



CAPABILITIES 2024



TPG INTRODUCTION

SECTION ONE

Introduction





TPG HOTELS
PROCACCIANTI COMPANIES



TPG Hotels & Resorts is a premiere, full-service hospitality management company grounded in efficiency and guest experience, offering four decades of unparalleled expertise.

With above-market performance, they are one of the largest and most widely respected operation and management firms in the county. TPG Hotels & Resorts is one of the top 10 largest hotel operators in the United States and is an affiliate of Procaccianti Companies, a privately-held real estate investment and management firm based in the United States.



TPG HOTELS
PROCACCIANTI COMPANIES



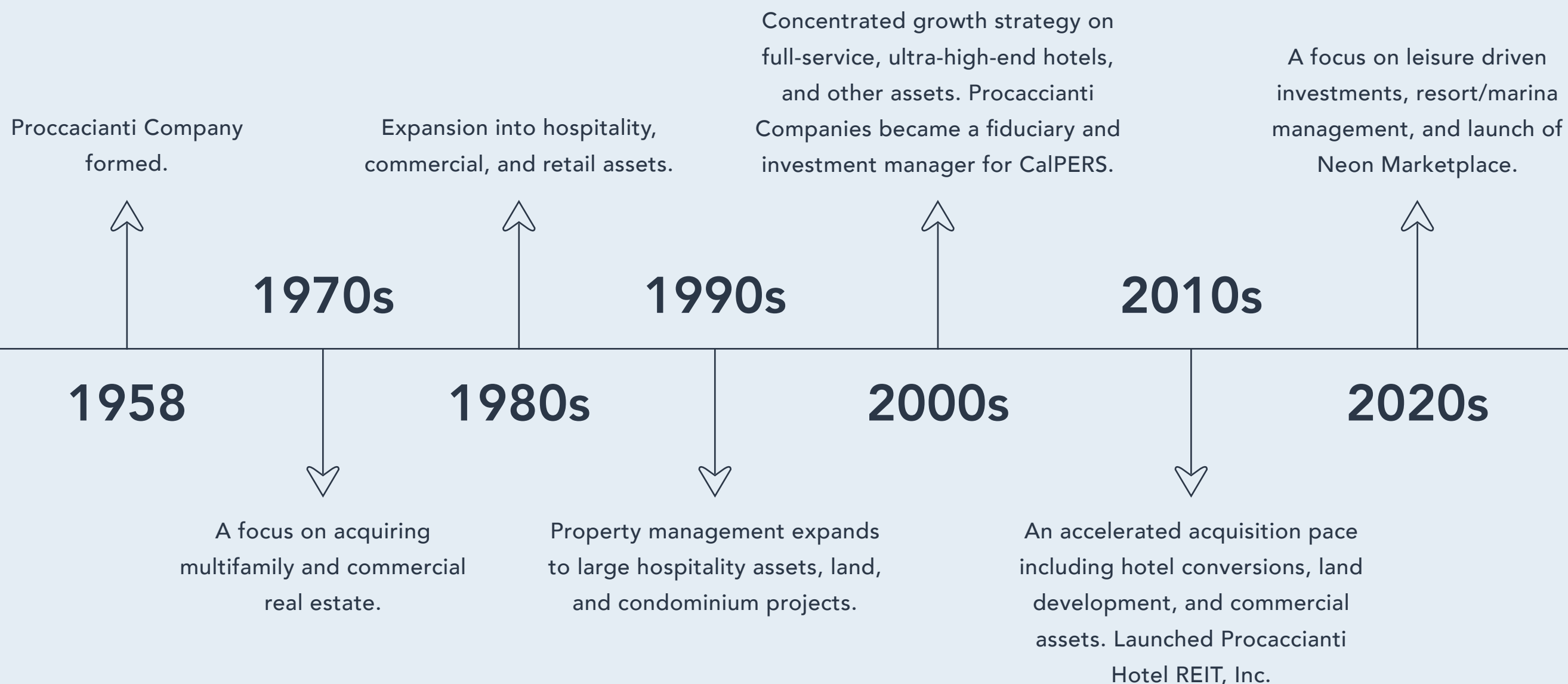
Procaccianti Companies, Inc., one of the largest, most diversified privately-held real estate investment and services firms in the United States.

The Company, founded in 1958, is a vertically integrated organization with multiple performance-driven operating companies and affiliates, each focused on specific real estate disciplines which deliver services and solutions to all types of investment real estate. Over the past six decades the Company has developed, acquired, financed, or managed billions of real estate transactions in more than 300 cities across 42 states coast to coast. Procaccianti Companies has acquired interests in, and developed all types of real estate (in nearly 1,000 debt or equity transactions) with a focus in recent decades towards upscale mixed-use developments and high-quality hospitality sector investments and marinas.



TIMELINE

Six Decades of Investment Success





OVERVIEW

Vertically Integrated, Top to Bottom

We understand how crucial it is for every piece of the puzzle to work together. Procaccianti offers the unique opportunity to access its vertically integrated platform of in-house operating companies and affiliates, specializing in hospitality management, construction management, property management, purchasing, parking management, and asset management.





VERTICALLY INTEGRATED PLATFORM



Approved operator of all major hotel brands, TPG Hotels & Resorts is a top 10 management firm approaching 600 hotels and over 65,000 guestrooms to its resume.

TPGhotelsandresorts.com



A full-service development and construction management firm with over \$3.5 billion in new construction, renovations, adaptive re-use and repositionings to its credit.

TPGdevcon.com



Provata Asset Management provides brand-agnostic asset management solutions across all sectors to owners and third party management firms.

Contact us for more information



A full-service marina acquisition and management platform offering slips, service, and storage at multiple marinas on the eastern seaboard including an emerging yacht brokerage.

TPGMarinas.com



OVERVIEW

Brand Experience



Historically, one of the largest US operators

Multiple advisory council positions

Repeat award recipient

40 years of brand experience



Top operator of Hilton brands

'Developer of the Year' recipient

Recipient of multiple service awards

40 years of brand experience



One of the first approved operators

'Renovation of the Year' recipient

Developer of multiple hotels

15+ years of brand experience



One of the first operators for InterContinental brand

'Developer of the Year' recipient

Recipient of multiple service and renovation awards

30+ years of brand experience



BRAND EXPERIENCE

Includes but not limited to the following:





Branded Full-Service

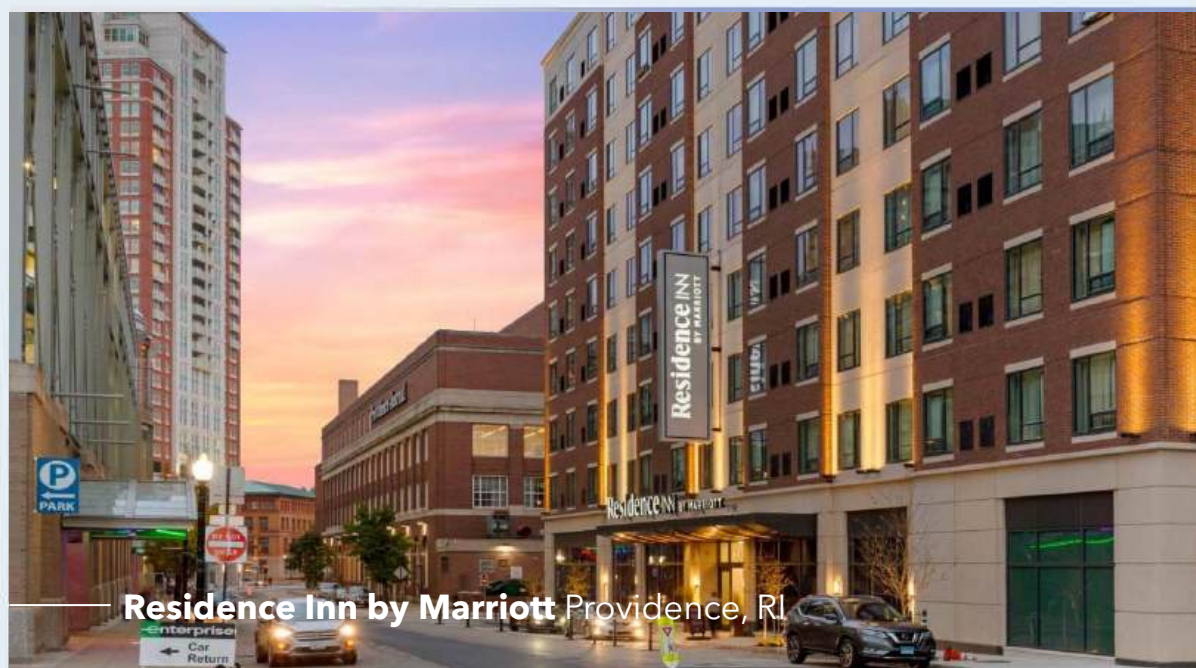
by TPG Hotels and Resorts





Branded Select-Service

by TPG Hotels and Resorts



Residence Inn by Marriott Providence, RI



AC by Marriott DC Convention Center Washington, DC



Residence Inn by Marriott Decatur, GA



Staybridge Suites St. Petersburg, FL



Independents

by TPG Hotels and Resorts

INTERA
COLLECTION



Champlin's Resort & Marina New Shoreham, RI



One11 French Quarter Hotel New Orleans, LA



Mill Falls Resort at the Lake Meredith, NH



Chatham Wayside Inn Chatham MA



TPG MANAGEMENT

SECTION TWO

Management





Integrated Approach to Hospitality Management



OPERATIONS EXCELLENCE

Best practices are upheld throughout all levels of the organization, from housekeeping to food and beverage and all guest facing services.

EMPLOYEE/GUEST RELATIONSHIP

TPG prides itself on hiring, and retaining, the very best talent available. Our passionate staff work together to create unforgettable and unmatched experiences for our guests.



ACCOUNTING & FINANCE

Strategic, replicable and systematic, our team brings decades of experience to managing the nuances of hospitality finance, tax management, payroll, insurance, and procurement.

YIELD MANAGEMENT

Continuously book the best rate, at the right time, again and again. Revenue and rate management are key to an establishment's success.





PEOPLE | PROCESS | RESOURCES



EXPERIENCED AND TENURED LEADERSHIP

NAME	TITLE	EXPERIENCE	YEARS WITH FIRM
EXECUTIVE COMMITTEE, PRINCIPALS			
James A. Procaccianti	President, CEO, Principal	45	45
Elizabeth A. Procaccianti	Chief Operations Officer, Principal	37	35
Gregory D. Vickowski	Chief Financial Officer, Principal	35	32
Robert Leven	Chief Investment Officer, Principal	30	20
Mark Bacon	Chief Construction Officer, Principal	37	37
	Average	37	34
SENIOR LEADERSHIP AND MANAGEMENT TEAM			
Ben Perelmuter	President / COO, TPG Hotels & Resorts	24	1
Mike Marshall	CEO, TPG Hotels & Resorts	32	32
Tim Muir	Chief Development Officer	30	2
Ron Hadar	General Counsel	25	7
Scott McMahon	Executive Vice President, Development	25	20
Peter Ziegler	Senior Vice President, Asset Management	13	13
Michael Voccola	Corporate Vice President, Assistant General Counsel	35	20
Nathan Paquet	Executive Vice President, Finance	21	12
Andrew Meservey	Vice President, Controller	28	14
William Walker	Vice President, Asset Management	30	25
Ralph V Izzi Jr.	Vice President, Corporate Marketing and Public Affairs	30	18
Kimberly Benevides	Vice President, Fund Accounting and Family Office	35	30
Michael Brown	Vice President, Business Intelligence	28	22
Ryan Minton	Senior Vice President, Human Resources	30	1
Dara Morreo	Vice President, Human Resources	32	15
Bryan Mailloux	Vice President, Sales and Marketing	23	2
	Average	27	15



TEAM OVERVIEW

Senior Operations Leadership

**BEN PERELMUTER***President/Chief Operating Officer*

Ben Perelmutter is the President and Chief Operating Officer of TPG Hotels & Resorts. He is responsible for overseeing the operational performance of TPG's entire hospitality portfolio and reports to the Procaccianti Companies Executive Committee. Prior to joining TPG Hotels & Resorts, Ben served as Divisional President of Aimbridge Hospitality and was responsible for managing the operational performance of more than 400 properties across all major brands within the United States, as well as assisting in the execution of 10 mergers and acquisitions of competitive hospitality management companies.

**MICHAEL P. MARSHALL***Chief Executive Officer*

CEO Michael P. Marshall literally grew up in the hotel business. Throughout his 35-plus-year career, he has worked in virtually every position within a hotel, overseeing the company's current portfolio of managed properties. He has managed, worked at, invested in, and developed more than 175 properties in his career, which gives him the understanding to look at an issue from the worker's, operator's, and owner's point of view to determine the best solution.

**DAVID HARVILL***Executive Vice President of Finance*

A 33-plus-year hospitality veteran, Dave Harvill brings valuable property, regional, and corporate level experience from several respected hotel companies and privately held hotel ownership, management, and consultancy groups. In his current role, he is responsible for the entire accounting discipline for the firm's property operations, training, audit, information technology, and consulting. Prior to joining the company he held a variety of industry finance positions, including property controller, area controller, regional controller, and assistant corporate controller.



TEAM OVERVIEW

Business Development

**TIM MUIR***Chief Development Officer*

Muir has been a leader in the hospitality, franchise sales/development, and food/beverage business for over 36 years. He grew working at Bally's Hotel Casino and Harrah's Hotel Casino. Since 2014, Muir has served on the board of directors of the William F. Harrah College of Hotel Administration at the University of Nevada Las Vegas Hotel School. He also studied at the École hôtelière hotel and culinary school in Lausanne, Switzerland. Muir has invested 30 years of his career building his personal relationships with the Franchise Development Teams at IHG, Hyatt, Marriott, Wyndham, Choice, Hilton, and Best Western.

**SCOTT MCMAHON***Executive Vice President of Development*

Scott McMahon is a 25-year hotel industry veteran who has played a key role throughout his career in successfully turning around underperforming hotels. McMahon coordinates third-party management agreements and owner relations, negotiates franchise agreements, and assists lenders and owners on hotel sales, site selection, financing, and new build developments. Prior to joining TPG Hotels & Resorts, he negotiated and executed over 150 management agreements, including numerous hotels in the top MSA markets on the east coast during his tenure with Marshall Hotels & Resorts, Inc.

**EVAN MORICK***Senior Vice President of Development*

Evan Morick joined TPG Hotels & Resorts in April 2014 as Senior Vice President of Development, Eastern Region. Morick brings over 24 years of experience in hotel acquisitions, dispositions, management, and development. Prior to TPG, Morick led the development growth efforts for Kokua Hospitality (a subsidiary of The Chartres Lodging Group), serving as its Vice President of Development. Morick has held various positions in hotel management and acquisition companies, including Rim Hospitality, Hilton Worldwide, Alcor Acquisitions (a Blackstone Group subsidiary), and MeriStar Hospitality Corporation.



TEAM OVERVIEW

Accounting & Finance



DAVID HARVILL*Executive Vice President of Finance*

As a hospitality veteran with precision corporate expertise at the forefront of everything he does, David Harvill's experience spans large-scale, independent, as well as private hospitality and hotel ownership, management, and consultancy. Acting as TPG's accounting lead, he oversees all financial operations, reporting, audits, analysis, and corporate approvals.

WHAT WE DO

We utilize our corporate expertise and experience to assist properties of all sizes in every accounting discipline. By instituting standardized reporting across properties, we are able to streamline processes, allowing regional and corporate offices direct access to daily accounting as well as monthly results. With access to hundreds of comparable hotels, TPG is able to benchmark growth, success, and optimization opportunities while also performing monthly forecasting.

- Declining Balance Expense Checkbooks
- Monthly Closing Calls
- Monthly Review of Current & Future Cash Flow
- Corporate Sales Tax Manager
- Corporate Approval of Hotel Controller
- Processes & Safeguards to Protect Cash Movement
- Annual Audits Performed by External CPA Firm
- Detailed GAAP & Tax Basis Fixed Asset Schedules
- Monitoring of Tax Credit Opportunities
- Cost Segregation Studies
- Treasury Banking Initiative



TEAM OVERVIEW

Sales & Marketing

**— BRAD FRAIZER***Vice President of Sales & Marketing*

Brad has over 20 years of experience in hospitality and sales and is known for his innovative marketing knowledge, building owner and brand relations, and investing in a strong company sales culture. With a degree from University of Texas at Arlington and as a member of the Global Business Travel Association, he is committed to building community relationships while cultivating a collaborative and productive working culture.

WHAT WE DO

At TPG, our Sales team oversees both owned and managed assets. Our goals are to always meet budget, move market shares, grow our teams, and maintain excellent owner relations. We utilize decades of experience and specialized brand acumen to maximize sales opportunities while leveraging the owned strength of each of our hospitality brands.

- Revenue Planning
- Forecasting
- Contract Negotiations
- Account Retention
- Leading Teams
- Market Analysis
- Strategic Sales
- Event Planning
- Account Acquisition
- Strategic Planning



TEAM OVERVIEW

Revenue Management



DYLAN GREER*Vice President of Revenue Management*

Highly strategic and committed to generating top-line revenue throughout the portfolio, Dylan Greer currently oversees TPG's third-party portfolio, directly working with over 150 properties. With his extensive experience, Dylan began as an intern at TPG, working his way up to Revenue Manager, then Regional Director of Revenue Management, to now managing a team of 10 Revenue Managers and Regional Directors.

WHAT WE DO

We are highly focused on optimizing revenue streams and driving profitability across channels at every property in our portfolio. With a concentration on RevPAR and top-line revenue growth, our in-house Business Intelligence team has a holistic understanding of what it takes for a property to create and maintain growth across the board.

- Optimize Revenue Streams
- Focus on Profitability Across Channels
- Proprietary File Management System
- Exclusive Agreements with Premiere Productivity Management Tools
- Exclusive Pricing
- Drive Revenue to Properties
- Strategic Partnership
- Analysis of Top and Bottom-Line Revenue Impact



TEAM OVERVIEW

Marketing & Digital



ALLIE SINGER*Vice President of Marketing & Digital Strategy*

Dedicated to the spirit of independent and boutique hospitality, Allie Singer began as a Property Director of Sales & Marketing and as the Corporate Director of eCommerce at TPG before creating the Marketing & Digital Strategy department as a wraparound solution for all TPG owned and operated hotels, F&B outlets, and marinas.

WHAT WE DO

We have operated hotels for decades and, in those years, we've not only learned what works, we've perfected a system to execute those needs time and time again. Our robust digital and marketing platform and key partnerships deliver the full suite of services every hotel owner and operator needs for success.

- Email Marketing
- Organic Social
- Website Development & Maintenance
- SEO Experts
- Print & Digital Ad Development
- Graphic Design
- Branding
- Photography & Videography Curation and Guidance
- Reporting & Analytics
- Overall Marketing Strategy for Hotel, Resort, F&B and Marinas
- Brand Support with Ideation of Package and Promo Development



REPRESENTATIVE
ASSETS



Danfords Marina, Resort & Spa
Port Jefferson, New York



Kimpton Overland Airport Hotel
Atlanta, Georgia

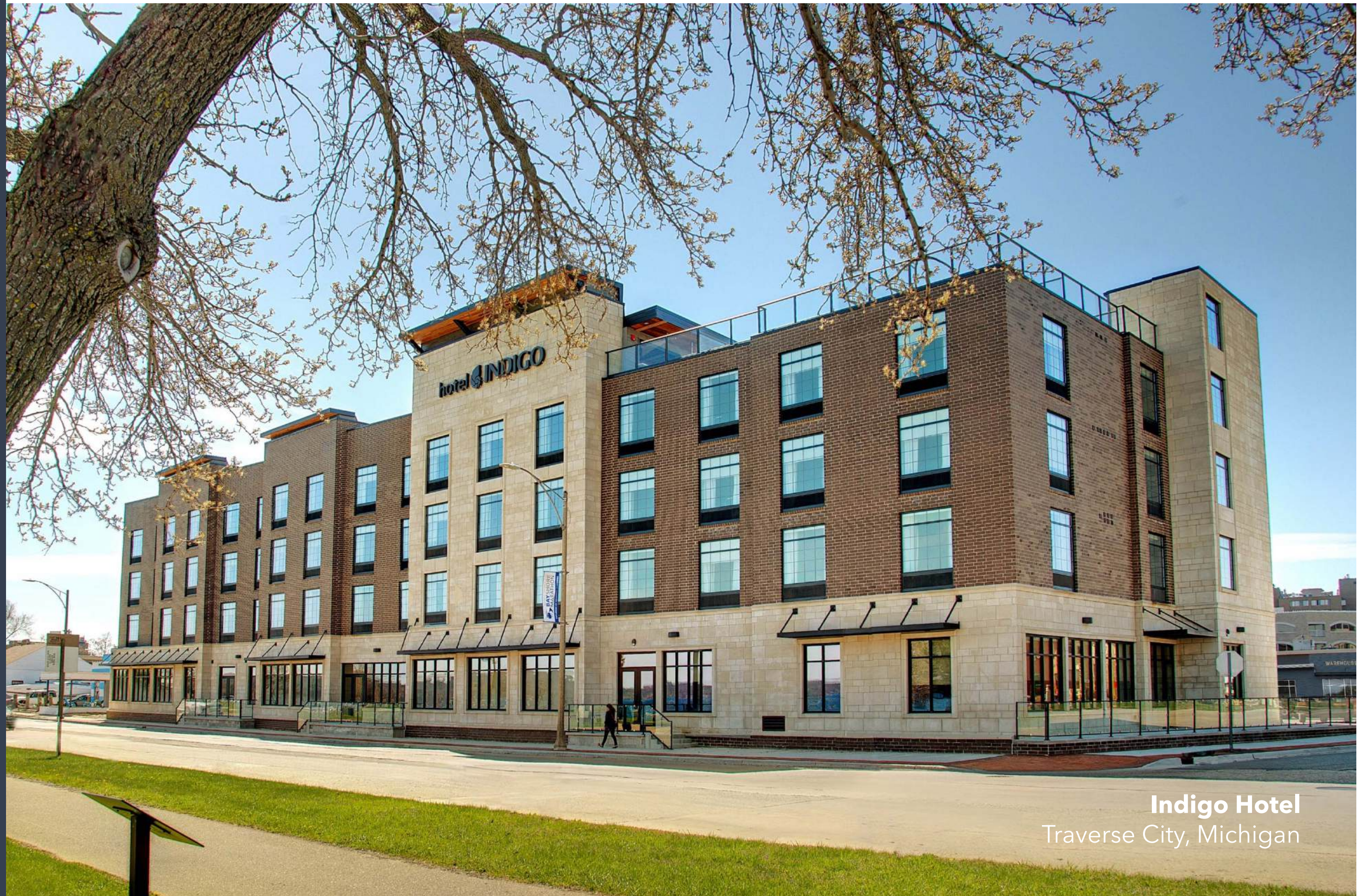




Kimpton Hotel Monaco
Baltimore, Maryland



The Richardson Hotel
Buffalo, New York



Indigo Hotel
Traverse City, Michigan



Newport Beach Inn & Suites
Middletown, Rhode Island





Renaissance Boca Raton
Boca Raton, Florida





TPG  HOTELS & RESORTS

Additional
Relevant
Experience



Renaissance Chicago O'Hare
Chicago, Illinois





Westin Chicago - North Shore
Wheeling, Illinois





Hilton Suites Chicago Magnificent Mile Chicago, Illinois





Crown Plaza
Springfield, Illinois





Marriott Hotel
Schaumburg, Illinois



Sheraton Suites
Elk Grove Village, Illinois





Holiday Inn Express Springfield, Illinois





Marriott Hotel
Palm Beach Gardens, Florida





Holiday Inn Express
Bradenton, Florida





Marriott Fort Lauderdale North

Fort Lauderdale, Florida





Holiday Inn Select - UCF

Orlando, Florida





Residence Inn by Marriott
McDonough, Georgia





Courtyard by Marriott
St. Petersburg, Florida



Springhill Suites by Marriott
Wilmington, North Carolina





Fairfield Inn & Suites by Marriott
Warwick, Rhode Island



NATIONAL OPERATING HEADQUARTERS
District 121
7300 SH 121 Suite 500
McKinney, TX 75070
Mobile: 214.263.8480

REGIONAL OFFICES

ATLANTA | PALM BEACH | PROVIDENCE | NEW YORK

TPGHOTELSANDRESORTS.com



TIM MUIR

Chief Development Officer

tmuir@tpghotelsandresorts.com
Direct: 404-307-8344

Eastern Regional Office
3625 Cumberland Blvd, Suite 240
Atlanta, Georgia 30339
678-349-5000