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### ILC signs management contract for Club Opal



ILC has signed the management contract to manage the 35,000 sft club facility being setup by the Olympia Group in its residential development, Opaline, on the Old Mahabalipuram Road in Chennai.

The project will eventually have 2000 apartments on the banks of the Buckingham Canal.

Club Opal will be a modern club with facilities that would help the residents relax, unwind and

enjoy their leisure time. The club will offer a restaurant, bar, meeting space, swimming pool, sports and leisure facilities and health and fitness facilities to all users of the club.

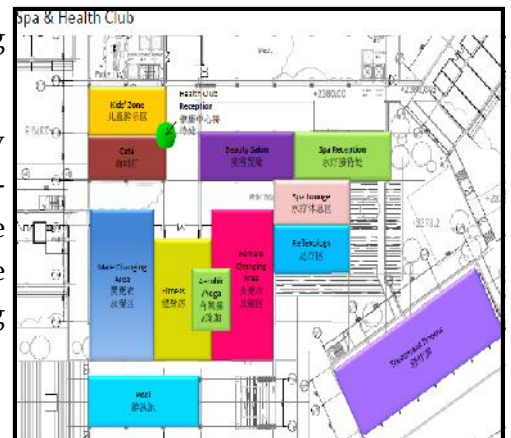
### Starwood projects in Lijiang, China



ILC has recently completed Feasibility Studies for two Starwood projects in Lijiang, China.

Lijiang Xianglu Real Estate Company Ltd. is developing the Luxury Collection property in Lijiang China.

ILC has completed the Feasibility Study for this project as well as another Starwood project in the same region being developed by the same developer. This hotel is being branded as a Westin Hotel.



## Membership Strategy for Golf Clubs in Desaru

To tap the growing market in Malaysia, a massive membership sales strategy for the upcoming golf facilities 4000 acre project is being planned on the eastern coast in this location. of the country in Desaru.

This integrated development will feature luxury hotels and resorts, luxury villas and apartments, theme parks, two world class PGA standard golf courses and a golf academy. The golf course is being designed by the renowned golfer Ernie Els. The golf academy will also be associated with Ernie Els and would offer professional golf lessons to the players.

ILC has been appointed to conduct a detailed Feasibility Study for the project and recommend a mem-



## Technical Assistance for Clubs in Bangalore

Target your user profile and design the spa accordingly. There are profits to be made in different sections of the market, and the right design will ensure you are off to a good start.

ILC had now entered into the Technical Assistance phase for two club developments in the city of Bangalore in India.

The clubs are being developed by the Adarsh group at the Palm Retreat to provide for the residential communities that are growing in the development.



## Simon Shepherdson speaks at the Spa India Summit,

The Indian Spa and Wellness Association presented its Annual Summit 2011 at the Grand Hyatt in Mumbai, India. The conference was titled – “Profitability in Spas – Myth or Reality’.

Simon Shepherdson spoke on – “How to design for profit’. The speech covered various aspects of the design details that should be incorporated while developing a spa in the Indian market. The Indian wellness industry is going through a massive growth phase and if all the elements which go into making a spa are well thought of, then the final product would be far more superior and yield higher returns.

The Indian wellness industry will continue to grow as disposable income levels rise across the growing Indian middle class. The industry holds immense potential for a keen eyed investor.

More details on the presentation made by Simon can be seen at the following webpage – <http://www.iswa.co.in/presentation/SimonShepherdson.pdf>

## St. Regis Shenzhen is now open

Starwood recently unveiled its landmark St. Regis Hotel in Shenzhen, China. Located in the main business district of the city, the hotel offers 297 rooms and suites along with a wide array of restaurants, bars, lounges and meeting options. ILC was involved in the development of the spa offered in the hotel. The scope of work involved

1. Concept planning and design development.
2. Technical Planning Development
3. Equipment and Facilities Requirements



Spas can be bright, white, clean spaces or dark, intimate retreats. The key is what the right ambience for the market is and how the spa caters to these users.





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## Fairmont Raffles Hotels International

With an eye on the growing Indian hospitality market, Fairmont Raffles Hotels international has decided to foray into the market with its luxury brand of hotels 'Fairmont'.

Fairmont intends to offer its top of the line spa brand – Willow Stream. ILC conducted a familiarization trip for Ms. Anne McCall Wilson and Ms. Ruth Armstrong from Fairmont Raffles.

The trip took them across various key Indian luxury spa destinations such as Ananda in the Himalayas, The Oberoi Rajvillas and also to traditional Indian ayurvedic centers such as Soukya Wellness Academy.



## New Personnel



### David Chioe

Project and Operations Director—China

Graduate from the University of Hong Kong with major in Sports Science and Leisure Management, followed by Executive Development Program in Spa Management, Cornell University, School of Hotel Administration. Since entering the leisure industry, David has been working on consultancy work in



various leisure practices with focus on Spa construction and Development, project references include: Mandarin Oriental, Shangri-la, Westin, Ritz Carton, Marriott, W Hotel, Four Seasons, Hyatt and Hong Kong Jockey Club.

### Vivek Avari

Project Consultant

Vivek is an MBA from the Chinese University of Hong Kong and is a Hotel management graduate. He

has worked for 10 years in the hotel industry in India and the Middle East. He specializes in food and beverage services and operation management. Over the years he has worked in leading Indian hotel companies such as the ITC Welcomgroup and The Park hotels. Among the international hotel chains he has worked with Starwood, Intercontinental Hotels Group and Shangri-la Hotels.