



Founded on relationships, proven through results.

HP Hotels was formed in 2002 and is one of the most highly respected companies in the industry today. Our executive leadership team is actively involved in strategic planning and day-to-day business operations and committed to maintaining HP's position as an industry leader.

Hilton Worldwide and IHG have selected HP Hotel Management as a preferred operator, approved to manage in their Upper-Upscale and Upscale segments. HP is also approved by Marriott International, Hyatt, Starwood, Choice Hotels International, Wyndham Worldwide and Carlson to manage in their Upper-Upscale, Upscale and Upper-Midscale segments.

HP's blend of innovation and experience is evidenced by the over 100 prestigious industry awards that the company has won. This, coupled with a strong track record of delivering value and positive financial results to our owners and partners makes the HP Hotels name synonymous with success.

OPERATIONS

REVENUE
MANAGEMENT

SALES AND
MARKETING

ACCOUNTING

HUMAN
RESOURCES

SUMMARY

- Hospitality ownership/management company, committed to excellence of service, resulting in maximized profitability and asset value for our clients/owners.
- Represent 11 different major franchise companies and currently in 12 states.
- Strong history of turning around problem assets due to being a systematic, strong strategic thinking and team-building organization.
- The HP Hotels success is the result of innovative systems, strategies and the quality of attained relationships with franchisers and owners.
- HP Hotels is committed to the success of the properties they manage. The company works with hotels to improve sales and marketing, assist with human resources, operational systems, food and beverage, asset enhancement, accounting and purchasing.
- HP Hotels is a leader among hotel companies based on overall performance related to Profitability, STR Index Results, and Guest Satisfaction.

BENEFITS

- Seamless connectivity for our owners/see 'real time' financial data on your dashboard
- We are a National Company, experienced in primary and secondary markets
- Quality & Consistent Management
- Franchise Preferred
- Bulk Pricing Discounts
- Human Resources
- Sales and Marketing
- Revenue Management
- 5 Offices across the country to best service your facilities

AREAS OF EXPERTISE

- Turn-Key Hotel Management
- Hotel Repositioning
- Premium Market Share
- Hotel Consulting Services
- Daily, Weekly, Monthly Financial Reporting via M3
- Lender Work-Outs
- Support to Loan Servicers/Special Servicers
- Franchise Compliance
- Franchise Liaison
- Acquisition Services
- Receivership
- Asset Management
- Maximize Profitability
- Human Resource Property Support
- Annual Business Planning
- Capital Improvement Planning
- Short-Term and Long-Term Agreements
- Render Exceptional Guest Service
- Distressed Property Revitalization
- New Property Development

OFFICERS



James M. Hines
Chairman



Charles Oswald
President & CEO



Kerry Ranson
Chief Development
Officer



Joseph Powers
Chief Financial Officer

COMPANY EXECUTIVES

Wendy Miranda, Vice President of Sales and Marketing

Jason LaBarge, Area Vice President of Operations

Bill Oliver, Corporate Director of Operations & Business Analysis

Ted Cobbs, Area Vice President of Operations

Stephanie Atkisson, Area Vice President of Sales and Marketing

Chris Gennardo, Area Vice President of Sales and Marketing

Cary Tew, Director of Human Resources

Neva Long, Director of Human Resources

Nena Laudani, Corporate Director of Revenue Management

David Horner, Senior Corporate Controller

AFFILIATIONS

Mike Hines

- Hilton Garden Inn Owners Advisory Chairperson
2011 - present

Charles Oswald

- Hilton Full Service Operations Council
- Barclays Bank Hotel Advisory Council
- AT&T/DirecTV Hospitality Advisory Board

Kerry Ranson

- Chairman of IHGOA Board - 2015
- IHG Owners Association
2004 - present
- Board Committee Chairman
2005 - present

Wendy Miranda

- Hilton Garden Inn Corporate Sales Committee 2012 - present
- IHG Brand IAHI Direct Sales Committee since 2009 - 2011
- Cambria Suites Brand Conference Planning Committee 2011

Stephanie Atkisson

- ABA Membership Advisory board 2009 - present

RECOGNITION

Top 3rd Party Management Company, Hotel Management

Top 3rd Party Management Company, Hotel Business

Top 100 Management Companies, Hotel Business

Top 100 Management Companies, Lodging Magazine

Top Hotel Companies, Hotel Management

Top Owners & Developers, Hotel Business

Top Owner & Operator, Lodging Hospitality

HOTEL AWARDS

Worldwide Hotel of the Year, Hilton Garden Inn Brand

Hilton Garden Inn, Cartersville, GA

Choice Gold Award

Comfort Suites, Birmingham, AL

Comfort Suites, Gastonia, NC

Choice Gold Award 4th Ranked hotel in Choice system

Comfort Suites, Pelham, AL

Development of the Year

Embassy Suites, Birmingham, AL

Hilton Garden Inn, Birmingham - Lakeshore, AL

Elite Management Company Award

Hotel Interactive

Hampton Circle of Excellence

Hampton Inn, Pell City, AL

Hotel of the Year

Hilton Garden Inn, Pineville, NC

IHG D.O.S. of the year

Holiday Inn Express, Birmingham, AL

IHG Quality Excellence Performance Award

Holiday Inn Express, Irondale, AL

Holiday Inn Express, Fultondale, AL

Platinum Award for Outstanding Achievement

Cambria Suites, Green Bay, WI

President's Award for Outstanding Achievement

Cambria Suites, Green Bay, WI

Quality Excellence Performer

Holiday Inn Express, Irondale, AL

Sleep Inn Hotel of the Year

Sleep Inn, Fleming Island, FL

Torch Bearer Award

Holiday Inn Express, Forest, MS

Holiday Inn Express, Forest, MS

Trip Advisor Award Ranked #3 BEST US Airport Hotels

Cambria Suites, Raleigh-Durham, NC

OUR SUCCESSES - PROVEN THROUGH RESULTS

Hilton Garden Inn West Little Rock, AR

133 Rooms
Suburban Location
Midwest Region



OPPORTUNITY

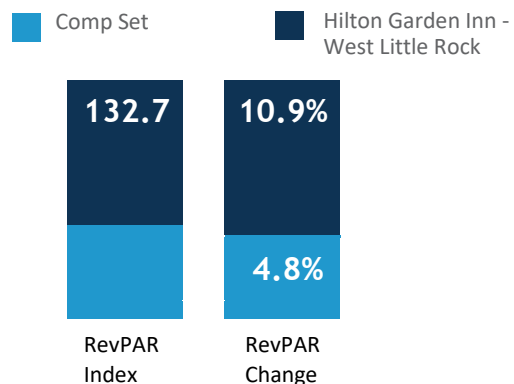
Ramp up new hotel that competes in submarket that has realized a 24% increase in new supply growth.

ACTION

- Executed HP Hotels detailed Systematic Approach & Planning Process:
 - Building hotel content to pre-sell in all distribution channels
 - Placing business cases to be accepted in RFP's before opening
 - Developing & executing detailed market segment strategy that was supported with detailed action steps for each segment
- Attracted, retained and grew a talented, performance-driven staff and management team, supported by a strong service culture, high product quality, and commitment to Brand Standards
- Foster a "You Can Count On Us" culture that enabled the sales team to build on a base of loyal clientele, while targeting new corporate and group accounts.

RESULTS

- Finished ranked #1 for RevPAR Growth Index at 125.6% for 2015
- Ranked #7 among all Hilton Garden Inns Worldwide
- As of July 2016, the property ranked #1 of 62 hotels on TripAdvisor for the entire Little Rock metro area
- As of June 2016, the Hilton Garden Inn ranks #1 on the HP Balanced Scorecard for overall performance across key metrics to include Revenue, Profit, Customer Experience, and Team Member Experience



Hotel outpaced fair share for RevPar Index in less than 6 months from opening & for 2016 was 2 of 8 in RevPar ranking

[CLICK HERE TO READ MORE ABOUT OUR SUCCESSES!](#)

PROPERTY EXPERIENCE

HP Hotels has a vast amount of experience with a diverse range of products. Our organization has and continues a solid track record based on profitability, guest satisfaction and dominant market performance. HP Hotels consistently outperforms and surpasses brand benchmarks year in and year out; due to that, HP Hotels is recognized as an approved management company for Hilton, Starwood, IHG, Choice and Wyndham.

Since inception, HP Hotel Management Inc. has managed over 93 properties and is currently managing and operating 37 properties.

With over 4500 rooms under management, HP has the experience to operate any property anywhere.

CURRENT PORTFOLIO			
Brand	Hotel Name	City, State	No. of Rooms
Best Western	Best Western Plus	Dania Beach, FL	155
Choice	Cambria Suites	Madison, WI	121
Choice	Cambria Suites – Raleigh	Morrisville, NC	103
Choice	Comfort Suites Northlake	Charlotte, NC	104
Choice	Comfort Suites	Runnemede, NJ	142
Hilton	Double Tree – Columbia	Columbia, SC	237
Hilton	Double Tree Suites Airport	Oklahoma City, OK	134
Hilton	Hampton Inn & Suites	Concord, NC	125
Hilton	Hampton Inn – Uptown	Charlotte, NC	149
Hilton	Hilton – Nashville Airport	Nashville, TN	383
Hilton	Hilton – Melbourne	Melbourne, FL	237
Hilton	Hilton Garden Inn	Cartersville, GA	108
Hilton	Hilton Garden Inn	Gainesville, GA	118
Hilton	Hilton Garden Inn	Rock Hill, SC	127
Hilton	Hilton Garden Inn	Pineville, NC	112
Hilton	Hilton Garden Inn	Oklahoma City, OK	113
Hilton	Hilton Garden Inn Conway	Conway, AR	103
Hilton	Hilton Garden Inn Kansas City	Kansas City, KS	147
Hilton	Hilton Garden Inn North	Charlotte, NC	112
Hilton	Hilton Garden Inn Uptown	Charlotte, NC	181
Hilton	Hilton Garden Inn West Little Rock	Little Rock, AR	133
Hilton	Home2 Suites	Conway, AR	83
Hilton	The Campbell House Curio	Lexington, KY	250
Hilton	Hilton	Nashville, TN	383

CURRENT PORTFOLIO, CONTINUED

Brand	Hotel Name	City, State	No. of Rooms
IHG	Holiday Inn Express	New Orleans, LA	129
Marriott	Fairfield Inn & Suites (Newbuild)	Columbus, IN	96
Marriott	Towne Place Suites Homewood	Birmingham, AL	126
Marriott	Sheraton	New Orleans, LA	181
G6	Studio 6 & Motel 6	Augusta, GA	166
G6	Studio 6	Chamblee, GA	120
G6	Motel 6	Columbus, GA	137
G6	Motel 6	Greenville, SC	159
G6	Studio 6	Savannah, GA	157

TECHNICAL SERVICES / ACCOUNTING / REVENUE MANAGEMENT

Best Western	Best Western Plus	Doral, FL	103
Choice	Sleep Inn & Suites	Columbus, IN	78
Hilton	Hampton Inn & Suites	Waterloo, IA	101
Hilton	Hampton Inn Rapid City	Rapid City, SD	82
Hilton	Hampton Inn & Suites	Leeds, AL	105
Hilton	Hilton Garden Inn Cedar Falls	Cedar Falls, IA	113
IHG	Candlewood Suites	Alabaster, AL	88
Independent	Hotel Finial	Anniston, AL	105
LaQuinta	LaQuinta Inn & Suites	Columbus, IN	72
Marriott	Four Points by Sheraton	Coral Gables, FL	103
Marriott	Springhill Suites	Coral Gables, FL	112
Wyndham	Microtel Rapid City	Rapid City, SD	76
Wyndham	Baymont Inn & Suites	Miami, FL	92

PIPELINE PROPERTIES

IHG	Hotel Indigo (new build)	Starkville, MS	100
Independent	Independent Boutique	New Orleans, LA	170
Hilton	Curio Resort (new build)	Caribbean – Roatan	200
Hilton	Double Tree	Confidential	417
Hyatt	Hyatt Place (new build)	Urban Southern Market	220

PAST EXPERIENCE OF HP HOTELS AND OUR HP EXECUTIVES

Brand	Hotel Name	City, State	No. of Rooms
Best Western	Best Western	Auburn, AL	115
Best Western	Best Western	Windsor, CT	120
Best Western	St. Christopher Best Western	New Orleans, LA	108
Carlson	Radisson Austin Towne Lake	Austin, TX	420
Carlson	Radisson West Palm Beach	West Palm Beach, FL	175
Choice	Cambria Suites	Savannah, GA	97
Choice	Cambria Suites	Green Bay, WI	127
Choice	Cambria Suites	Madison, WI	121
Choice	Cambria Suites	Oklahoma City, OK	134
Choice	Comfort Inn Irondale	Irondale, AL	83
Choice	Comfort Suites	Grayslake, IL	108
Choice	Comfort Suites	Fultondale, AL	75
Choice	Comfort Suites	Pelham, AL	75
Choice	Comfort Suites	Gastonia, NC	109
Choice	Comfort Suites	Johnson Creek, WI	100
Choice	Comfort Suites	Meriden, CT	104
Choice	Comfort Suites	Newport News, VA	105
Choice	Comfort Suites	Stratford, CT	82
Choice	Econo Lodge Westbank	Gretna, LA	100
Choice	Maison St. Charles Hotel & Suites	New Orleans, LA	130
Choice	Quality Inn	Huntsville, AL	67
Choice	Quality Inn & Suites Westbank/ Gretna	Gretna, LA	209
Choice	Sleep Inn & Suites	Orange Park, FL	90
Hilton	DoubleTree Hotel Denver North	Westminster, CO	180
Hilton	Embassy Suites – St Louis Airport	Bridgeton, MO	159
Hilton	Embassy Suites Chicago	Schaumburg, IL	209
Hilton	Embassy Suites Hoover	Hoover, AL	104
Hilton	Embassy Suites Phoenix – North	Phoenix, AZ	108

PAST EXPERIENCE (continued)

Hilton	Hampton Inn	Fairhope, AL	89
Hilton	Hampton Inn	Arkadelphia, AR	82
Hilton	Hampton Inn	Attala, AL	69
Hilton	Hampton Inn	Corydon, IN	74
Hilton	Hampton Inn	Destin, FL	89
Hilton	Hampton Inn	Fultondale, AL	75
Hilton	Hampton Inn	Gadsden, AL	100
Hilton	Hampton Inn	Little Rock, AR	120
Hilton	Hampton Inn	Memphis, TN	131
Hilton	Hampton Inn	North Little Rock, AR	121
Hilton	Hampton Inn	Pell City, AL	75
Hilton	Hampton Inn	Waterbury, CT	91
Hilton	Hampton Inn – Metairie	Metairie, LA	111
Hilton	Hampton Inn & Suites	East Point, GA	107
Hilton	Hampton Inn Irondale	Irondale, AL	100
Hilton	Hampton Lakeshore	Birmingham, AL	100
Hilton	Hilton Birmingham	Birmingham, AL	208
Hilton	Hilton Garden Inn – Midtown OKC	Oklahoma City, OK	107
Hilton	Hilton Garden Inn	Beaumont, TX	125
Hilton	Hilton Garden Inn	Aiken, SC	92
Hilton	Hilton Garden Inn	Elkhart, IN	85
Hilton	Hilton Garden Inn	Nanuet, NY	88
Hilton	Hilton Garden Inn Atlanta Sugarloaf	Duluth, GA	122
Hilton	Hilton Garden Inn Columbus	Columbus, GA	120
Hilton	Hilton Garden Inn Palm Beach Gardens	Palm Beach Gardens, FL	175
Hilton	Hilton Garden Inn Research Triangle Park	Durham, NC	175
Hilton	Hilton Garden Inn Suffolk	Suffolk, VA	150
Hilton	Hilton Garden Inn Tampa East / Brandon	Tampa, FL	152
Hilton	Hilton Garden Inn Tampa North	Tampa, FL	148
Hilton	Hilton Garden Inn Tuscaloosa	Tuscaloosa, AL	208

PAST EXPERIENCE (continued)

Hilton	Hilton Garden Inn – Lakeshore	Homewood, AL	95
Hilton	Hilton Garden Inn – Liberty Park	Vestavia Hill, AL	130
Hilton	Hilton Garden Inn – Lithia Springs	Lithia Springs, AL	112
Hilton	Hilton Melbourne Rialto Place	Melbourne, FL	237
Hilton	The Admiral Curio, a Collection by Hilton	Mobile, AL	163
Hyatt	Hyatt Place Alpharetta	Alpharetta, GA	126
Hyatt	Hyatt Place Charlotte	Charlotte, NC	126
Hyatt	Hyatt Place Dallas	Dallas, TX	126
Hyatt	Hyatt Place Greenville	Greenville, SC	126
Hyatt	Hyatt Place Roanoke	Roanoke, VA	126
Hyatt	Hyatt Place Topeka	Topeka, KS	126
Hyatt	Hyatt Place West Palm Beach	West Palm Beach, FL	175
Hyatt	Hyatt Regency Dallas	Dallas, TX	1,122
Hyatt	Hyatt Regency Tampa	Tampa, FL	517
IHG	Crowne Plaza Milwaukee Airport	Milwaukee, WI	199
IHG	Crowne Plaza Phoenix	Phoenix, AZ	248
IHG	Holiday Inn	Pearl, MS	100
IHG	Holiday Inn Cincinnati Airport	Erlanger, KY	306
IHG	Holiday Inn Express	Baker, LA	85
IHG	Holiday Inn Express	Clinton, MS	77
IHG	Holiday Inn Express	Forest, MS	62
IHG	Holiday Inn Express	Fultondale, AL	75
IHG	Holiday Inn Express	Gadsden, AL	70
IHG	Holiday Inn Express	Irondale, AL	100
IHG	Holiday Inn Express	Matthews, NC	70
IHG	Holiday Inn Express	Mobile, AL	100
IHG	Holiday Inn Express	Mountain Brook, AL	96
IHG	Holiday Inn Express	Pell City, AL	82
IHG	Holiday Inn Express	Swansea, MA	82

PAST EXPERIENCE (continued)

IHG	Holiday Inn Express	North Little Rock, AR	70
IHG	Holiday Inn Express & Suites New Orleans Airport	St. Rose, LA	136
IHG	Holiday Inn Express Irondale	Irondale, AL	108
IHG	Holiday Inn Express North Little Rock	Little Rock, AR	70
IHG	Holiday Inn Fort Smith	Fort Smith, AR	255
IHG	Holiday Inn Fresno Downtown Convention Center	Fresno, CA	197
IHG	Holiday Inn Gurnee	Gurnee, IL	210
IHG	Holiday Inn Homewood	Birmingham, AL	108
IHG	Holiday Inn Peachtree City	Peachtree City, GA	88
IHG	Holiday Inn Rolling Meadows	Rolling Meadows, IL	420
Independent	Atlanta Airport Hotel	Hapeville, GA	190
Independent	Callaway Gardens Resort & Golf	Pine Mountain, GA	900
Independent	Chancellor Hotel	Fayetteville, AR	207
Independent	Partridge Inn	Augusta, GA	144
Independent	Pontchartrain Hotel	New Orleans, LA	110
Independent	South Beach Hotel & Suites Biloxi	Biloxi, MS	100
Marriott	Aloft	Oklahoma City, OK	134
Marriott	SpringHill Suites by Marriott	Newnan, GA	82
Marriott	Courtyard by Marriott Atlanta Airport West	East Point, GA	128
Marriott	Courtyard by Marriott Atlanta Buckhead	Atlanta, GA	181
Marriott	Courtyard by Marriott Atlanta Decatur	Decatur, GA	184
Marriott	Courtyard by Marriott Charleston	Charleston, SC	176
Marriott	Courtyard by Marriott Nashville	Nashville, TN	220
Marriott	Marriott Birmingham	Birmingham, AL	306
Marriott	Residence Inn Atlanta Midtown	Atlanta, GA	160
Marriott	SpringHill Suites	Green Bay, WI	127
Marriott	Aloft Charlotte Uptown	Charlotte, NC	180
Marriott	Four Points – Biloxi	Biloxi, MS	195
Marriott	Four Points by Sheraton	Metairie, LA	224
Marriott	Four Points by Sheraton Tallahassee	Tallahassee, FL	100
Marriott	Sheraton Atlanta Airport – Atlanta, GA	Atlanta Airport	396

PAST EXPERIENCE (continued)

Marriott	Sheraton Crescent Hotel Phoenix	Phoenix, AZ	342
Marriott	Sheraton Metairie	Metairie, LA	181
Wyndham	Days Inn New Orleans Airport	Kenner, LA	166
Wyndham	Ramada Plaza Milwaukee Airport Hotel & Convention Center	Milwaukee, WI	163
Wyndham	Wingate Inn	Atlanta, GA	103
Wyndham	Wingate Inn	Birmingham, AL	100
Wyndham	Wingate Inn	Dallas, TX	100
Wyndham	Wyndam Garden Inn	Columbus, GA	88
	Charles Oswald – Atlanta Market Leader for Interstate Hotels & Resorts	23 Atlanta Metro Properties	
	Charles Oswald – Raleigh Market Leader for Interstate Hotels & Resorts	15 Raleigh Metro Properties	