





Over the years the bar has been continually raised for the design of casino hotel guest environments. Material richness, technology, regulations, construction

complexities and guest expectations have all lead to enormous cost increases for new projects and capital improvements. Initially, owners watched the costs of their project escalate beyond their belief. Ultimately, they resigned themselves to thinking “well, that’s what things cost today.” We didn’t agree with that type of thinking then and we don’t agree now.

The world has changed in the last 24 months. No longer can hotel, gaming and entertainment companies use the concept of “out spending” each other as a business strategy for projects. We develop financially responsible projects. Building financially responsible projects does not mean building cheaply. It means that the owner must replace an abundance of cash with an abundance of talent.

Ben Mammina Development Group (BMDG) has some 30 years of experience developing casino, hotel and entertainment projects. Our involvement throughout those years has been exclusively as the Owner’s Representative.

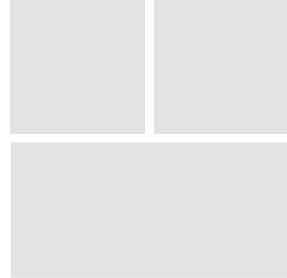
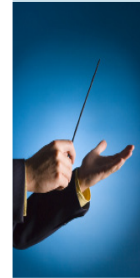
We can partner with your operational staff to achieve award winning designs that are delivered as expected, in budget, on time, safely and with social awareness.

“We develop  
financially  
responsible  
projects”

Cordially,

Ben Mammina Development Group

Ben Mammina



## Our Services

### Hospitality, Gaming & Entertainment

#### PROJECT MANAGEMENT

- Renovation and New Construction
- Capital Improvement Management
- Deferred Maintenance
- Design Management
- Owner's Representative

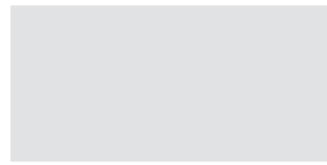
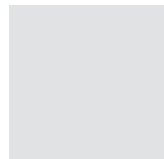
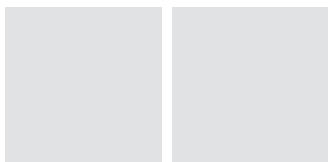
#### ADVISORY SERVICES

- Annual Capital Expenditure Planning
- Investment Due Diligence
- Project Financial Analysis
- Owner's Organizational Consulting
- Diversity Consulting
- Project Management Consulting
- Troubled Project Turnaround
- Transition Management
- Owner's Staff Augmentation
- Executive Search



# Construction Risk Advisory Services

1. Architect / Engineer Pre-Qualification
2. Audit Planning
3. Bid and Procurement Evaluation
4. Billing and Payment Audits
5. Budget Audit and Monitoring
6. Business Process Assessment
7. Change Order / Variations Audits
8. Commercial Energy Audits
9. Construction Accounting Assessment
10. Construction Audit Training
11. Construction Claims Assessment
12. Construction Cost Auditing
13. Construction Defects Assessment
14. Construction Document Assessment
15. Construction Internal Controls Audit (SOX)
16. Contract Commercial Review
17. Contract Scope and Pricing Negotiations
18. Contractor Pre-Qualification
19. Contractor Termination
20. Cost Segregation for Tax Planning
21. Development Audits
22. Development Capital Planning
23. Development Due Diligence
24. Development Financial Analysis
25. Development Marketing Strategy
26. Development Process Review
27. Development Risk Assessment
28. Development Risk Mitigation
29. Dispute Prevention Planning
30. Dispute Resolution Services
31. Distressed Asset Assessment
32. Equipment Cost Audits
33. Feasibility / Due Diligence Studies
34. Forensic Accounting Audits
35. Forensic Scheduling Analysis
36. Fraud Audits
37. Health, Safety and Security Assessments
38. Ind. Project Special Inspector General (IPSG)
39. Information Technology / System Assessment
40. Insurance Product Audits (OCIP)
41. Labor Burden Audits
42. Lease and Sublease Audits
43. Life-Cycle Cost / Benefit Analysis
44. Market Feasibility Analysis
45. Merger and Acquisition – Capital Asset Audits
46. Organizational Needs Assessment
47. Performance Evaluations and Audits
48. Policies and Procedures Audits
49. Portfolio Performance Analysis
50. Portfolio Risk Assessment
51. Pre-Award Contract Audits
52. Professional Services Audits
53. Project / Program Controls Audits
54. Project / Program Cost Estimating
55. Project / Program Delivery Method Analysis
56. Project / Program Evaluation
57. Project / Program Monitoring
58. Project / Program Oversight
59. Project / Program Risk Assessment
60. Project Finance Risk Assessment
61. Project Finance Structuring
62. Project Schedule Audits
63. Public / Private / Partnerships
64. Quality Control Audits
65. Real Estate / Project Finance Evaluations
66. Real Estate Acquisition / Investment Analysis
67. Real Estate Asset Disposition Analysis
68. Real Estate Asset Management Auditing
69. Scheduling Services
70. Fabrication Overhead Audits
71. Specialized Audits
72. Staff Augmentation





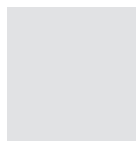
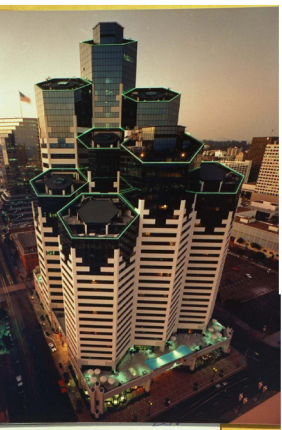
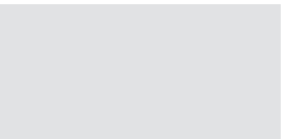
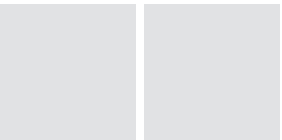
## Project Management

- Liaison with Owner's Operational Team
- Interface with Local Governmental Authorities
- Interface with Owner's Legal Advisors
- Labor Interface
- Gaming Regulator Interface
- Develop and Manage Owner's Program
- Conceptual Budgeting and Scheduling Organization
- Determine Scheduling Strategies
- Determine Contracting Strategies
- Financial Analysis
- Organization of Design Services
- Preconstruction Planning
- Identification of necessary Project Team Members
- Sourcing and Bidding of Architecture, Design and Consultants
- Sourcing and Bidding of Construction Services
- Contractor(s) Selection
- Consultant Selection
- Design Process / Value Engineering Management
- Sourcing and Bidding of FF&E, OS&E, & Information Systems
- Bid Analysis
- Selection of Contractors and Vendors
- Contract and Purchase Order Preparation
- Contract and Purchase Order Management
- Permitting Management
- Schedule Management
- Owner's Approval – Issues Regarding Cost, Design & Schedule
- Progress Reporting
- Forecasting Hard Costs and Schedules
- Forecasting Soft Costs and Schedules
- Administration of Owner's Team
- Daily Management of Development Team
- Resolution of Design and Construction Issues
- Meeting Attendance
- Claims Management
- Dispute Resolution / Litigation Support
- Administration of Inspections / Quality Control
- Diversity Management
- Safety Management
- Management of Owner's Documentation
- Insurance Management
- Obtain Legal Services as needed
- Manage Cost of Money
- Property Tax Forecasting
- Payment of Bills
- Accounting Management
- Management of Lien Releases / Recorded Documents
- Final Project Commissioning and Acceptance
- Delivery of Close-Out Documentation to Owner



## Project Experience

Caesars Palace Las Vegas  
Desert Inn Hotel & Casino  
Excalibur Hotel Casino Las Vegas  
Luxor Las Vegas  
Mandalay Bay Resort and Casino  
MGM Grand Hotel & Casino Atlantic City  
MGM Grand Hotel & Casino Detroit  
MGM Grand Hotel & Casino Las Vegas  
New York New York Hotel & Casino  
The Hotel at Mandalay Bay  
Tropicana Las Vegas  
Palace Hotel, Philadelphia  
Plaza of the Americas, Dallas  
Westbury Hotel, New York  
Plaza Athene Hotel, New York  
Iberville Hotel, New Orleans  
International Hotel, JFK New York  
Kings Inn, Miami  
Dream Inn, Santa Cruz, CA  
Pan Pacific (Emerald Shapery Centre), San Diego  
Omni Hotel, San Diego  
Grant Hotel, San Diego  
Travelodge Motels, various locations  
Travelodge Motor Hotels, various locations  
Viscount Hotels, 9 locations  
Bermudiana Hotel, Bermuda  
Belmont Hotel, Bermuda  
Harmony Hall, Bermuda  
Waikiki Pacific Isle Hotel, HI  
Comfort Suites, Rancho Penasquitos, CA  
Ramada Inn, Solano Beach, CA  
Bristol Court Hotel, San Diego





## Why Hire Us?

|                    |  |
|--------------------|--|
| <b>TIME</b>        | Something new, important or different needs to be done without delay. Increasing the in-house staffing capabilities would take too much "ramp up" time.  |
| <b>CONTROL</b>     | <p>For successful in-house project management organizations outsourcing allows them the opportunity to quickly supplement their own efforts and assure that their projects are properly staffed. The organization can choose between engaging key staff under their own management or they can hire an entire project management staff.</p> <p>If a company needs to improve their in-house capabilities, outsourcing project management allows them the opportunity to gain immediate control of their project needs.</p> |
| <b>COST</b>        | In-house project management can be costly. Recruiting, training, supervising and all the issues associated with supporting staffing are built-in costs that are eliminated by outsourcing. Outsourcing allows the business to expand and contract as project needs change.   |
| <b>TALENT</b>      | Proven project management teams with a history of success in completing projects in your business sector help provide business with all of the needed experts. It is difficult for in-house organizations to keep the excellence of their staff high due to legal, HR and political pressures.   |
| <b>TROUBLE</b>     | Turnaround of troubled projects is a great opportunity for outsourced project management. New outside project management allows the opportunity for unbiased assessment of the problems affecting the project. Outsourced project management is also a quick way to supplement the loss of key employees during a project.   |
| <b>OPPORTUNITY</b> | Outsourcing project management can provide a fresh set of eyes. All too often businesses operate on the basis of "that's the way we've always done it." New project management provides an opportunity to bring in fresh ideas without the pressures of the corporate environment.   |
| <b>CERTAINTY</b>   | Businesses always need to evaluate their organization. And when project management is outside of a company's core business, outsourcing project management becomes an excellent way to verify that your projects are being delivered as expected...designed well, high quality, in-budget, on-schedule, safely and with social awareness.  |

## Bio

Ben Mammina Development Group was formed in 2008 with the goal of being recognized as the most competent and respected provider of development services for the casino, hotel and entertainment industries. For large development projects as well as smaller capital improvement projects, Ben Mammina Development Group has a single objective ... protect and advance the success of the owner in achieving projects of value.

Prior to forming Ben Mammina Development Group, Ben was a key executive for MGM Mirage from 1997 to 2008. Ben retired his career from MGM Mirage as their Senior VP of Planning and Development of the MGM Grand Resorts Development Group (MGRD). In this position Ben was responsible for conceptual planning of many projects; in total the value of these projects would exceed \$20 Billion. In addition to conceptual planning, Ben was responsible for oversight of new project developments and capital improvements.

Among many other achievements, Ben played a key role in securing the gaming license to operate the MGM casino in Detroit, Michigan. Ben oversaw the design and development of both the temporary and the permanent casino; a \$1 Billion development. In 2008 Ben received for MGM the ALIS "Development of the Year" award for the Detroit project.

As head of the MGRD Ben was responsible for the strategic planning and day-to-day administration of some \$400 million of capital improvement work yearly. This unique group of 25 members acted as owner/builder and the organizational structure reduced the costs of all projects significantly.

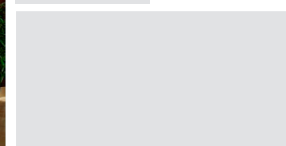
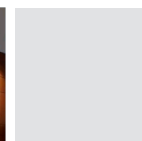
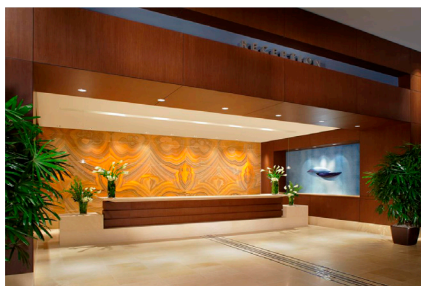
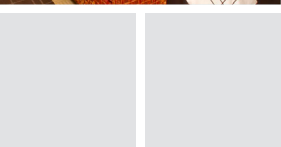
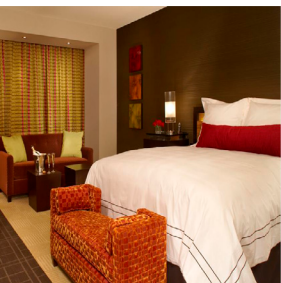
Between 1994 and 1997, Ben served as the Project Director for Caesars Palace in Las Vegas. Ben led the development of the Las Vegas Caesar Palace \$ 1 billion master plan and headed-up the development and construction of the first phase for that master plan; a \$ 500 million project.

In 1986 Ben started a fee hotel development firm and for seven years developed luxury hospitality projects for other owners.

Prior to starting his own firm, Ben was Director of Technical Services for a leading European hotel chain, Trusthouse Forte, Inc. In that capacity Ben was responsible for all development, design, construction and purchasing activities for the chain throughout North America.

Throughout his career, Ben has served as an Owner's Representative and Developer for more than 30 hotel, resort and casino projects.

Mr. Mammina has a BS in Civil Engineering and a MS in Engineering from the University of Nevada, Las Vegas. He is currently ABD and completing his PhD his dissertation in Engineering Economics.







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