivery Order A document authorizing delivery to a nominated party of cargo in the care of a third party. The document is issued by a carrier or a forwarder on surrender of a bill of lading and then used by the merchant to transfer title by endorsement.

Destination Delivery Charge (DDC) A charge assessed by the carrier for the handling of a full container at destina-

tions. The term is more commonly used in U.S. trade.

Detention (Demurrage) Charges raised by the carrier or the forwarder for detaining a container/trailer at customer premises for a period longer than that provided in the tariff of the carrier or the forwarder.

Devanning The removal of cargo from a container. Also known as unstuffing, unloading, or stripping.

Differential Rate An amount added to or deducted from the base rate to make a rate to or from some other point or via another route.

Dock Receipt A document used to acknowledge receipt of cargo or container at a CFS, a CY, or a Container Terminal. When delivery of an export shipment is completed, the dock receipt is surrendered to the vessel operator or the operator's agent in exchange for the ocean or house bill of lading.

Door-to-Door Through transportation of a container and its cargo from consignor's premises to consignee's premises.

Double-deck Load A second tier of cargo placed on top of the first tier.

Double Stack Train (DST) Rail or train capable of carrying two 40' containers, one on top of the other.

Drayage Charge made for local hauling by dray or truck; road transportation between the nearest ocean port or railway terminal and the stuffing/destuffing place.

Dry Cargo Cargo that does not require temperature control.

Dry-Bulk Container A container constructed to carry grain, powder, and other free-flowing solids in bulk.

Dunnage Lumber or other material used to brace materials in carrier's equipment or containers.

Dwell Time Expressed in terms of number of days that a container changed from one status to another, e.g. from inbound load to empty available to outbound load. The shorter the dwell time, the more efficient the container utilization will be.



Empty Depot A container yard used for the storage of empty containers.

Ex Works An INCOTERMS term of sale in which the buyer

D

E

is responsible for taking delivery of the goods at the premises of the factory. Also known as "F.C.A."

Export Declaration A government document permitting designated goods to be shipped out of the country.



FCA Free Carrier. See "Ex-Works."

FCL/FCL See "CY/CY."

FCL/LCL See "CY/CFS."

Federal Maritime Commission (FMC) U.S. government agency responsible for the regulation of all maritime activities.

Final Destination The place at which the carrier or the forwarder actually turns over the container or cargo to the consignee of its agent. It is the end of liability of carriers or forwarders.

Flash Point A temperature at which certain flammable cargo will trigger spontaneously ignite. It is an IMCO standard information requirement for dangerous goods.

F.O.B. Destination Changes the location where title and risk pass. Under this arrangement, title and risk remain with the seller until they have delivered the freight to the delivery location specified in the contract.

F.O.B. Origin Title and risk pass to the buyer at the moment of the seller's delivery to the carrier. The parties may agree to have title and risk pass at a different time or to allocate freight charges by a written agreement.

Force Majeure Force of nature. Accidents or incidents caused by the forces of nature, which are beyond the power of people to control.

Foreign Exchange Controls Government restrictions on the use of currency, bank drafts, or other payment types to regulate imports, exports, and trade balances.

Forty Foot (40') Equivalent Unit (FEU) Commonly describes a 40-foot container or two TEUs.

Free Along Side (FAS) A basis of pricing meaning the price of goods alongside a transport vessel at a specified location. The buyer is responsible for loading the goods onto the transport vessel and paying all the cost of shipping beyond that location.

Free and Secure Trade (FAST) A joint Canada/U.S. border security agreement, of which C-TPAT and PIP are the main initiatives.

Free In and Out (FIO) A term used in ship-chartering whereby the owner of the ship is not responsible for any charges incurred in the ports of loading or unloading.

Free On Board (FOB) The seller agrees to deliver merchandise, free of all transportation expense, to the place specified by the contract. Once delivery is complete, the title to all the goods and the risk of damage become the buyer's.

Free Storage Period (FSP) A carrier offers a period of time, normally three to five days, at destinations whereby imported containers or cargo are allowed to be taken for delivery by consignees free of any storage charge. After the FSP, there will be an overtime storage charge or demurrage levied by the carriers to the consignee. When bulk shipments are involved, the carriers are prepared to negotiate a longer FSP with the consignees.

Freight (a) The price paid to the carrier for the transportation of goods or merchandise by sea or air from one place to another. (b) Also used to denote goods that are in the process of being transported from one place to another.

Freight All Kind (FAK) A system whereby freight is charged per container, irrespective of the nature of the cargo, and not according to a tariff.

Freight Collect The freight and charges agreed upon by the shipper and carrier are payable at the destination.

Freight Forwarder A freight forwarder combines less-than-truckload (LTL) or less-than-carload (LCL) shipments into carload or truckload lots. Freight forwarders are designated as common carriers. They also issue bills of lading and accept responsibility for cargo. The term may also refer to the company that fills railroad trains with trailers.

Freight Prepaid Freight and charges are required to be paid by a shipper before an original bill of lading is released.

Fuel Adjustment Factor (FAF) An ancillary charge on ocean freight shipments to account for fluctuations in fuel costs.

Full Berth Terms (FBT) Indicates that the cost of loading and discharge is included in the steamship rate quoted. Ship owner pays these.

Full Container Load (FCL) An arrangement whereby the shipper packs cargo into a container provided by the carrier or the forwarder before delivering to the container terminal.

Functional Currency The currency of the primary economic environment of an entity. For ODFL, this is U.S. dollars.



General Agreement on Tariff and Trade (GATT) An international multilateral agreement embodying a code of practice for fair trading in international commerce.

General Average An unwritten, non-statutory, international maritime law that is universally recognized and applied. It is founded on the principle that vessel and goods are parties to the same venture and share exposure to the same perils, which may require sacrifice or the incurring of extraordinary expense on the part of one for the benefit of the whole venture. It is an arrangement that will be applied when the vessel encounters serious accidents caused by force majeure.

G.R.I. General Rate Increase.

Gross Tonnage Applies to vessels, not to cargo. Determined by dividing by 100 the contents, in cubic feet, of the vessel's closed-in spaces. A vessel ton is 100 cubic feet.

Gross Weight Entire weight of goods, packaging, and container, ready for shipment.



Hague Rules These rules, set by the 1924 International Convention on Carriage of Goods by Sea, govern liability for loss or damage to goods carried by sea under a bill of lading.

Hague-Visby Rules 1968 Revision of Hague Rules.

Hamburg Rules A new set of rules that radically alters the liability that shipowners have to bear for loss or damage of goods in the courts of those nations where the rules apply, adopted in March 1978 at an international conference in Hamburg.

Harmonized Commodity Description and Coding System A multi-purpose international goods-classification for manufacturers, transporters, exporters, importers, customs officials, statisticians, and others in classifying goods moving in international trade under a single commodity code. Developed under the auspices of the Customs Cooperations Council (CCC), an international customs organization in Brussels, this code is a hierarchically-structured product nomenclature containing approximately 5,000 headings and subheadings describing the articles moving in international trade. It is organized into 99 chapters arranged in 22 sections. Sections encompass an industry (e.g. Section XI, Textiles and Textile Articles), and chapters encompass the various materials and products of the industry (e.g. Chapter 50, Silk; Chapter 55, Manmade Staple Fibres; Chapter 57, Carpets). The basic code contains four-digit headings and

G six-digit subheadings. (The U.S. will add digits for tariff and statistical purposes.) In the U.S., duty rates will be at the eight-digit level; statistical suffixes will be at the ten-digit level.

Heavy Lift Articles too heavy to be lifted by a ship's tackle.

Heavy-Lift Charge A charge made for lifting articles too heavy to be lifted by a ship's tackle.

High Cube (HC or HQ) Any container that exceeds 8' 6" (102") in height, usually 9' 6".

House Bill of Lading (HB/L) Bill of lading issued by a forwarder or an NVOCC operator.

House-to-House (H/H) See "CY/CY."

House-to-Pier (H/P) See "CY/CFS."

Hull Underwriter The person with whom the ship hull, machinery apparel, and tackle is insured.



H **Import Permit** Usually required for items that might affect public health, morals, animal life, vegetation, etc. Examples include foodstuffs, feedstuffs, pharmaceuticals (human and veterinary), medical equipment, seeds, plants, and various written material (including tapes, cassettes, movies, TV tapes, or TV movies). In some countries an import permit is the same as an import license.

In Bond A term indicating that an imported shipment was not cleared by Customs at the border and is moving under a surety bond.

In Transit Document (IT) (Form 7512) Document issued by a licensed Customs broker, which allows U.S. Customs to monitor in bond shipments moving in the U.S.

INCOTERMS A set of uniform rules codifying the interpretation of trade terms defining the rights and obligations of both buyer and seller in an international transaction, thereby enabling an otherwise complex basis for a sale contract to be accomplished in three letters. INCOTERMS are drafted by the International Chamber of Commerce.

Inland Clearance Depot A CFS with Customs clearance facilities.

Interior Points Intermodal (IPI) A term used by ocean carriers to describe door-to-door delivery service.

Intermodal Transport Moving ocean freight containers by various transportation modes. The fact that the containers

are of the same size and have common handling characteristics permits them to be transferred from truck to railroad to air carrier to ocean carrier.

International Maritime Consultative Organization (IMCO)

A forum in which most major maritime nations participate and through which recommendations for the carriage of dangerous goods, bulk commodities, and maritime regulations become internationally acceptable.

International Maritime Dangerous Goods (IMDG) Code

The IMCO recommendations for the carriage of dangerous goods by sea.

International Organization for Standardization (ISO)

ISO is a worldwide federation of national standards bodies from some 130 countries, one from each country. It is a non-governmental organization established in 1947 to promote the development of standardization facilitating international trade. ISO's work results in international agreements, which are published as International Standards.

Invoice Documentation supplying Customs with the type of goods, quantity, price of each type and terms of sale. The type of invoice required is determined by the shipment's value.



K

Knot A unit of speed. The term "knot" means velocity in nautical miles per hour whether of a vessel or current. One nautical mile is roughly equivalent to 1.15 statute miles or 1.85 kilometers.



L

Late-Come A term used in the liner industry when extensions are being given to the shippers against the official CY or CFS closing date and time, which carriers publish to the trade.

LCL/FCL See "CFS/CY."

LCL/LCL See "CFS/CFS."

Less than Container Load (LCL) Cargo in quantity less than required for the application of a container load rate.

Letter of Indemnity Guarantee from the shipper or consignee to indemnify carriers or forwarders for costs and/or loss, if any, in order to obtain favourable action by carriers or forwarders. It is customary practice for carriers and forwarders to demand letters of indemnity from consignees for taking delivery of cargo without surrendering a bill of lading that has been delayed or is lost.

Lien A legal claim upon goods for the satisfaction of some debt or duty.

Lift-On/Lift-Off (LO-LO) A container ship onto which containers are lifted by crane.

Lighter An open or covered barge towed by a tugboat and used mainly in harbours and inland waterways.

Lighterage Refers to the carriage of cargo by lighter and the charge assessed therefor.

Liner Vessel plying a regular trade/defined route against a published sailing schedule.

Liner Terms Freight includes the cost of loading onto and discharging from the vessel.

Lloyds' Registry An organization maintained for the surveying and classing of ships so that insurance underwriters and others may know the quality and condition of the vessels offered for insurance or employment.

Load Factor Percent of loaded containers against total capacity of vessel or allocation.

Long Ton 2,240 pounds.

Longshoreman Workers employed in the terminals or quays to load and unload ships. They are also known as "stevedores."

Low-Bed A trailer or semi-trailer with no sides and with the floor of the unit close to the ground.



M

Manifest A document that lists in detail all the bills of lading issued by a vessel or its agent or master, i.e. a detailed summary of the total cargo or containers loaded in a vessel. Used principally for customs purposes, it is also called summary of Bills of Lading.

Maquiladoras Duty-free (for U. S. import) manufacturing plants located in Mexico.

Marine Insurance Broadly, insurance covering loss or damage of goods at sea. Marine insurance typically compensates the owner of merchandise for losses sustained from fire, shipwreck, piracy, and various other causes but excludes losses that can be legally recovered.

Marks and Numbers Markings placed on packages for export for identification purposes, generally a triangle, square, circle, diamond, or cross with letters and/or numbers and port

discharge. They are of important use before containerization.

Master Bill of lading (MB/L) See "Ocean Bill of Lading."

Master Lease Leasing Cost Master lease leasing cost includes container rental, depot lift-on/lift-off charge, on/off hire drayage, drop-off charge, off-hire repair cost, etc. Due to off-hire quota limitation, the average on-hire period is around 73 days for 20'GP and 40'GP, and 102 days for 40'HQ.

Mate's Receipt A receipt signed by a mate of the vessel, acknowledging receipt of cargo by the vessel. The individual in possession of the mate's receipt is entitled to the bill of lading, which in due course is issued in exchange for that receipt.

Measurement Ton One cubic meter. One of the alternative bases of Freight Tariff.

Microbridge A landbridge movement in which cargo originating from/ destined to an inland point is railed or trucked to/from the water port for a shipment to/from a foreign country. The carrier is responsible for cargo and costs from origin to destination. Also known as I.P.I. or Through Service.

Mini-Bridge Cargo moving from/to an inland destination on one bill of lading from/to a foreign port through two U.S. ports.

Mini Landbridge (MLB) An intermodal system for transporting containers from/to a foreign country by water to/from a U.S. ocean port other than the arrival port, by rail, at through rates and documents.

Negotiable Bill of Lading Original bill of lading endorsed by shipper that is used for negotiating with banks.

Negotiating Bank A bank named in the credit; examines the documents and certifies to the issuing bank that the terms are complied with.

Net Tonnage A vessel's gross tonnage minus deductions of space occupied by accommodation for crew, by machinery, for navigation, and by the engine room and fuel. A vessel's net tonnage expresses the space available for passengers and cargo.

Net Weight Weight of the goods alone without any immediate wrappings, e.g. the weight of the contents of a tin can without the weight of the can. Also called actual net weight.

Non-negotiable Bill of Lading Copy of the original bill of lading, which cannot be negotiated with banks.

Non-vessel Owning / Operating Common Carrier (NVOCC) (a) A cargo consolidator of small shipments in ocean trade, generally soliciting business and arranging for or performing containerization functions at the port. (b) A carrier issuing a bill of lading for carriage of goods on a vessel that he neither owns nor operates.

North American Free Trade Agreement (NAFTA) The joint Canada, Mexico, and United States treaty to reduce tariffs and trade barriers to promote cross-border economic activity.

Ocean Bill of Lading (Ocean B/L) A bill of lading issued by the ocean-going carriers.

O.C.P. Rate Overland Common Point rates are generally lower than local tariff rates. They were established by the U.S. west coast steamship companies in conjunction with railroads serving the western U.S. ports so that cargo originating from or destined to the American midwest and east would be competitive with all-water rates via the U.S. Atlantic and Gulf ports. O.C.P. rates are also applicable to eastern Canada.

On Board Bill of Lading A Bill of Lading in which a carrier acknowledges that cargo have been placed on board a certain vessel. The on-board date of bills of lading is the date on which liabilities of the carrier start.

One-Way Lease The lease of containers that covers the outbound voyage only, after which the containers are returned to the lease holder at or near the agreed destination.

Open-Top Container A container fitted with a solid removable roof or with a tarpaulin roof that can be loaded or unloaded from the top.

Origin Receiving Charge (O.R.C.) A terminal handling charge levied at ports of loading.

Overheight Cargo Cargo that exceed 9-1/2 ft. in height. They normally have to be stowed in an open-top container.

Packing List A document provided by the shipper detailing the packaging of the goods, including their weight and measurement, assortment, etc.

Pallet A platform (usually two-deck), with or without sides, on which a number of packages or pieces may be loaded to

facilitate handling by a lift-truck.

Participating Carrier (Tariff) A carrier that is a party, under concurrence, to a tariff issued by another transportation line or by a tariff's publishing agent.

Partners in Protection (PIP) A CCRA initiative designed to enlist the cooperation of private industry in efforts to enhance border security and increase awareness of customs compliance issues.

Pier-to-House (P/H) See "CFS/CY."

Pier-to-Pier (P/P) See "CFS/CFS."

Place of Acceptance See "Place of Receipt."

Place of Delivery See "Final Destination."

Place of Receipt (P.O.R.) Location where cargo enters the care and custody of the carrier. Same as Place of Acceptance. It is the starting port of carrier's liability upon receipt of cargo from shippers.

Port (a) Harbour with piers or dock. (b) Left side of a ship when facing the bow. (c) Opening in a ship's side for handling freight.

Port of Arrival Location where imported merchandise is off-loaded from the importing aircraft or vessel.

Port of Call A port where a vessel discharges or receives traffic.

Port of Entry A port where cargo and containers destined elsewhere are actually discharged from a vessel.

Port of Discharge (POD) The port at which cargo or containers are unloaded from a vessel. When transshipment is needed, there can be a number of PODs during the course of shipment until it reaches the final POD.

Port of Loading (P.O.L.) The port at which cargo or containers are loaded onto vessels.

Pre-Arrival Processing System (PAPS) An electronic system that allows U.S. Customs to review and pre-release shipments for import into the U.S.

Pre-Arrival Review System (PARS/INPARS) Available both at the border and inland (INPARS). An electronic system that allows CCRA to review and pre-release shipments for import into Canada.



Q

Quarantine The period during which a vessel is detained in isolation until free from any contagious disease among the passengers or crew. The word is now applied to the sanitary regulations, which are the modern substitute for quarantine. During the quarantine period, the Q flag is hoisted.

Quarantine Buoy One of the yellow buoys at the entrance of a harbour indicating the place where vessels must anchor for the exercise of quarantine regulations.

Quarantine Declaration A document signed by the captain and the ship's doctor before the port health officer when a ship arrives at the quarantine station. It gives the name of the ship, tonnage, number of crew, first port of voyage and date of sailing, intermediate ports called at, number of passengers for the port at which the vessel is arriving, number of transit passengers, cases of infectious diseases during voyage, deaths, nature of cargo and, name of agents. The port health officer then proceeds with the medical inspection of passengers and crew. Also called "Entry Declaration."

Quarantine Dues A charge against all vessels entering a harbour to provide for the maintenance of medical control service. Also called "Quarantine Fees."

Quarantine Flag (Q Flag) A yellow flag used as a sanitary signal. It is displayed by all vessels entering a harbour, and also when a contagious or infectious disease exists on board or when the vessel has been placed in quarantine.

Quarantine Harbour A place where vessels in quarantine are stationed when arriving from contaminated ports.

Quarantine Station A medical control center located in an isolated spot ashore where patients with contagious diseases from vessels in quarantine are taken. It is also used for passengers and crews of vessels arriving from suspected ports while fumigation or any other disinfection is carried out onboard ship.



R

Received-for-Shipments Bill of Lading A term used in contrast to shipped bill of lading or on-board bill of lading. This kind of bill of lading is normally issued to acknowledge receipt of shipment before cargo loading or before the official original bill of lading is issued. Nowadays, not many shippers ask for this kind of bill of lading.

Reefer The generic name for a temperature-controlled container. The containers, which are insulated, are specially-designed to allow temperature-controlled air circulation within

the container. A refrigeration plant is built into the rear of the container.

Relay To transfer cargo from one ship to another of the same ownership.

Release Note A receipt signed by a customer acknowledging the delivery of cargo.

Release Notification System (RNS) The electronic notification system that provides customers, customs agencies, and customers' broker representatives with proactive notification of shipment acceptance, review, and release.

Revenue Ton (R/T) The greater weight or measurement of cargo where 1 ton is either 1,000 kilos or 1 cubic meter (for metric system). Also known as "Bill of Lading Ton" or "Freight Ton." It is used to calculate freight charges.

Roll-On/Roll-Off (Ro/Ro) A feature designed in a specially-constructed vessel in both the loading and discharging ports.



Said to Contain (STC) A standard clause used to protect carriers, NVOCC operators, or forwarders when cargo are stuffed into the container by shippers, their agents, or other third parties. See also "Shipper's Load and Count."

Salvage Property that has been recovered from a wrecked vessel, or the recovery of the ship herself.

Salvage Clause A marine insurance policy clause that states the proportion of salvage charges for which underwriters are liable.

Salvage Lien A maritime lien that exists when a ship or goods come into the possession of one who preserves them from the perils at sea. All salvage services carry with them a maritime lien on the items saved.

Salvage Value The value on which salvage is awarded. It generally means the value of ship and cargo when they have been brought to a place of safety by the salvors.

Seal Record A record of the number, condition, and marks of identification on seals made at various times and places, referring to the movement of the container between origin and destination.

Service Contract The Shipping Act of 1984 of the U.S. allows a contract between a shipper (or a shippers' association) and an ocean common carrier, NVOCC operator, or a Shipping Conference in which the shipper makes a commitment to provide a certain minimum quantity of cargo or

freight revenue over a fixed time period, and the ocean common carrier, NVOCC operator, or conference commits to a certain rate or rate schedule and a defined service level (such as assured space, transit time, port rotation, or similar service features). The contract may also specify provisions in the event of nonperformance on the part of either party.

Ship Chandler An individual or company selling equipment and supplies for ships.

Ship Planning A function in the operations of container vessels where containers have to be planned for loading onto vessels, taking into consideration the size and weight of containers, transshipment and discharging port rotation, types of cargo, etc. The officer responsible for such a function is called a "Ship Planner."

Shipped Bill of Lading A bill of lading issued only after the cargo have actually been shipped on board the vessel, as distinguished from the Received-for-Shipment bill of lading. Also see "On-board Bill of Lading."

Shipped On-board Endorsement on a bill of lading confirming loading of cargoes or containers on a vessel.

Shipper The person for whom the owners of a ship agree to carry goods to a specified destination and at a specified price. Also called "Consignor." The conditions under which the transportation is effected are stipulated in the bill of lading.

Shipper Owned Container (SOC) The container used for cargo shipment is owned by the shipper.

Shipper's Export Declaration (SED) A form often required prior to exporting a product. See "Overview of the Shipper's Export Declaration (SED)" for more information.

Shipper's Load and Count Shipments loaded and sealed by shippers and not checked or verified by the carriers or forwarders. Neither the carriers nor the forwarders will assume any liability for shortages of cargo as long as the container seal remains intact at the time of devanning.

Shipping Order A set of documents of carriers or forwarders that allows the shippers to book shipping space with them. There are a number of copies with the same form and contents but with different names - the 1st copy is called Shipping Order, and the remainder are called Shipping Order Copy or Dock Receipt - and for different purposes such as space control, surveyor and sworn measurer, confirmation of receipt of cargo/containers, etc. As EDI is more popular nowadays and used by both the shipper and Customs, a hard copy Shipping Order is no

longer widely used.

Shipside Delivery A special cargo handling instruction for cargo to be delivered right away at shipside after discharge.

Shut-out Cargo or containers that are not loaded on-board the intended vessel in line with the Shipping Order confirmed with the carrier.

Slot Space on board a vessel occupied by a container.

Stack Car An articulated five-platform railcar that allows containers to be double-stacked. A stack car holds ten 40-foot equivalent units.

Standard International Trade Classification (SITC) A standard numerical code used by the United Nations to classify commodities used in international trade.

Starboard The right-hand side of a ship when facing the bow.

Stevedore See "Longshoreman."

Store-Door Delivery (STOR/DOR) Delivery of goods to the consignee's place of business or warehouse by motor vehicle. Refers to a complete package of delivery services performed by a carrier from origin to final consumption point, whether that be a retail, wholesale, or other final distribution facility.

Store-Door Pickup Picking up an empty container from a carrier, delivering it to a merchant, and returning the laden container; the portion of store-door pickup performed by the carrier's trucker.

Stowage A marine term referring to loading freight into the ships' holds.

Straight Bill of Lading A term for a non-negotiable bill of lading.

Stripping The unloading of a container.

Stuffing The loading of a container.



T-floor Interior floor in a reefer, so named because of the longitudinal T-shaped rails that support the cargo and form a plenum for air flow beneath the cargo.

Tare Weight The weight of packing material or, in carload shipments, the weight of the empty freight car or the weight of a container.

Tariff A publication setting forth the charges, rates, and rules of transportation companies.

Terminal An assigned area in which containers are prepared for loading into a vessel or are stacked immediately after discharge from the vessel.

Terminal Handling Charge (THC) A charge of carriers for recovering the costs of handling FCLs at container terminals at origin or destination.

Terminal Receiving Charge (TRC) A charge assessed by the terminal for cargo being delivered for export.

Through Rate The total rate from the point of origin to the final destination.

Through Service (Thru Service) A combination of transportation by sea and land services to/from the point of origin to the final destination.

Time Charter A charter party hiring a vessel for a specified period of time in which the shipowner provides the vessel, bunkers, and crew while the charterer supplies the cargo.

Time Volume Agreement (TVA) A contract between a carrier and shipper specifying the movement of a number of containers over time.

Tonnage Generally refers to freight handled.

Towage The charge made for towing a vessel.

Tramp A freighter vessel that does not run in any regular trade lane but takes cargo wherever the shippers desire.

Tranship To transfer goods from one transportation line (trade lane) to another, or from one ship to another.

Transshipment Hub A port that is employed by a carrier for transshipping its carriers from one transportation line (trade lane) to another.

Transit Cargo Goods onboard, which upon their arrival at a certain port are not to be discharged at that port.

Transit Port A port where cargo received are merely en route and from which they have to be transferred and dispatched to their ultimate destination by coasters, barge, and so on. Also called "Transshipment Port."

Twenty Foot (20') Equivalent Unit (TEU) Commonly describes a 20-foot container.



UCP500 Revised and updated version of UCP operating from January 1, 1994.

UNCTAD United Nations Conference on Trade and Development

UNCTAD MMO UNCTAD Multi Modal Transport Convention

Underwriter In marine insurance, one who subscribes his name to the policy indicating his acceptance of the liability mentioned therein, in consideration for which he receives a premium.

Uniform Customs and Practice of Documentary Credit (UCP) The "bankers Bible" on Documentary Credit Interpretation issued by the International Chamber of Commerce (I.C.C.).

Unit Load Packages loaded on a pallet, in a crate, or any other way that enables them to be handled at one time as a unit.

Unit Train A train of a specified number of railcars, perhaps 100, wherein the cars remain in a unit for a designated destination or until a change in routing is made.



Vanning A term sometimes used for stowing cargo in a container.

VAT, Mexico Valued-Added Tax on the portion of service provided by the Mexican carrier. The invoicing party is due to collect and remit this tax.

Vessel's Manifest Statement of a vessel's cargo or containers (revenue, consignee, marks, etc.).

Voyage Charter A charter party hiring a vessel for a particular voyage in which the shipowner provides the vessel, bunkers, and crew while the charterer supplies the cargo.



War Risk Insurance coverage for loss of goods resulting from any act of war.

Waybill (WB) A document prepared by a transportation line at the point of a shipment. Shows the point of the origin, destination, route, consignor, consignee, description of shipment, and amount charged for the transportation service. A waybill is forwarded with the shipment or sent by mail

U to the agent at the transfer point or waybill destination. Unlike a bill of lading, a waybill is not a document of title.

Weight Cargo A cargo on which the transportation charge is assessed on the basis of weight.

Wharfage A charge assessed by a pier or dock owner against freight handled over the pier or dock or against a steamship company using the pier or dock.

V

W

FOR MORE INFORMATION CONTACT:



Jonathan C. Nehmer, AIA, ISHC
President
301.670.1635 | jcnehmer@nehmer.com



Warren G. Feldman, AIA
Executive Vice President
240.683.7123 | wfeldman@hvs.com



Scott P. Rosenberg, AIA, MRICS, LEED AP
Senior Vice President
301.670.1635 | srosenberg@nehmer.com