



# h.i. development

*Company Overview*





## About Us

h.i. development



**Robinson Callen,  
Founder**

**Mr. Robinson Callen founded H.I. Development**, a development and management company specializing in the hospitality industry, in 1959. H.I. Development and its affiliates have been developing and operating nationally franchised and independent hotels in the United States, Caribbean, and Europe for over 60 years. It is one of the foremost privately owned hotel management and consulting companies in the United States with offices in Tampa, Fla.; Miami Beach, Fla.; Savannah, Ga.; and San Juan, PR. Robinson Callen graduated from Yale University and was associated with his father, Casper Callen, in the prestigious New York real estate firm of Hanfield, Callen, Ruland, and Benjamin, Inc., established in 1867. Presently, the third generation of Callens is successfully continuing the Callen family legacy in hotel real estate development and management.

With an initial foray in the hotel business as a limited partner at the Holiday Inn Cocoa Beach, Fla., Robinson Callen recognized the large untapped market for franchised hotel product that Kemmons Wilson was pioneering with his Holiday Inn brand. Robinson Callen saw the need and the opportunity, as he purchased the already opened Holiday Inn Lakeland Central and then went about aggressively developing Holiday Inn hotels throughout central Florida in the 1960s and 1970s, including multiple expansions to the Holiday Inn Lakeland Central. In Florida, H.I. Development developed new build Holiday Inn hotels in Lakeland North, Lakeland South, Winter Haven, Dundee, Disney World South, Clermont, Leesburg, and Yee-Haw Junction among others. Later, H.I. Development developed in Florida, the Holiday Inn St. Petersburg/Clearwater Int'l Airport (now known as Holiday Inn St. Petersburg N-Clearwater) and the Hampton Inn St. Petersburg/Clearwater Int'l Airport. In addition to the ground up development projects, H.I. Development also acquired numerous open and operating hotels in Florida, including the Holiday Inn Gainesville, Holiday Inn South Beach/Miami Beach, Holiday Inn Miami Springs/International Airport, Holiday Inn Downtown Tampa, Holiday Inn Civic Center Miami, Holiday Inn Islamorada, and Holiday Inn St. Augustine Beach, as well as two properties in Georgia, the Holiday Inn Savannah Downtown and Knights Inn Marietta. In Charlotte, N.C., an affiliated company acquired the Sheraton Charlotte Airport.



## *About Us, continued*

h.i. development

In addition to the domestic hotel development, acquisition and management, H.I. Development began its international hotel development and management by building the Holiday Inn in Ponce, PR, which opened in the early 1970s. H.I. Development later developed in Puerto Rico, the Crowne Plaza San Juan/Isla Verde, Days Inn Ponce, and Holiday Inn Mayaguez, and subsequently launched through an affiliate the ElTropical Casino brand, famous island wide in Puerto Rico. In the early 1970s, H.I. Development's international affiliates began developing hotels in Europe with a heavy concentration in France. The company built and operated Holiday Inn hotels in France at Avignon, Nice Airport, Paris/Charles de Gaulle Airport, Paris/Orly Airport, Paris/Velizy, and Strasbourg. H.I. Development later built and owned in France the Crowne Plaza Lyon, Crowne Plaza Toulouse and Hotel Ibis Paris/Charles de Gaulle Airport and acquired Ramada Inn hotels in Brussels and Liege, Belgium. After selling its European hotels, H.I. Development became involved in the hotel management of the quality driven Alliance Hotels, all 3- and 4-star hotels in France, and the 2-star French Hotel company Fimotel. Of the 64 hotels which comprised the Alliance/Fimotel Group, seven were converted into Holiday Inn branded hotels, as the company repositioned the properties to significantly improve the cash flow for the lender owner. The management ended with the successful sale of the portfolio in December 1995. In the Republic of Ireland, another affiliated company acquired a fifty percent interest in the Blainroe Golf Resort and Hotel in Wicklow County outside of Dublin and built the Holiday Inn on Pierce Street in Dublin, Ireland, which was later sold. H.I. Development and its affiliates continue to explore new frontiers for hotel development.

In addition to the extremely successful third-party management that the company provided for the lender owner of the Alliance/Fimotel portfolio, H.I. Development successfully managed, for Dade County, Fla., and the Miami Dade Aviation Department, at the MIA Hotel, located directly above the central terminal at Miami International Airport for over 30 years.

We have throughout the years successfully provided hotel management and services for unrelated ownership groups, including lenders, for hotels such as the Holiday Inn Tampa/State Fairgrounds, Holiday Inn Jacksonville Downtown, Holiday Inn Express Lake Park (Georgia), Knights Inn Pensacola, Villager Lodge Daytona Beach, Holiday Inn Manhattan/Wall Street (New York), and Holiday Inn Vineland (New Jersey), among others.



## Services Offered

h.i. development

Worldwide quality resorts and hotels are thriving through the expertise of H.I. Development. More than a consulting firm, with over a half century in every aspect of hotel management and development, including our niche casino services, we are the preferred choice in the industry.



### Global Management

- Hotels and Resorts
- Casino Gaming
- Bars and Restaurants



### Client Confidence

- Internal Controls/Security
- Technology Solutions
- Preventive Programs



### Support Systems

- HR Management
- Technical Services
- Performance Evaluation



### Strategic Planning

- Asset Management
- Feasibility Analysis
- Capital Planning



### Sales & Marketing

- Marketing Plan/Analysis
- E-commerce
- Media Advertising



### Accounting

- Financial Statements
- Forecasting and Budgeting
- Compliance and Auditing



**h.i. development**

## MEET H.I. DEVELOPMENT AND OUR FAMILY OF HOTELS

Based in Tampa, Florida, and founded by Robinson Callen in 1959, H.I. Development Corp. provides not only hotel and property management services, but also accounting services, strategic planning, support systems including human resources, as well as sales and marketing. At the core of H.I. Development is a steadfast commitment to maximum profitability and total guest satisfaction. Our family-owned corporate culture sets us apart from our competition, giving us unparalleled flexibility in providing hands-on management, development, and consulting.



**THE BARRYMORE HOTEL  
TAMPA RIVERWALK**  
111 WEST FORTUNE STREET  
TAMPA, FL 33602  
(813) 223-1351 | [www.barrymorehotel.com](http://www.barrymorehotel.com)

Experience Tampa's unique personality at The Barrymore Hotel, located along the Tampa Riverwalk in the Downtown River Arts District. Guests enjoy amenities including the outdoor pool and close proximity to the Tampa Riverwalk. The Barrymore provides a practical, convenient choice for business and leisure travelers, while offering a glimpse into Tampa's creative scene exhibited through a collection of local artwork throughout the hotel.

- 4,000+ square feet of event & meeting space
- Outdoor pool and sun deck facing Tampa Riverwalk
- All rooms feature Riverwalk or city skyline view
- Zipcar car-sharing station on-site
- The Continental full-service restaurant & bar
- Florida Green Lodging eco-friendly hotel
- Pet-friendly



**GUY HARVEY RESORT ST. AUGUSTINE  
BEACH**  
860 A1A BEACH BOULEVARD  
SAINT AUGUSTINE BEACH, FL 32080  
(904) 471-2555  
[www.guyharveyresortstaugustinebeach.com](http://www.guyharveyresortstaugustinebeach.com)

Live the island life at Guy Harvey Resort St. Augustine Beach. Experience the laid-back atmosphere of the scenic and serene Atlantic Ocean while being moments away from the historic district in the nation's oldest continuously occupied city. Surfing, fishing, kayaking, or even simply sunbathing, our oceanfront resort has something every member of your family can enjoy. St. Augustine's alluring charm appeals to the history buff and wide-eyed leisure traveler alike. Guests enjoy panoramic oceanfront views, easy and direct beach access, plus the Old Town Trolley "Beach Bus" into the historic downtown - everything you need for a truly unique Florida vacation.

- Over 3,600 square feet of event & meeting space
- Outdoor pool and sun deck with direct beach access
- Oceanfront view & partial ocean view rooms available
- Guy Harvey's Surf Shack poolside tiki bar
- Santiago's Florida Kitchen & Craft Bar on site
- Beach chair & umbrella rentals, beach games
- Beachfront weddings and receptions
- Pet-friendly



*Hospitality runs in the family.*



**HOLIDAY INN GAINESVILLE - UNIVERSITY CENTER**  
 1250 WEST UNIVERSITY AVENUE  
 GAINESVILLE, FL 32601  
 (352) 376-1661 | [www.theuniversityhotel.com](http://www.theuniversityhotel.com)



**HOLIDAY INN MIAMI INTERNATIONAL AIRPORT**  
 1111 SOUTH ROYAL POINCIANA BOULEVARD  
 MIAMI SPRINGS FL 33166  
 (305) 885-1941 | [www.himiamiairport.net](http://www.himiamiairport.net)



**HOLIDAY INN ST. PETERSBURG NORTH - CLEARWATER**  
 3535 ULMERTON ROAD CLEARWATER, FL 33762  
 (727) 577-9100  
[www.theclearwaterhotel.com](http://www.theclearwaterhotel.com)

Holiday Inn Gainesville-University Center is located directly across from the University of Florida and less than one mile from Ben Hill Griffin Stadium. Guests can enjoy not only great college football with the hotel's prime location, but also experience Gainesville's charming downtown and unique arts community. Natural wonders like Payne's Prairie Preserve, Devil's Millhopper State Park and scenic Ginnie Springs are only minutes away.

- 4,000+ square feet of event & meeting space
- Rooftop pool and sun deck
- Complimentary airport shuttle to/from Gainesville Regional Airport
- Complimentary shuttle to/from University of Florida and UF Health Shands Medical Centers
- Plesanos Stone Fired Pizza Pints & Pies restaurant on-site, Gainesville's favorite pizza and Italian food
- Made-to-order Breakfast Cafe open daily

Convenience and modern style await at the Holiday Inn Miami International Airport, situated only 1.8 miles from MIA and minutes away from top Miami area beaches, Miami's downtown and many area attractions. Guests can expect the comforts of home perfect for the corporate guest and vacation traveler alike. Enjoy a complimentary 24-hour shuttle to and from MIA, plus ample meeting space suitable for a variety of occasions.

- 5,000 square feet of event and meeting space, including ballroom
- Outdoor pool
- IHG Rewards Level
- El Mirador restaurant and Vista Lounge full service bar
- Shuttle service available to Port of Miami (fees apply)

Holiday Inn St. Petersburg North-Clearwater is located in the Carillon Business district, only minutes from top Gulf Beaches, and is central to Clearwater, St. Petersburg and Tampa. The hotel's convenient location not only provides comfortable accommodations excellent for corporate road warriors, but also is an affordable option for a Florida beach vacation. Guests also enjoy complimentary 24-hour shuttle service within 5 miles, service to/from St. Petersburg International Airport (less than 2 miles away) as well as Tampa International Airport.

- 4,000+ square feet of event & meeting space
- Outdoor swimming pool and heated jacuzzi
- Concierge Level
- Aviators Tavern full-service restaurant and bar
- Pet-friendly



**H.I. DEVELOPMENT CORP.**  
 111 WEST FORTUNE STREET TAMPA FL 33602 | (813) 229-6686 | [WWW.HIDEVELOPMENT.COM](http://WWW.HIDEVELOPMENT.COM)

