



Founded on relationships, proven through results.

Founded in 2002, HP Hotels has become one of the most highly respected management companies in the industry. 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 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, 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.

Choosing a partner to manage your hotel is probably the single most important decision an owner can make. At HP Hotels, your business is our business. We understand your expectations and apply our expertise and resources to maximize the return on your investment. We maximize hotel market share performance, and run smart and efficient operating margins, all while delivering an excellent guest experience. Our comprehensive third-party management services support all hotel service types including Independent, Lifestyle, Full-service, Resort, Select-service and Extended Stay properties.

OPERATIONS

**REVENUE
MANAGEMENT**

**SALES AND
MARKETING**

ACCOUNTING

**HUMAN
RESOURCES**

SUMMARY

- Hospitality management & development company, committed to excellence toward maximizing results and increasing asset value for our clients/owners.
- Nationally recognized by more than 11 major franchise companies, managing in more than 15 states and the Caribbean.
- Proven history of turning around problem assets through implementation of innovative systems that are process-oriented with strategic thought processes.
- Experts in franchise relations and negotiations.
- Committed to your success, HP Hotels' team leverages our subject matter expertise in sales and marketing, human resources, operational systems, food and beverage, asset enhancement, accounting and purchasing to deliver superior results.
- Industry leading performance in Profitability, STR Index Results, Guest Satisfaction and Team Member Engagement

BENEFITS

- Seamless connectivity for our owners to see real-time, dynamic financial data in a dashboard setting.
- National Presence, with experience in primary and secondary markets
- Vision with Execution
- Franchise Preferred
- Human Resources
- Sales and Marketing
- Revenue Management
- Accounting/Finance
- 4 Offices across the country to best service your facilities

AREAS OF EXPERTISE

- Turn-Key Hotel Management
- JV Partnership Capability
- Hotel Repositioning
- Hotel Consulting Services
- Dynamic Financial Reporting via M3 Accounting and Business Intelligence systems
- Support for Lender Work-Outs
- Support to Loan Servicers/Special Servicers
- Franchise Compliance
- Franchise Liaison
- Acquisition Consulting
- Receivership Support
- Asset Management Consulting
- Maximize Profitability
- Human Resource Property Support
- Annual Business Planning
- Capital Improvement Planning & Execution
- Customer-Friendly Agreements
- Exceptional Guest Service
- Distressed Property Revitalization
- New Property Development

OFFICERS



James M. Hines
Chairman



Kerry Ranson
Chief Executive
Officer



Joseph Powers
Chief Financial
Officer

COMPANY EXECUTIVES

Jason LaBarge, Senior Vice President of HP Hotels

Jeff Burns, Chief Investment & Development Officer

Ed Robison, Senior Vice President Owner Relations & Development

Chris Gennardo, Senior Vice President of Sales and Marketing/RM

Nancy Obstler, Area VP of Sales & Marketing/Revenue Management

Neva Long, Vice President of Human Resources

Mark Alvarez, Regional Director of Operations

Jared Bunch, Regional Director of Operations

Ashley Sheffield, Corporate Controller

AFFILIATIONS

Kerry Ranson

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

Mike Hines

- Hilton Garden Inn Owners
Advisory Council
2011 – 2019

Jason LaBarge

- Hilton Focus & Suites Brands –
Operations Focus Group
2020 – present

Chris Gennardo

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

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 (a short sampling)

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

Development of the Year

Embassy Suites, Birmingham, AL

Hilton Garden Inn, Birmingham - Lakeshore, AL

Elite Management Company

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

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

PROPERTY EXPERIENCE

HP Hotels' touches a vast array of brands and product types. That performance has led to HP Hotels becoming an approved management company for Hilton, Marriott, IHG, Choice and Wyndham.

With 28 properties & over 3,300 rooms under management, HP has the experience to operate any property, anywhere.

In every endeavor we undertake, HP Hotels provides services that are distinctly superior. From our very first hotel project, to today's thriving company, HP Hotels provides top-quality management and development services to the hospitality industry. We operate under a simple yet powerful business philosophy: At HP Hotels, experience matters. We believe in driving results for clients through a proven, balanced scorecard approach to hospitality management. Our performance-based culture creates an atmosphere where talented people are provided with the tools, processes, and guidance to deliver excellence in hotel operations, profitability, revenue management, finance and guest service.

CURRENT PORTFOLIO			
Brand	Hotel Name	City, State	No. of Rooms
Choice	Cambria Suites Raleigh-Durham Airport	Morrisville, NC	103
Hilton	Hilton Garden Inn Cartersville	Cartersville, GA	108
Hilton	Hilton Garden Inn Gainesville	Gainesville, GA	118
Hilton	Hampton Inn Peachtree City	Peachtree, GA	61
Hilton	Hampton Inn Woodstock	Woodstock, GA	60
Hilton	Hampton Inn & Suites Speedway	Concord, NC	125
Hilton	Hampton Inn – Uptown Charlotte	Charlotte, NC	149
Hilton	Hilton Garden Inn Charlotte North	Charlotte, NC	112
Hilton	Hilton Garden Inn Charlotte Pineville	Charlotte, NC	112
Hilton	Hilton Garden Inn Rock Hill	Rock Hill, SC	127
Hilton	Hilton Garden Inn – Uptown Charlotte	Charlotte, NC	181
Hilton	Doubletree Columbia	Columbia, SC	237
Hilton	Hilton Garden Inn Oklahoma City	Oklahoma City, OK	113
Hilton	Hilton Garden Inn Conway	Conway, AR	103
Hilton	Hilton Garden Inn West Little Rock	Little Rock, AR	133
Hilton	Home2 Suites by Hilton Conway	Conway, AR	83
Hilton	The Redmont Hotel – Curio Collection	Birmingham, AL	120
Hilton	The Kelly Hotel – Tapestry Collection	Birmingham, AL	92
Hilton	The St. James Hotel – Tapestry Collection	Selma, AL	55
Hilton	Hampton Inn Birmingham-Colonnade 280	Birmingham, AL	131
Hilton	Hilton Garden Inn Baton Rouge Airport	Baton Rouge, LA	131
IHG	Holiday Inn Express – Downtown New Orleans	New Orleans, LA	135
IHG	Hotel Indigo New Orleans – French Quarter	New Orleans, LA	143

CURRENT PORTFOLIO, continued

Marriott	Fairfield Inn & Suites Woodstock	Woodstock, GA	82
Marriott	Marriott Courtyard Cartersville	Cartersville, GA	118
Independent	The Lucky Inn	New Orleans, LA	30

PIPELINE PROPERTIES (Coming Soon!)

Hilton	The Mercantile Hotel – Tapestry Collection (reno)	New Orleans, LA	109
Hilton	Motto New Orleans (new build)	New Orleans, LA	170
Hilton	Curio Resort (new build)	Caribbean – Roatan	200
Hilton	Hilton Sun-Trust Park (new build)	Atlanta, GA	250
Marriott	Le Meridien	St. Louis, MO	97
Marriott	Four Points	Peoria, IL	323

PREVIOUS EXPERIENCE OF HP HOTELS AND OUR HP EXECUTIVES

HP Hotels' previous market dominance touched a vast array of brands and product types including Hilton, Marriott, IHG, Choice, Best Western, Carlson, Wyndham, G6 and Independent Hotels.

Since inception, HP Hotel Management Inc. has managed over 155 properties. A detailed list is available upon request.