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**MEYER
JABARA
HOTELS**

about Meyer Jabara Hotels

Meyer Jabara Hotels is a multi-branded hotel management company, owning and managing hotels for over 45 years, that range in size from a 16-key luxury boutique to a 508-key, 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.

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 company



William Meyer
CHAIRMAN

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

Previously President of Servico, Inc., a large public hotel company, he is presently chairman of Meyer Jabara Hotels.



Richard Jabara
CEO

Richard Jabara is a second generation hotelier and has been active for 45 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.



Justin Jabara
PRESIDENT

A graduate from Johnson and Wales in Providence, R.I., with a degree in Hotel Management, Justin grew his career holding numerous operational positions across the portfolio and blazed a strong operational track record of success. He became president of development and acquisitions to start working on the other side of the business. With Meyer as his mentor, he led portfolio growth at an impressive rate.

our leadership team

Jay Sarkar | Chief Financial Officer

John Bello | General Counsel

Eric Churchill | Senior Vice President of Operations

Todd Lincoln | Regional Vice President

Rick Odorisio | Senior Vice President of Operations

Ted Jabara | Regional Vice President

Denise Maiatico | Regional Vice President

Guy Reinold | Senior Vice President of Food & Beverage

Heidi Nielsen | Vice President of Investments & Asset Management

Debbie Sawicki | Corporate Controller

Dan Altizio | Senior Regional Controller

Carolyn Grieco | Payroll Administration

Katie Kane | Senior Director of Revenue Management

Michael Barrett | Regional Director of Sales

Michelle Goad | Regional Director of Sales

Abigail Clarke | Senior Vice President of Human Resources

Bob Hartman | Chief Cultural Officer

Terri Stanganelli | Senior Director of Risk Management

Daroyl McDonald | Senior Vice President of Purchasing

George Rendell | Senior Vice President of Architecture & Construction

Brad Mickley | Director of Project Management

Clem Taeuber | Data Architect

Jerome Alper | Vice President of Business Intergration & Projects

Cheryl Ott | Director of Technology Services

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 45 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 45-year multi-branded hotel management company, owning and managing hotels from a 16-key luxury boutique to a 508-key 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.



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 45 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

The majority of all 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 45 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 31 branded and boutique hotels with more than 4,200 keys in 16 states. The hotels range in size from 16 keys to 508 keys and are operated under licenses from Marriott, Hilton, Hyatt, IHG and Choice Hotels.

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 45 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.

Global Coverage 2022

Hotel Interactive

Next-Generation Growth: Meyer Jabara Invests In Personnel, Technology During Downturn October 25

No Vacancy Podcast

Meyer Jabara's 2023 Strategy Revealed October 6

Hotel News Now / Costar

Meyer Jabara Hotels Looks for Broad-Based Growth, October 18

Lodging Magazine

Maintaining Focus: Checking In With Meyer Jabara Hotels President Justin Jabara, October 7
(Also featured here: Hospitality.Net, Landsdowne Gazette, Falls Church Journal, Madison Heights Gazette, New York Station, Arlington Daily Bulletin, Virginia Beach Dispatch ... and more.)

Hotels Magazine

The Lodging Conference Notebook, September 27

Hotel Interactive

'Best Hotel' On Long Island's North Fork: The Menhaden, August 23 (Also featured here: eHotelier, Hotel.Online)

Hotel Executive

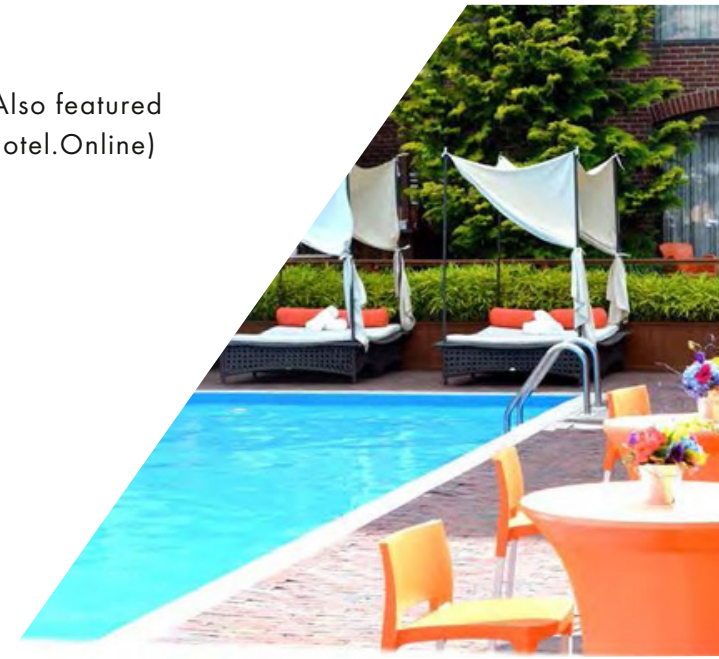
Meyer Jabara Hotels Selected to Manage JDV by Hyatt Conversion in Dubuque, Iowa, August 5 (Also featured here: Hotels Magazine, Lodging Magazine, Top Hotel News, Telegraph Herald, HospitalityNet, Hotel.Online)

HospitalityNet

Meyer Jabara Hotels and Vivid Capital Bring People Together to Get Deals Done, July 21
(Also featured here: Hotel.Online,)

SKIFT

Lodging News Today Adds 14 All-Inclusive Hotels: Lodging News This Week, July 17



Global Coverage 2022

Telegraph Herald Dubuque

Construction to begin this fall on hotel in Novelty Iron Works building, July 14

The Morning Call

Will High Gas Prices Lead to a Busy Season for Lehigh Valley Hotels? May 28

Lodging Magazine

Heidi Nielsen named VP of Investments & Asset Management at Meyer Jabara Hotels, May 17 (Also featured here: Hospitality Vietnam, Hotels Magazine, Hotel Interactive, eHotelier, HospitalityNet, Hotel.Online and more.)

Hospitality Technology

How to Better Manage Hotel F&B Amidst Today's Labor & Supply Chain Shortages, May 3
(Also featured here: The Resort Trades, Hotel.Online, HospitalityNet and more.)

COVER STORY: Hotel Business

INVESTING IN THE FUTURE: Justin Jabara was born into the business—and has a vision for Meyer Jabara Hotels, May 2022

Globe Gazette

Hyatt Place Hotel in Mason City to break ground by end of May, April 28

Hotel Management Int'l

Meyer Jabara Hotels to Host Extended Stay Development Seminar, April 13

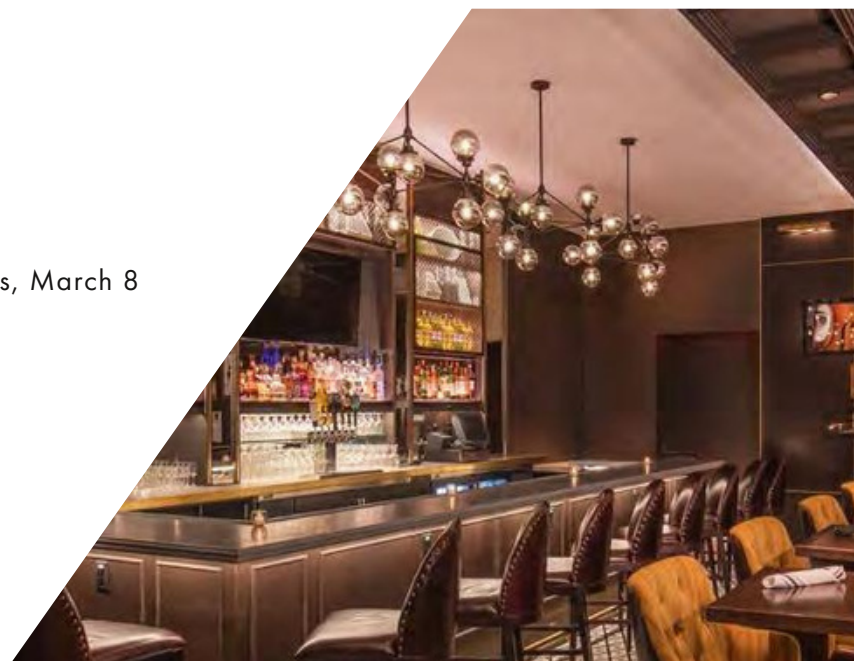
ASPIONEER

10 Admired Women in Hospitality, March 2022

Denise Maiatico: Empowering Professionals, Creating Exemplary Hospitality Experiences, March 8

Globe Gazette

Mason City Foundation looks at changes ahead of Hyatt Place construction, January 27



Global Coverage 2021

Hotel Business

Meyer Jabara Hotels to Manage Mason City Hyatt Place and Conference Center, December 2 (Also featured here: Hotels Magazine, Hotel Management, Hotel News Resource, Hotel Interactive, HospitalityNet, Lodging magazine, eHotelier and more.)

Lodging Magazine

Meyer Jabara Hotels Names Guy Reinbold Corporate Director of F&B, November 16 (Also featured here: Hotel Management, Hotel Business, Hotels Magazine, Hotel.Online, eHotelier, Hospitality Technology, Hotel Management Int'l, 4Hoteliers)

Hotel Management

Meyer Jabara Hotels Selected to Manage Historic New Hampshire Inn, The Wentworth, November 10 (Also featured here: Hotel.Online, Hospitality.Net, eHotelier, Hospitality Technology, Hotel Management Int'l,

Hotel Business Webinar

The Digital Transformation: The Time to Upgrade is Now, August 25

Lodging Magazine

Meyer Jabara Hotels Opens Development Office in Nashville, August 24 (Also featured here: Hospitality.Net, Hotel.Online, eHotelier, Hotel Business, Top Hotel News, Hotel Management Int'l, Lodging Magazine,

Long Live Lodging (Podcast)

Lodging Luminaries, Episode 8: Justin Jabara of @MJ_Hotels talks about the significant steps he and the company took to adapt and grow over the past 18 months. August 12

Hospitality Technology

Meyer Jabara Hotels Unveils Enterprise Technology Initiative, August 10 (Also featured here: Hospitality.Net, Hotel.Online, Hotel Business, Lodging magazine, Hotel Management Int'l,

Hotel Business

Meyer Jabara Hotels Augments Its Cultivated Management Team with New Executive Hires, July 28 (Also featured here: eHotelier, Hospitality Technology, SiegelSez, Lodging magazine, Hotels magazine, Hotel Management Int'l,



Global Coverage 2021

Lodging Magazine

Meyer Jabara Hotels Selected to Manage the Menhaden on Long Island's North Fork, June 26
(Also featured here: (Hospitality.Net, Hotel Business, SPACE, Hotel Management Int'l)

Top Hotel News

Cambria Hotels Dives Deeper into Florida with Fort Lauderdale Beach Debut, June 23 (Also featured here: The Hotel Times, Yahoo Finance, Boston Herald, Pittsburgh Post and 240 other media outlets via PRNewswire)

Hotel Management

Hotel Optimization: Maximizing Space, Revenue & Development, June 10

Hotel Management International

Meyer Jabara Hotels Opens Cambria Fort Lauderdale, February 1 (Also featured here: Hotel Interactive, Hospitality.Net, Commercial Construction & Renovation, Hotel.Online, SPACE

The Central New York Business Journal

Hampton Inn by Hilton – Verona Readies for Opening in March, January 15 – April 23 (Also featured in 89 additional news outlets via PRNewswire and PRWeb)



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



Executive Chef, Franco Paterno, Providence Marriott Downtown



award winning food and beverage

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, Novemebr 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





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