

Brian K. Stanford, CMC, ISHC, FRICS

CBRE

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Experience

Brian Stanford is a Senior Managing Director and practice lead with CBRE Hotels Valuation & Advisory Services group in Canada. He is based in Toronto, but has responsibility nationally. Brian joined CBRE Hotels in 2015 with the CBRE's acquisition of PKF Consulting Canada, where he was National Managing Director. Brian had been with PKF since 1980, and has over 35 years of hotel development, operational and investment advisory experience. He has worked extensively within the hotel and resort sector nationally and provincially in undertaking numerous advisory engagements, operational reviews, development studies and appraisals on behalf of owners, developers and lenders.

Representative Assignments

Hotel Portfolio Evaluations

- bclMC, Legacy REIT, Omers/Oxford Fairmont Hotels, Legacy REIT, Innvest REIT, Westmont Hospitality Chartwell Leisure, Unihost, Royal Host REIT, CHIP REIT, Bass Hotels & Resorts, Prenor Trust, Silverbirch Hotels, Delta Hotels

Hotel & Resort Development Evaluations, Appraisals, Valuations & Operational Reviews – Representative Listing

- Atlantic Canada – Charlottetown, Cornerbrook, Dalhousie, Deer Lake, Edmunston, Dartmouth, Fredericton, Gander, Halifax, Marystown, Miramichi, Moncton, Mount Pearl, Saint John, St. John's, St. Stephen, Summerside
- Central Canada – Barrie, Belleville, Brockville, Boucherville, Brossard, Cobourg, Collingwood, Cornwall, Dorval, Guelph, Greater Toronto, Hamilton, Hull, Kingston, Kirkland Lake, Kitchener, Laval, London, Longueuil, Montreal, Muskoka, Niagara, Noranda-Rouyn, North Bay, Orillia, Ottawa, Owen Sound, Pembroke, Pointe Claire, Peterborough, Quebec City, Saint Anne, Sherbrooke, Ste. Foy, Sault Ste. Marie, St. Catharines, Sherbrooke, Stratford, Sudbury, Tremblant, Trois Rivières, Thunder Bay, Timmins, Toronto, Trenton, Waterloo, Wasaga, Welland, Windsor
- Western Canada – Airdrie, Banff, Jasper, Blue River, Calgary, Canmore, Edmonton, Grande Prairie, Kamloops, Kelowna, Lake Louise, Lethbridge, McBride, Penticton, Prince George, Prince Rupert, Red Deer, Regina, Richmond, Saskatoon, Vancouver, Victoria, Whistler, Winnipeg

Clients Represented

Hotel Companies

- Accor, Atlific, Best Western, Choice, Coast, Crescent, Days Inns, Eastons' Group, Four Seasons, Groupe Germain, Hilton, Hyatt, Innvest, Intercontinental, Interstate, Marriott, Lakeview, Manga Hotels, Marriott, Newcastle, Ocean, Pacrim, Palm Holdings, Realstar, Sandman, Silverbirch, Skyline, Starwood, Superior, Thompson, Westmont, Wyndham

Lenders & Investors

- Aareal Bank, Alberta Treasury Bank, Bank of America, Bank of Montreal, Bank of Nova Scotia, BCIMC, Business Development Bank, Canada Life, CIBC, Canadian Western, Citibank, GE Capital, HSBC, Kingsett Capital, Laurentian, Manulife, Morguard, OMERS, Oxford, Royal Bank, Roynat, SITQ, TD Bank

Professional Affiliations / Accreditations

- Certified Management Consultant (CMC), Canadian Association of Management Consultants
- International Society of Hospitality Consultants (ISHC)
- Chartered Valuation Surveyor (FRICS) Fellow Royal Institution of Chartered Surveyors

Education

- B.A.A. Applied Geography, 1981 Ryerson Polytechnical Institute, Toronto, Ontario