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# HOTEL MANAGEMENT

HOTELMANAGEMENT.NET

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## MAKING IT MODULAR

BOOSTING THE VALUE PROPOSITION

## COVID-19 UPDATE

A by-the-numbers look at where the industry stands

## DOUBLE HELPING

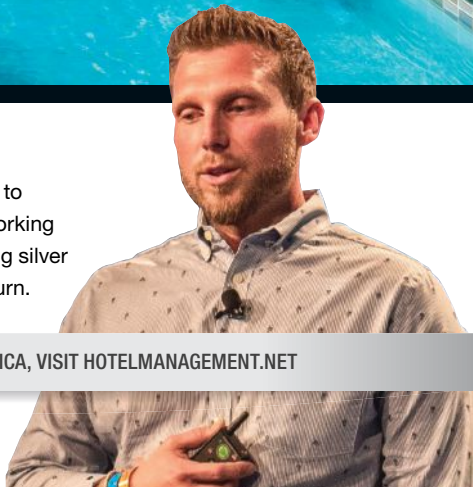
Annual Franchise Fees Guide and Design Firms Survey

### ONE-ON-ONE WITH MY PLACE HOTELS' RYAN RIVETT

The franchise company's president and CEO has never been one to stand still, and with a fully open portfolio and a new brand he's working harder than ever to sustain a forward momentum. He's also finding silver linings that will help the company through and beyond the downturn.



**ONLINE EXTRA:** FOR MORE ON MY PLACE HOTELS OF AMERICA, VISIT HOTELMANAGEMENT.NET



## 2020 HOTEL MANAGEMENT SURVEY

# TOP DESIGN FIRMS

Company name Website	Headquarters	Contact Contact email	Global lodging project revenue	Completed lodging projects in 2019	Estimated completed lodging projects in 2020	Segments served*	Additional segments served**	Type of company***
<b>Adache Group Architects</b> <i>www.adache.com</i>	Fort Lauderdale, Fla.	Sunshine Scharf <i>sscharf@adache.com</i>	\$6,000,000	8	6	U, UM, M	R, S, Resi.	A
<b>Alternate Resources</b> <i>www.alternateresources.com</i>	Hartsdale, N.Y.	Kristine Welker <i>kristine@alternateresources.com</i>	\$4,750,000	18	20	All	O/R	D
<b>AO Architects</b> <i>www.aoarchitects.com</i>	Orange, Calif.	Bruce Greenfield <i>rob@aoarchitects.com</i>	\$8,200,000	20	17	All	R, S, VT, Resi., O/R	A, D
<b>Architectural Design Consultants</b> <i>www.adcidesign.com</i>	Lake Delton, Wis.	Jason Sorci <i>j.sorci@adcidesign.com</i>	\$4,065,000	15	20	All	R, S, VT, Resi., O/R, H	A, D
<b>Arkinetics</b> <i>www.arkinetics.com</i>	Cleveland	Dan Barney <i>dan@arkinetics.com</i>	\$1,000,000	2	5	UM, M	R, O/R	A
<b>AT Design</b>	Irvine, Calif.	Soheila Adl <i>soheila.adl@a-tdesign.com</i>	\$100,000	2	3	All	R, S, O/R	D
<b>Bar Napkin Productions</b> <i>www.bnpp-llc.com</i>	Phoenix	Jeffrey Rausch <i>jeffrey@bp-llc.com</i>	\$2,000,000	8	10	L, UU, U, UM	R, S, O/R	D
<b>Base4</b> <i>www.base-4.com</i>	Boca Raton, Fla.	Blair D. Hildahl <i>blairh@base-4.com</i>	\$9,300,000	80	80	U, UM, M, E	Resi.	A, D
<b>Baskervill</b> <i>www.baskervill.com</i>	Richmond, Va.	Shannon Brito <i>mktgroup@baskervill.com</i>	\$14,536,643	175	198	U, UM, M, E	R, Resi., O/R, H	A, D
<b>Beatty Harvey Coco Architects</b> <i>www.bhc-architects.com</i>	Melville, N.Y.	Todd Harvey <i>todd@bhc-architects.com</i>	\$4,345,233	5	3	All	R, Resi., O/R	A
<b>BRP Architects</b> <i>www.brparc.com</i>	Springfield, Mo.	Christopher Swan <i>swan@brparc.com</i>	\$2,862,451	13	10	UU, U, UM, M, E	R, S, VT, Resi., O/R, H	A, D
<b>C2 Limited Design Associates</b> <i>www.c2limited.com</i>	Fairfield, Conn.	Craig J. Smith <i>csmith@c2limited.com</i>	\$3,825,000	13	15	L, UU, U	R, S, VT	D
<b>Cauhaus Design</b> <i>www.cauhausdesign.com</i>	Frederick, Md.	Toby Schermerhorn <i>toby@cauhausdesign.com</i>	\$50,000,000	8	8	UU, U	R	D
<b>CH Design Studio</b> <i>www.chdesign-studio.com</i>	Houston	Irene Malaty <i>info@chdesign-studio.com</i>	NA	NA	NA	L, UU, U, UM	R, VT	D
<b>Clear on Black</b> <i>www.clearonblack.com</i>	El Segundo, Calif.	Carl Ross <i>carlr@clearonblack.com</i>	\$1,100,000	7	10	L, UU, U	R, S, VT	D
<b>Cole Martinez Curtis and Associates</b> <i>www.cmcaedesign.com</i>	Los Angeles	Mary Henderson <i>mary@cmcaedesign.com</i>	\$2,000,000	10	4	All	S, VT	D
<b>Corporate and Franchise Interiors</b> <i>www.cfi-interiors.com</i>	Richmond, Va.	Bradley K. Moore <i>bkmhotel@gmail.com</i>	\$4,225	8	9	UM, M	R	D
<b>Cunningham Group Architecture</b> <i>www.cunningham.com</i>	Minneapolis	Michele Espeland <i>hello@cunningham.com</i>	\$4,350,000	3	3	L, UU, U, UM	R, S, VT, Resi., O/R, H	A, D
<b>Distinctive Hospitality Designs</b> <i>www.distinctivehospitality.com</i>	Richmond, Va.	Laura West <i>laura@distinctivehospitality.com</i>	\$2,150,000	32	12	All	S	D

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 \*\*: R = restaurant/lounge, S = spa, VT = vacation-ownership/timeshare, Resi. = residential, O/R = office/retail, H = healthcare, C = casino/gaming, CS = cruise ship \*\*\*: A = architecture, D = design, C = contractor. Participating in Hotel Management surveys is voluntary. Editors do not hold responsibility for companies that fail to report or that report incorrect data. Visit [www.hotelmanagement.net/hotel-management-surveys](http://www.hotelmanagement.net/hotel-management-surveys) for more information on how to participate.

Company name Website	Headquarters	Contact Contact email	Global lodging project revenue	Completed lodging projects in 2019	Estimated completed lodging projects in 2020	Segments served*	Additional segments served**	Type of company***
<b>DLR Group</b> <a href="http://www.dlrgroup.com/work/projects/hospitality">www.dlrgroup.com/work/projects/hospitality</a>	Minneapolis	Ed Wilms <a href="mailto:ewilms@dlrgroup.com">ewilms@dlrgroup.com</a>	\$17,200,000	109	117	UU, U, UM	Resi., O/R	Resi., O/R
<b>EDI International</b> <a href="http://www.edi-international.com">www.edi-international.com</a>	Houston	Andre Landon <a href="mailto:info@edi-international.com">info@edi-international.com</a>	\$2,972,159	25	30	L, UU, U, UM, M	S, VT, Resi.	A, D
<b>Flick Mars</b> <a href="http://www.flickmars.com">www.flickmars.com</a>	Dallas	Matt Mars <a href="mailto:matt@flickmars.com">matt@flickmars.com</a>	\$3,400,000	12	12	L, UU, U, UM, M, E	R, S, VT, Resi., O/R, H	A, D
<b>Gensler</b> <a href="http://www.gensler.com">www.gensler.com</a>	Los Angeles	Tom Ito <a href="mailto:tom_ito@gensler.com">tom_ito@gensler.com</a>	\$101,164,788	158	120	All	All	A, D
<b>The Gettys Group</b> <a href="http://www.gettys.com">www.gettys.com</a>	Chicago	Andrew Fay <a href="mailto:info@gettys.com">info@gettys.com</a>	\$18,500,000	190	210	L, UU, U, UM, M	R, S, Resi., CS	D
<b>GH2 Architects</b> <a href="http://www.gh2.com">www.gh2.com</a>	Tulsa, Okla.	Cara Shimkus Hall <a href="mailto:csh@gh2.com">csh@gh2.com</a>	\$1,000,000	10	15	UU, U, UM, M	R, S, O/R, H	A, D
<b>Goettsch Partners</b> <a href="http://www.gpchicago.com">www.gpchicago.com</a>	Chicago	Matthew Larson <a href="mailto:mlarson@gpchicago.com">mlarson@gpchicago.com</a>	\$1,960,000	1	2	L, UU, U, UM	Resi., O/R	A
<b>Group One Partners</b> <a href="http://www.grouponeinc.com">www.grouponeinc.com</a>	Boston	Harry Wheeler <a href="mailto:harry@grouponeinc.com">harry@grouponeinc.com</a>	\$6,215,200	32	35	L, UU, U, UM, M	R, S, H	A, D
<b>Hager Design International</b> <a href="http://www.hagerinc.com">www.hagerinc.com</a>	Vancouver, British Columbia	Amanda Englund <a href="mailto:amanda@hagerinc.com">amanda@hagerinc.com</a>	\$1,726,900	8	8	U, UM, M, E	R, S, O/R	D
<b>HBG Design</b> <a href="http://www.hbg.design">www.hbg.design</a>	Memphis, Tenn.	Dike Bacon <a href="mailto:marketing@hbg.design">marketing@hbg.design</a>	\$28,525,000	5	5	All	R, S, O/R	A, D
<b>HCA architecture</b> <a href="http://www.hca.ca">www.hca.ca</a>	Toronto	Harry Christakis <a href="mailto:info@hca.ca">info@hca.ca</a>	\$500,000	2	2	U, UM, M	R, S, Resi., O/R	A, D
<b>Hill Devine Design</b> <a href="http://www.hilldevine.com">www.hilldevine.com</a>	Portland, Ore.	TR Hill <a href="mailto:trhill@hilldevine.com">trhill@hilldevine.com</a>	\$1,500,000	22	4	UU, U, UM, M, E	S, VT, H	D
<b>Hospitality Design Guild</b> <a href="http://www.hdesignguild.com">www.hdesignguild.com</a>	Boca Raton, Fla.	Katherine Cortese <a href="mailto:katherine@hdesignguild.com">katherine@hdesignguild.com</a>	NA	4	6	L, UU, U, UM, M	R, S, VT, Resi., O/R, CS	D
<b>Hotel Makeover</b> <a href="http://www.hotelmakeover.com">www.hotelmakeover.com</a>	Spring, Texas	Joe Aiello <a href="mailto:joe@hotelmakeover.com">joe@hotelmakeover.com</a>	\$3,900,000	7	20	All	R, VT	A, D, C
<b>HVS Design</b> <a href="http://www.hvsdesign.com">www.hvsdesign.com</a>	Rockville, Md.	Warren G. Feldman <a href="mailto:wfeldman@hvs.com">wfeldman@hvs.com</a>	\$3,500,000	42	55	All	R, S, O/R	D
<b>IGroup Design</b> <a href="http://www.igroupdesign.com">www.igroupdesign.com</a>	San Diego	Roger Storer <a href="mailto:hello@igroupdesign.com">hello@igroupdesign.com</a>	\$8,000,000	12	15	L, UU, U, UM, M	R, S, VT, O/R, H	D
<b>IIG</b> <a href="http://www.iigdesign.com">www.iigdesign.com</a>	Crown Point, Ind.	Patti Tritschler <a href="mailto:info@iigdesign.com">info@iigdesign.com</a>	\$2,000,000	18	29	UU, U, UM, M	R, H	D
<b>InnSpace</b> <a href="http://www.inn-space.com">www.inn-space.com</a>	Kalispell, Mont.	Jeremy Markham <a href="mailto:jeremy.markham@inn-space.com">jeremy.markham@inn-space.com</a>	\$26,000,000	18	20	UU, U, UM, M	R	A, D, C
<b>Interspace Design Group</b> <a href="http://www.interspacedesign.com">www.interspacedesign.com</a>	Miami	Kathy S. Kesler <a href="mailto:kathy@interspacedesign.com">kathy@interspacedesign.com</a>	NA	NA	8	All	R	D

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<b>JCJ Architecture</b> <a href="http://www.jcj.com">www.jcj.com</a>	Hartford, Conn.	Jeanne Muscolino <a href="mailto:jmuscolino@jcj.com">jmuscolino@jcj.com</a>	\$19,500,000	62	75	L, UU, U, UM, M	R, S, VT, O/R	A, D
<b>JN+A</b> <a href="http://www.nehmer.com">www.nehmer.com</a>	Rockville, Md.	Scott P. Rosenberg <a href="mailto:srosenberg@nehmer.com">srosenberg@nehmer.com</a>	\$10,700,000	119	126	All	R, S, O/R	A
<b>Johnson Braund</b> <a href="http://www.johnsonbraund.com">www.johnsonbraund.com</a>	Seattle	Jeff Williams <a href="mailto:jeffw@johnsonbraund.com">jeffw@johnsonbraund.com</a>	\$4,500,000	40	50	All	Resi.	A
<b>Kraemer Design Group</b> <a href="http://www.thekraemeredge.com">www.thekraemeredge.com</a>	Detroit	Maureen Kraemer <a href="mailto:info@thekraemeredge.com">info@thekraemeredge.com</a>	\$5,255,000	8	6	U, UM	R, O/R	A, D
<b>Leo A Daly</b> <a href="http://www.leoadaly.com">www.leoadaly.com</a>	Omaha, Neb.	Mark Pratt <a href="mailto:mpratt@leoadaly.com">mpratt@leoadaly.com</a>	\$8,687,931	24	20	L, UU, U, UM	R, S, Resi., O/R, H	A, D
<b>Level 3 Design Group</b> <a href="http://www.level3designgroup.com">www.level3designgroup.com</a>	Los Angeles	Nichet Smith <a href="mailto:nichet.smith@level3designgroup.com">nichet.smith@level3designgroup.com</a>	\$38,000,000	NA	NA	L, M,	R, S, Resi., O/R	D
<b>Looney and Associates</b> <a href="http://www.looney-associates.com">www.looney-associates.com</a>	Dallas	Molly McDonald <a href="mailto:mollym@looney-associates.com">mollym@looney-associates.com</a>	\$8,200,000	16	15	L, UU, U, UM	R, S, Resi., O/R	D
<b>MatchLine Design Group</b> <a href="http://www.matchlinedesign.com">www.matchlinedesign.com</a>	Dallas	Lesley H. Wyman <a href="mailto:lesley@matchlinedesign.com">lesley@matchlinedesign.com</a>	\$925,000	33	36	L, UU, U, UM	R, S, H	D
<b>Millcraft</b> <a href="http://www.millcraftideas.com/hospitality">www.millcraftideas.com/hospitality</a>	Canonsburg, Pa.	Lisa Surmacz <a href="mailto:lsurmacz@millcraftideas.com">lsurmacz@millcraftideas.com</a>	\$416,425	6	3	UM, M, E	R, Resi., O/R	D
<b>Nelson Worldwide</b> <a href="http://www.nelsonworldwide.com">www.nelsonworldwide.com</a>	Minneapolis	Tom Horwitz <a href="mailto:thorwitz@nelsonww.com">thorwitz@nelsonww.com</a>	\$31,635,000	86	80	U, UM, M	R, S, Resi., O/R, H	A, D
<b>Parekh Architects</b> <a href="http://www.facebook.com/architecthotel">www.facebook.com/architecthotel</a>	Cypress, Texas	Siddharth Parekh <a href="mailto:sid@parekharch.com">sid@parekharch.com</a>	\$1,318,628	12	6	UM, M	O/R	A
<b>Planning, Design &amp; Application</b> <a href="http://www.pdanda.com">www.pdanda.com</a>	San Clemente, Calif.	Michael Russell <a href="mailto:mrussell@pdanda.com">mrussell@pdanda.com</a>	\$1,440,000	14	10	UU, U, UM, M	R, S, VT, Resi., O/R, H	A, D
<b>RD Jones + Associates</b> <a href="http://www.rdjones.com">www.rdjones.com</a>	Baltimore	Rebecca Jones <a href="mailto:rjones@rdjones.com">rjones@rdjones.com</a>	\$3,947,407	6	8	L, UU, U, UM, M	S, O/R	D
<b>Rebel Design+Group</b> <a href="http://www.rebeldesign.com">www.rebeldesign.com</a>	Marina Del Rey, Calif.	Douglas DeBoer <a href="mailto:douglas@rebeldesign.com">douglas@rebeldesign.com</a>	\$28,766,412	18	21	L, UU, U, UM, M	R, S, VT, Resi., O/R	A, D, C
<b>SB Architects</b> <a href="http://www.sb-architects.com">www.sb-architects.com</a>	San Francisco	Krystal Solorzano <a href="mailto:ksolorzano@sb-architects.com">ksolorzano@sb-architects.com</a>	\$11,658,276	30	30	All	R, S, Resi., O/R	A
<b>Smith Gee Studio</b> <a href="http://www.smithgeestudio.com">www.smithgeestudio.com</a>	Nashville	Dallas Caudle <a href="mailto:dcaudle@smithgeestudio.com">dcaudle@smithgeestudio.com</a>	\$2,700	8	8	M	R, S, O/R	A, D
<b>Stonehill Taylor</b> <a href="http://www.stonehilltaylor.com">www.stonehilltaylor.com</a>	New York	Nikki Fraser <a href="mailto:nfraser@stonehilltaylor.com">nfraser@stonehilltaylor.com</a>	\$17,000,000	12	12	L, UU, U, UM, M	R, Resi., H	A, D
<b>Thomas Hamilton &amp; Associates</b> <a href="http://www.thomashamiltonassociates.com">www.thomashamiltonassociates.com</a>	Richmond, Va.	Ashlee Heid <a href="mailto:aheid@thomashamiltonassociates.com">aheid@thomashamiltonassociates.com</a>	\$245,300,000	85	95	U, UM, M	NA	A, D
<b>Timothy Oulton Studio</b> <a href="http://www.timothyoutlonstudio.com">www.timothyoutlonstudio.com</a>	Hong Kong	Holly Marshall <a href="mailto:holly.marshall@timothyoutlonstudio.com">holly.marshall@timothyoutlonstudio.com</a>	NA	NA	4	L	R, Resi., O/R	A, D
<b>waldrop+nichols studio</b> <a href="http://www.waldropnichols.com">www.waldropnichols.com</a>	Dallas	Reggi Nichols <a href="mailto:reggi@waldropnichols.com">reggi@waldropnichols.com</a>	\$1,790,504	6	6	L, UU, U, UM	R, S, Resi., O/R	D

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