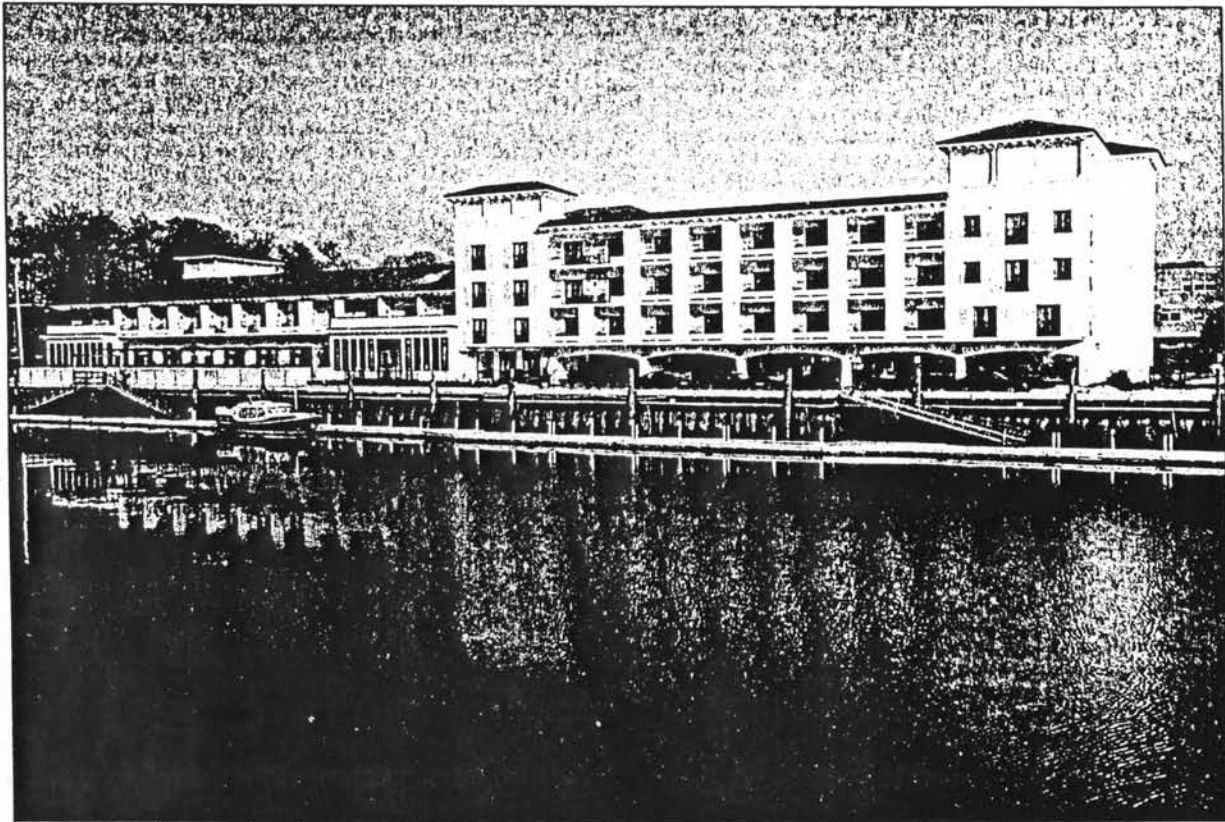


The ADVOCATE®

• STAMFORD EDITION •
www.stamfordadvocate.com

TUESDAY • JANUARY • 7 • 2003



Paul Desmarais/Staff photos

The Delamar Greenwich Harbor hotel has opened after \$19 million in reconstruction costs. It features 74 rooms and nine suites, with rooms available at \$335 to \$385 a night, \$475 for a junior suite and \$1,200 to \$1,500 for a Presidential Suite. Below is one of the suite bedrooms on the harbor side.

Rebuilt hotel reopens on Greenwich Harbor

By Peter Healy
Staff Writer

Seth Weinstein cannot hide his pride as he shows a visitor the original paintings, polished stone floors, fireplaces, mahogany beams and Jacuzzi tubs in the new Delamar Greenwich Harbor hotel.

He has reasons to be proud. Weinstein and partner Charles Mallory invested \$32 million and endured two years of construction and two and a half years of planning and design to rebuild the 83-unit hotel.

"This has been a long process," Weinstein said while leading a small tour of the Delamar last week. "I think we transformed the place. You remember the old Showboat?"

"Yes. It looked like an old brick factory," said Klaus

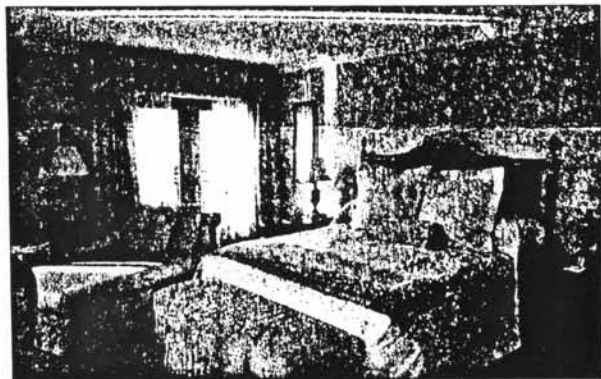
Peters, the Delamar's general manager.

The former Greenwich Harbor Motor Inn, Showboat Inn and Greenwich Harbor Inn reopened Wednesday as the Delamar Greenwich Harbor, which looks like a Tuscan villa on the outside.

Workers had stripped the original structure, built in 1961, down to its steel girders. Weinstein and Mallory then reconstructed it for about \$19 million. That amount includes such items as design and architects fees, interest on loans, furniture, fixtures and salaries. The partners paid \$13 million for the land and original building in 1997.

The hotel had been closed for construction since late 1999.

Its waterfront restaurant also shut down during renovations.



COMMERCIAL REAL ESTATE

It had been the Atlantis under a previous owner.

In its place, the L'Escale restaurant is set to open in about two weeks. The 100-seat eatery plans to serve seafood and other Mediterranean cuisine. The facility can seat an additional 110 diners on an outdoor deck in warmer months. L'Escale can

accommodate 65 patrons in its bar and lounge.

A separate management team led by L'Escale owners Jean Denoyer, Rick Wahlstedt and Michael Capadona operate the bar and restaurant, which has its own entrance on the building's north side.

L'Escale provides food and beverages for the Delamar ballroom and 24-hour room service for the hotel. The restaurant will employ about 75 people. The Delamar hotel has about 50 employees.

See DELAMAR, Page A13

Delamar

■ Continued from Page A11

The ballroom holds as many as 300 people for weddings, banquets, corporate meetings and other functions. The hotel has a corporate boardroom where up to 12 people can meet.

Demand for events at the Delamar already is building.

"Every day, we have several tours of people looking to have their weddings here," Peters said.

The Delamar banquet facility fills a need for the local community, said Mary Ann Morrison, president and chief executive officer of the Greenwich Chamber of Commerce.

"It offers people another choice as to where they want to stay or have a function," Morri-

son said. "It's an ideal location for someone who wants to have a more intimate function. I am pleased that it is open. The owners went through a lot to get that facility back up."

The Delamar's 74 rooms and nine suites fills a niche at the high end of the spectrum, said Mary Woods, director of communications for the Norwalk-based Coastal Fairfield County Convention & Visitor Bureau.

"It is a prime waterfront location and offers a harborview getaway," Woods said of the Delamar.

Woods said the Delamar will complement small, high-end inns such as the Homestead in Greenwich and Inn at National Hall in Westport.

Qualifying for upscale status, rates at the Delamar range from

\$335 to \$355 a night double occupancy for land views, \$355 to \$385 for a room overlooking the harbor, \$475 for a junior suite and \$1,200 to \$1,500 for a Presidential Suite.

That top suite with water views contains a living room, dining room, outdoor terrace with table and chairs, bedroom with windows on two sides, small bathroom and master bathroom with shower, tub with Jacuzzi jet massage, twin marble sinks and separate toilet room.

By comparison, the average price of a hotel room in coastal Fairfield County is \$118, according to Hendersonville, Tenn.-based Smith Travel Research.

Despite the high rates, Weinstein expects the hotel to be fully booked soon, and to do signifi-

cant corporate business.

"I am extremely pleased with the reaction of the local companies to the hotel," he said. "Business is building nicely for the winter and spring months. We expect more demand for our rooms, especially as we get closer to the summer months."

Demand for the hotel's 600 feet of dock space also increases in summertime. It can handle yachts up to 165 feet long. The Delamar also will have a 35-foot boat that will take hotel guests on sunset cruises and might also acquire a yacht for dinner cruises, Weinstein said.

But one doesn't have to own a boat or book a room to see the Delamar up close. A public-access walkway lies between the docks and outdoor terraces.

The Delamar is not Weinstein's and Mallory's only hotel venture. They are partners in the Stamford-based real estate development firm Clearview Investment Management Inc., which plans to build the nine-suite Inn at Stonington Commons on the waterfront in Stonington in eastern Connecticut.

Weinstein and Mallory expect to build the inn, 30 waterfront condominiums and seven single-family homes by the summer of 2004. The project will include a restaurant and office space.

Clearview also owns waterfront office buildings in Stamford at 2187 Atlantic St. and 70 Seaview Ave.

— *The Delamar Greenwich Harbor's Web site is www.thedelamar.com.*