



MEYER
JABARA
HOTELS

about Meyer Jabara Hotels

Meyer Jabara Hotels is a multi-branded hotel management company, owning and managing hotels that size from 38 room boutiques to 508 rooms in a full service convention hotel setting for over 42 years.

Our successes in opening new build hotels as well as repositioning existing hotels is recognized industry wide. As a hotel management company, we focus on top line revenue growth and effective cost controls that deliver results that always improve the overall value of any hotel asset. We deploy an entrepreneurial approach to the hotel business, managing hotels for our partners the same way we manage the hotels we own.

We provide a full range of hotel management services including but not limited to asset management, sales & marketing, revenue management, accounting services, human resources and risk management.

Meyer Jabara Hotels has distinguished itself as an employer of choice within the hospitality industry. Our hotel management teams have a history of longevity. The current average tenure of our General Managers exceeds 11 years. This is accomplished by creating a culture where associates are encouraged to reach their fullest potential. Continue on to learn more about Meyer Jabara Hotels.



*Trusted Partnerships...
Lifelong Relationships...
Positive Results...
Hallmarks of our
Successful Journey*

meet the owners



William Meyer
Chairman

Following his graduation from The Wharton School, London School of Economics and Georgetown Law School, he became a member of the New York and Florida Bars. He later graduated from Harvard Business School.

He is presently chairman of Meyer Jabara Hotels, with offices in Danbury, Connecticut and West Palm Beach, Florida.



Richard Jabara
CEO

Richard Jabara is a second generation hotelier and has been active for 40 years in the development and management of hotels. A graduate of the University of Denver Hotel School, he is experienced in the turnaround of distressed properties and all facets of hotel development, including site location, construction and major renovations.

our leadership team

Justin Jabara | President

Henry V. Kelley | Chief Financial Officer

John Bello | General Counsel

Mark McGehee | Senior Vice President of Sales & Revenue Management

Abigail Clarke | Senior Vice President of Human Resources

Terri Stanganelli | Senior Director of Risk Management & Telecommunications

Rich Sprecher | Vice President of Development

Daroyl McDonald | Senior Vice President of Purchasing

Debbie Sawicki | Corporate Controller

Eric Churchill | Senior Vice President - Operations

Rick Odorisio | Senior Vice President - Operations

Ted Jabara | Regional Vice President

Denise Maiatico | Regional Vice President

Jen Dahler | Strategic Marketing & Communications Director

Bob Hartman | Chief Cultural Officer

Alan Chandler | Chief Information Officer

culture / The Journey

A company's culture is not a destination or a human resources program of the month, it is a journey. It is a collection of all the small actions and big strategies, the monumental decisions and the minute interactions which make up each day. Every company has a culture. Some choose to take what they get while others work hard to create and nurture a culture that is fundamental to their success. Meyer Jabara Hotels acknowledges the associate as a key stakeholder and works as hard to create outlandishly engaged associates as they do to create returning, raving guests. This culture is known as "The Journey". Within The Journey Culture all associates are encouraged and trained to accept the gift of empowerment and responsibility for providing superior customer service and differentiated repeatable experiences for our guests. Each member of leadership attends the "Leading The Journey" interactive training class which prepares the leader to nurture and perpetuate the Culture. Each associate attends the interactive training class, "Living The Journey" which showcases the benefits and expectations of living and working within this Culture. Each class focuses the participants on the ten foundational Journey principles and how we work together to achieve success.



ownership and brand partners

Since our first hotel in Danbury, Connecticut, Meyer Jabara Hotels has been owning hotels for over 42 years. During this time we have developed properties all over the United States. From boutique properties to large convention style hotels, we have the expertise and experience. At the end of the day, we are owners and approach business with an owner's mindset.

Our brand partners include:



third party management services

Our experienced team offers a full complement of management services to provide maximum support and achieve substantial revenue growth. We are driven and committed to formulate the best possible solutions for staff and management. Our culture style sets us apart from

the standard solutions - we care about employee growth, bottom line improvement and asset management. Our hotel owners and lenders validate our worth as a hospitality management company.



Increasing Revenues

- Sales
- Digital and Traditional Marketing
- Revenue Management
- Reservation Call Center
- Group Sales Desk
- Online Reputation Management



Controlling Expenses

- Accounting
- Forecasting and Budgeting
- Payroll
- Purchasing
- Insurance



Supporting Operations

- Human Resources
- Cultural Development & Associate
- Training
- Risk Management
- Legal
- Construction Management
- Financial Reporting

receivership services

Meyer Jabara Hotels is a 43-year multi-branded hotel management company, owning and managing hotels from an 80 room boutique to a 500 room full service convention hotel.

Our successes in opening new build hotels as well as repositioning existing hotels is recognized industry wide. As a hotel management company, we focus on top line revenue growth and effective cost controls that deliver results that always improve the overall value of any hotel asset. We deploy an entrepreneurial approach to the hotel business, managing hotels for our partners the same way we manage the hotels we own.

Meyer Jabara Hotels, one of the leading hotel management companies in the country, created Hospitality Strategic Services, LLC to assist banks and special servicers deal effectively with distressed hotel assets in their portfolios.

Not All Special servicing assignments are the Same. Hospitality Strategic Services takes a customized approach to each hotel asset assembling specialized teams made up of multiple disciplines to ensure a smooth takeover and sound operations. Our teams are ready to deploy quickly across the United States.

Please contact Rich Sprecher, CHA, VP of Development to discuss your needs at 847-302-1419 or rsprecher@mjhotels.com



development services

Pre-Development & Development

Without a strong development foundation, a project is faulted from the beginning. We specialize in all aspects of development and have done so across the nation with many different hotel classes from boutique to full service. Hotels are a complicated asset class. "Ever ask yourself what brand should be on the property or who is going to negotiate the franchise? What about why is the shower mixing valve in the wrong spot or why there are no outlets next to the bed? Even worse, how did this project become so over budget? Let us leverage our 40 years of experience so that you develop the most competitive asset in the market"- Justin Jabara

Asset Management

We provide advisory services to hotel owners and investors with respect to brand affiliations, renovation strategies, purchase contract due diligence, and value maximization.

Feasibility Analysis

Research, investment analysis and detailed market due diligence/feasibility are core services offered by Meyer Jabara Hotels. Available to both outside clients and prospective partners, we offer the following market/feasibility/due diligence services for both new developments and existing assets.

Acquisitions

From finding the right property to executing a complicated development thesis of reposting, we have the team and in-house specialties to make it all come true.



industry leading results & key performance indicators

Managing your online reputation for your hotel may seem like a daunting task. At MJH, we have implemented best practices for our hotel teams to utilize at the property level. Any hotel that does not meet our top 10% standard is provided with weekly coaching and shared learning

opportunities. At MJH, we understand the value of online reputation and believe it is where our guests' story begins. Our online reputation management team provides one-on-one guidance and specific tactics that offer historic success in improving visibility and ranking.



Guest Satisfaction Surveys

At MJH, Guest Satisfaction Surveys serve as a Key Performance Indicator (KPI) measure of each of our hotels' performance. As a result, it is required that the hotels work diligently with their team to ensure that month-to-month, they rank above the hotel's respective brand average.



TripAdvisor

In 2019, 96% of the hotels in the MJH portfolio received the TripAdvisor Excellence Award. TripAdvisor ranking is a focus of Meyer Jabara Hotels. Hotels that rank in the top 20% or better in their markets are considered in the "green zone". In the event that a hotel dips below their top 20% status, they are coached weekly with best practice advice and other digital support until they achieve green status once again. KPI of top 20% in ranking keep the teams consistently focused and looking for ways to improve and lead the industry with high-achieving results.



Google

Google Business Listings are monitored closely for accuracy, engagement and Search Engine Optimization (SEO) opportunity. With digital presence being a key focus of MJH, website traffic, referrals, reviews and other variables serve as KPIs to monitor progress and successes.

company history

Meyer Jabara Hotels began as Motel Hotel Associates in 1977 with the purchase of the Holiday Inn in Danbury, CT. Since then, and for more than 40 years, William Meyer and Richard Jabara have been expanding their hotel portfolio throughout the eastern portion of the United States.

Today, Meyer Jabara Hotels owns and operates a diverse portfolio of 26 branded and boutique hotels with more than 4,300 rooms in 11 states. The hotels range in size from 38 rooms to 508 rooms and are operated under licenses from Marriott, Hilton, Cambria, Holiday Inn and Hyatt. The Inner Harbor of Baltimore features 3 of the company's most unique boutique offerings, each carrying the exclusive MJ brand: "Harbor Magic".

Richard Jabara is President and Chief Executive Officer of Meyer Jabara Hotels, leading the organization from its Danbury, CT office. This second generation hotelier has 40 years of hospitality experience. Under his leadership, Meyer Jabara Hotels has won awards for excellence from five different franchisors.

William (Bill) Meyer is Chairman of Meyer Jabara Hotels and maintains his office in West Palm Beach, FL. Following his graduation from the Wharton School of the University of Pennsylvania, The London School of Economics and Georgetown University Law School, Bill Meyer became a member of the New York and Florida Bars and a specialist in real property law. He

was serving as President and Chief Executive Officer for Servico, Inc., one of the nation's largest hotel companies, when he and Richard Jabara joined forces. Today, he brings expertise in hotel operations, development, finance and acquisitions to the Company.

Allentown, PA was an important location in the evolution of Meyer Jabara Hotels. The Company's third hotel was an unfinished property at the airport which the Company developed into a highly successful, community focal point - The Sheraton Jetport. Soon to follow, they developed the first convention center hotel in the portfolio - The Holiday Inn Lehigh Valley, PA, just outside of Allentown. Within this property they launched their first full-service themed restaurant, Teddy's. Other themed restaurants and lounges would follow in the Company's full service properties.

Today, all Meyer Jabara properties design and deliver unique destination experiences for their guests which differentiate the hotel within its respective community and provide added-value beyond typical brand hotels. Both owners believe in and nurture a very unusual company culture known as "The Journey" - a combination of strategic leadership tools and behavioral principles that focus each associate on delivering exceptional and memorable experiences for their guests.

Meyer Jabara Hotels has consistently looked at their hotels through the eyes of the guests they serve to stay at the forefront of the hospitality industry.



property awards & acknowledgments

Providence Marriott Downtown

Hotel Chef of the Year by Rhode Island Hospitality -
Executive Chef Franco Paterno
Top 25 Hotels in Rhode Island
Providence Warwick Convention & Visitors Bureau's
R.O.S.E. Award - Zach P.

Hilton Wilmington/Christiana

Robert Fratticcioli - Chef of the Year 2018, First State Chef's Association
Wedding Wire Couples' Choice Award 2014 - 2019
Best Wedding Reception Venue in Delaware, voted by Delaware Today
2016 - 2018

Hilton Ocala

2018 Exceptional Employer Award by Project SEARCH
Best Hotel in Ocala

Pier 5 Hilton Curio

Second highest ecosure score in entire region, 95%
Top 25 Hotels in Baltimore

Residence Inn Bronx

Awarded Platinum (top 5% in brand) for Guest Satisfaction

Stamford Marriott Hotel & Spa

Word Cross Award



global coverage

Click title to view article.

2019

Guests, Meeting Planners Can Enjoy Blazing-Fast Internet Speeds at Hilton Wilmington/Christiana - June 2019

Hotel Boom - The Hospitality World is Changing, and Providence is Leading the Way - March 2019

MJH Bringing New Look, New Technology to Fairfield Inn by Marriott Charlotte Northlake - February 2019

2018

The Chef's Table and The Pastry Studio at the Crowne Plaza in Reading PA - December 2018

Submerged Garden: Andrea Bonfils Underwater Floral Photographs Dazzle for Florida Hilton Hotel Project – April 2018

Destination Review - Ocala, FL – April 2018

The Swankiest Hotel Pools in the Northeast - July 2018



featured articles

2020

Hotel Business: An Interview With Justin Jabara, February 2020

20 Best Seafood Restaurants In Providence, Ri, January 2020

2019

The Driving Force Behind Westchester's Robust Hotel Industry, November 2019

See Inside The First Cambria Hotel In Massachusetts, November 2019

The Lodging Conference: Justin Jabara, Meyer Jabara Hotels, November 2019

Come For The Popcorn, Then Sleep Over In Southie (Yeah, That Southie), November 2019

Hotel Management Roundtable Looks At Upscale Construction Trends, Challenges, October 2019

HB Exclusive: Meyer Jabara Hotels Doubles Down On Digital, October 2019

Meyer Jabara Hotels Selected To Manage New Hampton Inn By Hilton In Verona Ny, October 2019

The Cambria Hotel Is Now Open In South Boston, October 2019

Executive Roundtable: Overcoming Connectivity Challenges To Seize Opportunities, August 2019

MJH Attracting Millennials With N.C. Comfort Suites, August 2019

Guests, Meeting Planners Can Enjoy Blazing-fast Internet Speeds At Hilton Wilmington/Christiana, June 2019

Meyer Jabara Hotels Encouraging Associates To Think Big, May 2019

MJH Bringing New Look, New Technology To Fairfield Inn By Marriott Charlotte Northlake, February 2019

Meyer Jabara Hotels Selected To Manage Cambria Fort Lauderdale. January 2019

Hotel Business



award winning food and beverage

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