

LODGING

50

MANAGEMENT COMPANIES PROFILED

+ SMART ADVICE
FROM EXPERIENCED
MANAGERS

USE CAUTION

MINIMIZING
SAFETY RISKS

TAKE CARE

THE BENEFITS OF A
MENTALLY HEALTHY
WORKPLACE

MAKING
ROOM
FOR THE
**BLEISURE
TRAVELER**

GREG FRIEDMAN
CEO, PEACHTREE HOTEL GROUP



2019 GUIDE TO **MANAGEMENT** **COMPANIES**

What hoteliers need to know before putting their property
in the hands of *a professional manager*

SPONSORED BY

access POINT
financial



Charlestowne Hotels



- TOTAL ROOMS MANAGED: 3,609
- TOTAL PROPERTIES MANAGED: 43
- THIRD-PARTY ROOMS MANAGED: 3,236
- THIRD-PARTY PROPERTIES MANAGED: 38
- TOTAL GROSS REVENUE: \$141.8 million
- CONTACT NAME: Justine Timmins
- EMAIL: jtimmins@charlestownehotels.com
- PROPERTY SHOWN: The Spectator Hotel, Charleston, S.C.

Founded in 1980, Charlestowne Hotels is a full-service hospitality management company offering innovative expertise in hotel development, operational controls, marketing management, revenue optimization, and financial reporting. The brand offers a portfolio of properties around the country, from independent inns and resorts to franchised hotels. By using a management style that hones in on the guest experience, Charlestowne Hotels receive industry accolades on *Condé Nast Traveler's* Gold List and Readers' Choice Awards, *Travel + Leisure's* World Best Awards for Top City Hotels in the Continental U.S.

Chesapeake Hospitality



- TOTAL ROOMS MANAGED: 8,208
- TOTAL PROPERTIES MANAGED: 40
- THIRD-PARTY ROOMS MANAGED: 8,208
- THIRD-PARTY PROPERTIES MANAGED: 40
- TOTAL GROSS REVENUE: \$332.7 million
- CONTACT NAME: Chris Green
- EMAIL: cgreen@chesapeakehospitality.com
- PROPERTY SHOWN: Georgian Terrance, Atlanta, Ga.

Chesapeake Hospitality carefully selects each opportunity it engages with, believing that exceptional results are non-negotiable. The company has more than 60 years of experience and a track record of turnarounds and financial success across a broad spectrum of upscale and upper-upscale hotels. Its financial model and structure are built on senior-level oversight in day-to-day operations, leading to better service and tangible results. Throughout the last six decades, Chesapeake has continued to expand and retain top talent, delivering bottom-line results and hospitality experiences for owners.

Coast Hospitality



- TOTAL ROOMS MANAGED: 1,339
- TOTAL PROPERTIES MANAGED: 12
- THIRD-PARTY ROOMS MANAGED: 763
- THIRD-PARTY PROPERTIES MANAGED: 8
- TOTAL GROSS REVENUE: \$39.9 million
- CONTACT NAME: Doug Rigoni
- EMAIL: drigoni@coasthotelsusa.com
- PROPERTY SHOWN: Hotel 116, a Coast Hotel, Bellevue, Wash.

Headquartered in British Columbia with an office in Seattle, Coast Hospitality's team of hotel professionals focuses on future returns, management risk, and value potential for each property in its growing portfolio. Already established in Canada, Coast is expanding along the West Coast of the United States, opening and managing properties in San Francisco, Seattle, Los Angeles, and Hawaii.

Columbia Hospitality



- TOTAL ROOMS MANAGED: 1,605
- TOTAL PROPERTIES MANAGED: 17
- THIRD-PARTY ROOMS MANAGED: 1,605
- THIRD-PARTY PROPERTIES MANAGED: 17
- TOTAL GROSS REVENUE: \$103.6 million
- CONTACT NAME: Jolene DiSalvo
- EMAIL: jdisalvo@columbiahospitality.com
- PROPERTY SHOWN: The State Hotel, Seattle, Wash.

Columbia Hospitality, Inc., is a Seattle-based hospitality management and consulting company established in 1995 by founder and CEO John Oppenheimer. Columbia's growing portfolio includes hotels, public and private golf facilities, conference centers, and venues. Columbia creates experiences for guests and team members while achieving results for property owners. With over 20 years in management, Columbia has consulted on over 200 hospitality projects globally, delivering customized service to partners and investors. Columbia's growth strategy focuses on building scale in hospitality verticals.



Q HOW CAN A MANAGEMENT COMPANY HELP LOWER A HOTEL'S OPERATING COSTS?

A "Implementing a dynamic labor management tool is a must. While wage pressures are not going to subside anytime soon, we can manage the efficiency and effective of the associates. Pairing these tools with effective forecasting can minimize the squeeze on margins." **BEAU BENTON** | PRESIDENT, LBA HOSPITALITY