



# Build, Renovate or Buy

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# **A key decision point for every aspiring innkeeper**



- **Do I build my ideal hospitality property?**
- **Do I renovate an interesting existing property?**
- **Or do I buy that existing business I have identified?**

# Build or Renovate

## Advantages

- No good will to purchase
- Do it your way
- Time frame flexibility
- Creative financing



# Build or Renovate

- **Disadvantages**
  - **No Recognition**
  - **No Track Record for Financing**
  - **Meeting Codes and Licensing**
  - **Financing/cash Requirements**



# Buying a Going Concern

- **Advantages**
  - A known quantity
  - Cash Flow – financials available
  - Licenses and permits in place
  - Transition Help
  - Usually a better overall gain



# Buying a Going Concern

- **Disadvantages**
  - **Availability of Property**
  - **Unrealistic Prices**
  - **Ill Will (Opportunity!)**
  - **Buying Someone else's Image**



# What Matters

## • Location

- Market
- Season Length
- Leisure vs. Business
- Urban, Rural, Resort, University Town
- Healthy Competition



# What You Need To Know

- **Zoning**
- **Building and Safety Code Compliance**
- **Licensing and Permits**
- **Parking**
- **Guest Space (Rooms, Gathering, Dining)**
- **Food Service**
- **Utilities and Amenities**
- **Local Services – Those Who Also Serve Your Guests**





# So....

- **Whether to Build or Buy is a Choice**
  - **There are great success stories in every scenario**
  - **Do the up front work to insure your success**
  - **Surround yourself with smart successful advisors**





**Thank You for Your Kind Attention  
We are Always Happy to  
Answer Your Questions**

**Carol Edmondson  
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***Inn Advisors***  
**Innkeeping Specialists Since 1992**

Thank you for learning with us! Please complete your evaluation and hand it to the room host before leaving the room!