

# Welcome to Vota

Consulting Services and Project Development for leisure facilities,  
visitor attractions, tourism projects and special real estate

## COMPANY

### 01| The project partner on your side

Leisure facilities are some of the most vigorous and exciting real estate projects. Hence, it is a challenge to attract high visitor numbers through experiences and emotions in order to secure the economic success of an investment. Individual and location-based concepts are needed.

Vota assists you with the conception and planning. [more...](#)

## SERVICES

### 02| Your single source

The business activity of Vota focuses on the consulting and development of leisure and tourism projects, in close cooperation with the client. [more...](#)

## PROJECTS

### 03| Successful project management

The experience of Vota is based on over 150 leisure, tourism and real estate projects. [more...](#)



Vota Freizeit und Spezialimmobilien  
Beratung GmbH  
Arndtstraße 18-20  
22085 Hamburg

Tel: +49 (0) 40 303 956 90  
Fax: +49 (0) 40 303 956 92

E-Mail: [info@vota.biz](mailto:info@vota.biz)

# Leisure market

## Opportunity and challenge

Due to the diversity of aspects that have to be taken into consideration when creating a leisure project, professional planning is crucial. When the essential principles of success are followed, leisure and tourism projects can create significant potential and opportunities. In this market, Vota helps you through and solves problems on the way to realizing successful projects.

### COMPETENCES

#### 01 | Your single source

- **Vota offers concept and economic consulting** for private and public clients from the leisure, tourism and real estate sector.
- **Vota supports the planning, realization and management** of projects from a wide variety of investment types.
- **Vota utilizes a wide network** to incorporate service providers, operators, investors, sponsors and other partners for the realization of a successful project.
- **Vota controls the project team** (developer, service providers, operators, authorities, etc.) for effective management of leisure and tourism ventures.
- **Vota is a long-term partner for continuous project management** – from the initial conceptual idea and feasibility study to project development and realization up to operational consulting.



**Vota takes advantage of extensive knowledge, data and concepts of the leisure and tourism market. The company has many contacts to cooperation partners like service providers, operators and financial associates in the leisure and tourism market, which can all be included in the realization of the project.**

# Self-image

Vota: Plural of vote\*

Our performance is determined by the following principles:

- **Competence and creativity** in consulting and project development
- **Orientation on solutions** and clear recommendations
- **Cooperation with our customers and partners** on the basis of reliability and trust

**\*Vo/tum [lat.-mlat. (-eng.)],**

**a) verdict, voice; b) opinion; c) referendum**



**Vota is your partner for consulting and project development concerning leisure facilities, visitor attractions, tourism projects and special real estate.**

# Network

Cooperation for your success

When planning and realizing projects, Vota can rely on an extensive network. Depending on the respective projects, different partners can be integrated, i.e.:

- Market Researcher
- City Marketing
- Attraction Designer
- Architects
- Engineers, Transport Planners
- Construction Companies

Additionally, Vota has contacts and procedures for the acquisition of project partners with potential risk sharing, i.e.:

- Developers
- Operators and Management Partners
- Tenants
- Financing Partners and Investors
- Sponsors and Public Funding



**Vota creates performance advantages in the interest of the client by cooperation.**

# Services

Your single source

The business activity of Vota focuses on the consulting and development of leisure and tourism projects, in close cooperation with the customer. Market analysis is combined with specific location-based, concept and economic investment planning.

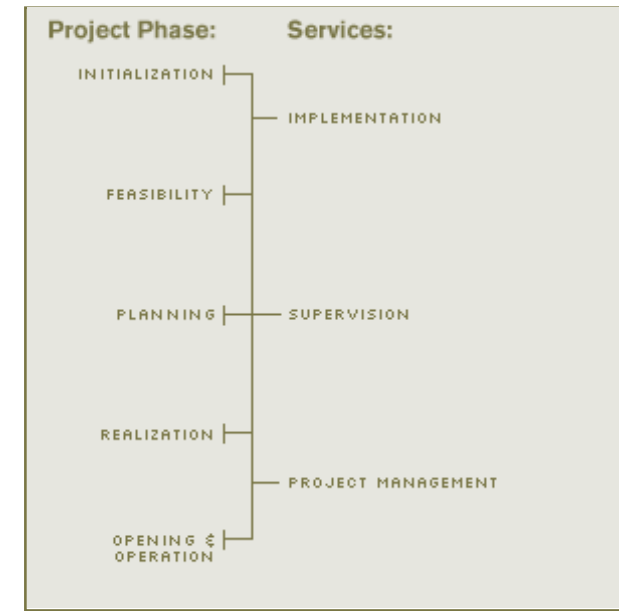
## PROJECT REALIZATION

### 01 | The steps to success

Leisure and tourism projects usually start with basic research (i.e. site analysis, market and demand analysis, rough concept draft, feasibility study). Parallel to the ongoing consulting, project partners (i.e. operators) are acquired and project teams are set up.

Vota offers the following services:

- Workshops
- Kick off analysis
- Concept development, positioning, attraction mix
- Site analysis, site acquisition
- Market analysis (target area, demand potential, competition)
- Visitor forecast
- Capacity and investment estimation
- Economic analysis (feasibility study, business plan)
- Regional economic effects, public funding
- Operating and financing structure
- Acquisition of operators and investors
- Stand by consulting services
- Marketing concept, personnel planning
- Pre opening concept
- Management, optimization of operation
- Relaunch concepts, conversion concepts



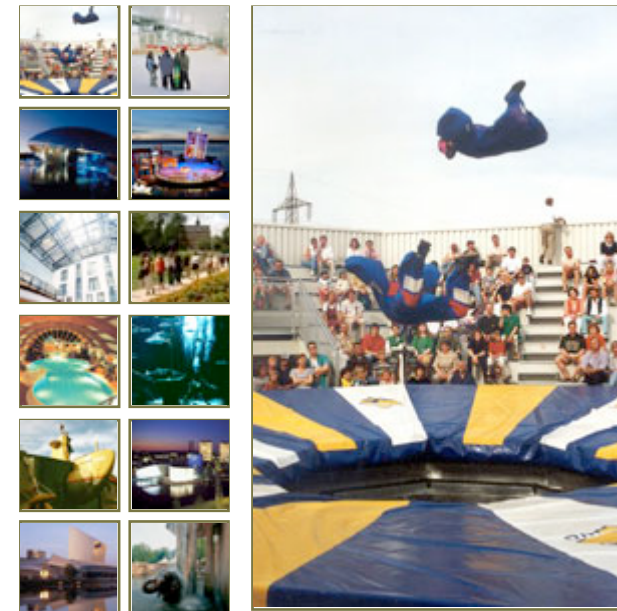
To see our entire range of services during a typical project process, please move your mouse over the individual project phases.

# Leisure facilities

From Airodium to Zoo

The activities of Vota focus on all main types of leisure facilities and tourism projects. The following selection displays the wide spectrum of services:

- Corporate Communication
- Visitor Attractions
- Edutainment Centres
- Exhibitions (permanent or temporary)
- Themed Retail, Merchandising
- Leisure-, Amusement- and Theme Parks
- Hotels and Holiday Resorts
- Family- and Children Entertainment Centres (FEC, CEC)
- Cinemas, Restaurants, Musicals, Casinos, Discotheques
- Garden Exhibitions
- Mixed Use Facilities
- Museums, Cultural Facilities, Visitor Centres
- Science Centres
- Specific Leisure Attractions (i.e. Offroad or Indoorski)
- Sports-, Trendsport-, Wellness-, Recreation-Facilities
- Eventlocations, Open Air Stages, Festivals
- Brownfield and Conversion Projects
- Touristic Facilities



Airodium, BodyFlying in Rümlang-Zürich

Above you can find some impressions of interesting leisure facilities.

If you have any question regarding the leisure and tourism market, please do not hesitate to contact us.

# Projects

## Successful project management

The experience of Vota is based on over 150 leisure, tourism and real estate projects. The following selection displays the exciting business fields and the wide range of services, offered by Vota.

### REFERENCE PROJECTS

#### 01 | Experience for your success

Please click on the project titles to view details.

- [Indoor Play Centre, Ahrensburg](#)
- [ActivHus, Heiligenhafen](#)
- [Edutainmentpark, Fehmarn](#)
- [Sea Life Centre, Konstanz](#)
- [Tivoli Gardens, Copenhagen - Berlin](#)
- [OZEANEUM - Deutsches Meeresmuseum \(German Oceanographic Museum\), Stralsund](#)
- [Piratenland \(Pirate`s Country\), Warenshof](#)
- [ZDF Medienpark \(ZDF Media Park\), Mainz](#)
- [Excursion Restaurant Pelzmühle, Chemnitz](#)
- [Tourism and Brownfield Study of Mining Areas, Gräfenhainichen/Bitterfeld](#)
- [Conversion Study Wangerland Barracks, Hohenkirchen](#)
- [Cultural Department Store Tietz, Chemnitz](#)
- [International Travelling Exhibitions, Bank of America](#)
- [Biermann Villa, Bitterfeld](#)



**Indoor Play Centre, Ahrensburg**

Please click on the picture to view the corresponding projects.