



FOR IMMEDIATE RELEASE  
Atlanta, Georgia – January 5, 2010

**HELIOS CAPITAL PARTNERS and HARDIN INVESTMENT PARTNERS are pleased to announce a strategic alliance between the two firms.**

HELIOS Capital Partners, LLC will utilize its 20+ years of experience and connections within the real estate banking, restructuring and advisory/consulting arenas to source underperforming hotel assets throughout the United States on behalf of Hardin Investment Partners, LLC (HIP).

Commercial property values in the U.S. declined in October to the lowest level in more than seven years with prices down 44% below the peak in October 2007. In every property type the level of distress in commercial real estate continues to grow as properties fall into default, foreclosure or bankruptcy. By the end of November, there were more than \$180 billion of properties identified with some level of distress.

The hospitality industry is as distressed as any asset class (\$32 billion of distressed hotel assets as identified by Real Capital Analytics) and hotel loans have begun falling into delinquency faster than any other kind of commercial real estate debt – “hotels are literally drowning in debt”.

Greg Ford, Managing Partner of HELIOS Capital Partners, said “there are billions of dollars of debt coming due over the next five years and this will present an excellent opportunity for HIP to acquire hospitality assets at very attractive prices.”

HIP targets a broad range of hospitality assets including: full service, limited service, and extended stay hotels with 150 to 350 rooms throughout the United States. Ideal investments are hotels that have suffered from poor management, suboptimal branding, improper market positioning, physical obsolescence, and/or troubled capital structures. HIP has a wealth of experience in adaptive reuse and redevelopment projects and also pursues other building product types that could be converted to hotel use. As an affiliate of Hardin Construction Company, HIP also seeks to acquire hotels in need of substantial renovation or construction completion.

**HELIOS Capital Partners, LLC**, is a privately held real estate investment & advisory firm focused on the acquisition of value-add commercial properties, performing/non-performing notes and financial advisory/consulting services to owners/operators of real estate throughout the Southeastern United States. HELIOS is managed by an experienced, multidisciplinary real estate professional with over 20 years of real estate experience at some of the nation’s most prominent financial, consulting and workout/restructuring institutions. The principals of the firm have advised, underwritten, originated and closed over \$4BB of CMBS transactions, representing all major asset classes throughout the United States.

**Hardin Investment Partners, LLC (HIP)** leverages the 30 plus years of hospitality experience of Hardin Construction Company, LLC to position itself as a premier owner/developer of lodging assets. This summer, under the guidance of Managing Partner Butch Ross, HIP formed a venture with real estate finance expert Lance Patterson and his firm, Patterson Real Estate Advisory Group, to pursue the acquisition of hotel assets throughout the United States. Hardin's principals have developed, built, owned, or financed over 110 hotels encompassing more than 30,000 rooms and \$2.5 billion of capital investment. Past projects include full service, limited service, extended stay, and resort products covering all of the major hotel brands - Marriott, Starwood, Hilton, Hyatt, InterContinental, and Kimpton.

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