

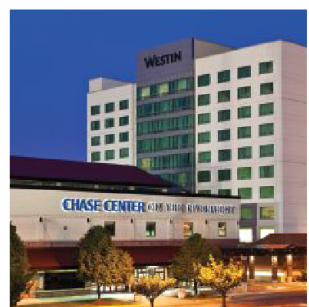
## NEW CASTLE HOTELS & RESORTS



- ▶ TOTAL ROOMS MANAGED: **3,457**
- ▶ TOTAL PROPERTIES MANAGED: 22
- ▶ THIRD-PARTY ROOMS MANAGED: 724
- ▶ THIRD-PARTY PROPERTIES MANAGED: 7
- ▶ TOTAL GROSS REVENUE: \$182,700,000
- ▶ CONTACT NAME: Bryan Woodhouse
- ▶ EMAIL: bwoodhouse@newcastlehotels.com
- ▶ PROPERTY SHOWN: The Westin Jekyll Island, Jekyll Island, Ga.

Shelton, Conn.-based New Castle Hotels & Resorts is an independent, third-party hotel manager, owner, and developer whose growing portfolio spans 10 states and three Canadian provinces. The privately held company was established in 1980 and is a preferred operator for diverse brands within the Marriott International, Hilton Worldwide, and Starwood Hotels & Resorts Worldwide families.

## PM HOTEL GROUP



- ▶ TOTAL ROOMS MANAGED: **6,593**
- ▶ TOTAL PROPERTIES MANAGED: 36
- ▶ THIRD-PARTY ROOMS MANAGED: 6,593
- ▶ THIRD-PARTY PROPERTIES MANAGED: 36
- ▶ TOTAL GROSS REVENUE: \$260 million
- ▶ CONTACT NAME: Joseph Bojanowski
- ▶ EMAIL: jbojanowski@pmhotelgroup.com
- ▶ PROPERTY SHOWN: The Westin Wilmington, Wilmington, Del.

PM Hotel Group is an award-winning, independent hotel management company, operating full-service and select-service hotels in the Hilton, Starwood, Marriott, IHG, and Choice families of brands. Celebrating its 20-year anniversary, the company's expertise covers all aspects of hotel operations. Based in Washington, D.C., PM Hotel Group has participated in the development and acquisition/renovation of dozens of hotels with a market capitalization in excess of \$1.3 billion. PM Hotel is an approved management company for all leading hotel brands.

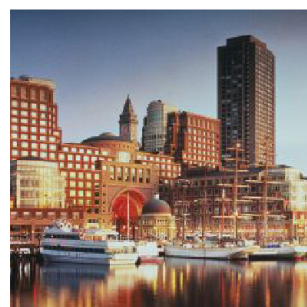
## PARAMOUNT HOTEL GROUP



- ▶ TOTAL ROOMS MANAGED: **1,980**
- ▶ TOTAL PROPERTIES MANAGED: 16
- ▶ THIRD-PARTY ROOMS MANAGED: 1,980
- ▶ THIRD-PARTY PROPERTIES MANAGED: 16
- ▶ TOTAL GROSS REVENUE: \$58 million
- ▶ CONTACT NAME: Ethan Kramer
- ▶ EMAIL: ekramer@paramounthotelgroup.com
- ▶ PROPERTY SHOWN: Aloft Lexington, Lexington, Mass.

Paramount Hotel Group (PHG), based in Fairfield, N.J., manages individual assets and portfolios of select-service and full-service hotels. As an approved operator for the major hotel brands, Paramount provides comprehensive owner services to capital partners. With a skilled team of industry professionals, Paramount excels in the investment analysis on hotel acquisitions, driving revenue, and producing superior operating margins for high net worth and institutional investor owners. In aligning its efforts with owner objectives, PHG has an exceptional record of producing significant investment returns for owners.

## PYRAMID HOTEL GROUP



- ▶ TOTAL ROOMS MANAGED: **16,764**
- ▶ TOTAL PROPERTIES MANAGED: 67
- ▶ THIRD-PARTY ROOMS MANAGED: 16,764
- ▶ THIRD-PARTY PROPERTIES MANAGED: 67
- ▶ TOTAL GROSS REVENUE: \$1,143,042,592
- ▶ CONTACT NAME: John Hamilton
- ▶ EMAIL: jhamilton@pyramidhotelgroup.com
- ▶ PROPERTY SHOWN: The Boston Harbor Hotel, Boston, Mass.

A privately-owned, Boston-based hotel and resort management company with more than 35 years of experience, the Pyramid Hotel Group provides hotel management, asset management, and project management services to a variety of hotel assets, ranging from a 90-room select-service property to a 1,000-room convention hotel. Pyramid is a franchisee of numerous major hotel brand companies and an operator of Independent four-star and five-star hotels and resorts.

### PRO TIP

## USE A REVENUE MANAGEMENT SYSTEM (RMS).

"Utilizing an RMS illustrates a deliberate approach to maximizing revenue," says Lee Weeks, CEO, Coral Hospitality. "Additionally, using a proven system can produce tangible results, driving

incremental revenue."

Doug Dreher, CEO of The Hotel Group, adds, "Management companies that prioritize revenue management services give their clients a distinct

competitive advantage. By having explicit knowledge of the hotel, its market, and its competitors, a revenue manager can better interpret data and use it in a more effective strategy."