



LODGEWORKSSM

WELCOME TO HOSPITALITYSM

 HOTEL SIERRA. | AVIA | AND OTHER GREAT HOSPITALITY BRANDS



LODGEWORKS™

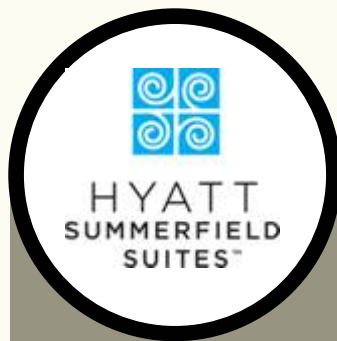
Our History has been one of Developing and Managing Recognized Brands



First national US extended stay brand

1982 – 1987

100 Hotels



First upscale, two-bedroom suite product

1989 – 2000

38 Hotels



Delivered new upscale quality to a tired segment

1996 – 2000

17 Hotels



Next generation lifestyle suite brand

2002

16 Hotels



Boutique collection for urban and destination markets

2008

4 Hotels (u/c)

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LODGEWORKS™

LodgeWorks Management

- *Accomplished, knowledgeable team*
- *Nimble, quick to make decisions*
- *Collaborative partner*
- *Focused on successful management*
- *Deep understanding of guest expectations*
- *Hospitality culture through and through*



A team of 1,049 really passionate people.

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LOGGEWORKS™

Major Hotel Brands Recognize LodgeWorks Management as Preferred and Highly Qualified



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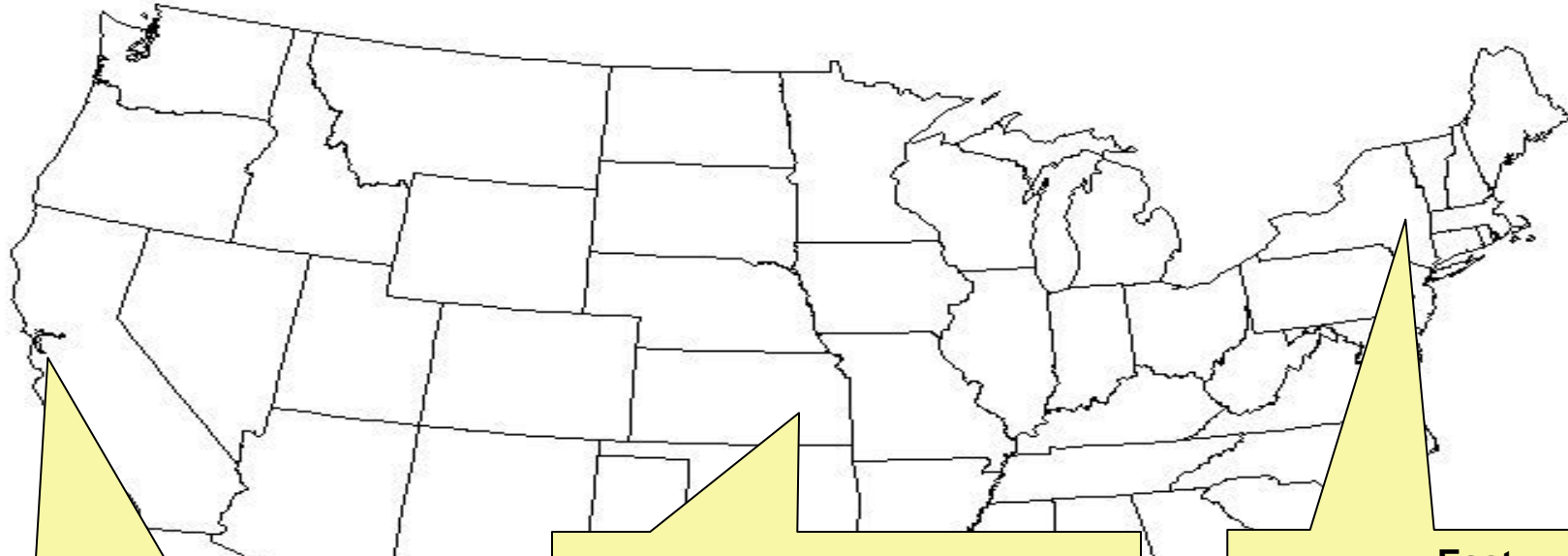
LodgeWorks Structure Focuses on Owner Satisfaction

- *One point of contact acting as owner's liaison*
- *Critical analysis of performance through owner's eyes*
- *Most experienced limited service and extended-stay operating group*



LODGEWORKS™

Our Corporate and Field Support Teams are Very Deep



West

Alan Mass - VP Operations
Julie Carpenter - Regional Dir. of Sales
Martina McCutchen - Dir. Business Dev.
Marina Von Muldau - Regional Rev. Mgr.

Corporate

Tony Isaac - President
John Cantele - Senior VP Operations
Cheryl Doll - VP Marketing/Distribution
Greg Epp - VP Operations/Controller
Liz Thompson - VP Sales
Christen Garb - VP Rev. Mgmt/Distribution
Suzanne Chance - Director Interactive
Teresa Bengtson - Director Human Resources
Kathy Siebert - Director Risk Management

East

Stuart Shannon - VP Operations
Denise Buxton - Regional Dir. of Sales
Dan Leh - Dir. Business Dev.
Jeff Greenslade - Regional Rev. Mgr.
Jason Albers - Regional Rev. Mgr.

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LODGEWORKS™

Our Approach to Management

LodgeWorks extends its expertise as developer and management company to other great brands.



LODGEWORKS™

We Provide A Focused Approach In Key Revenue Generating Areas

- *Regional Sales Director oversees property sales effort*
- *Centralized Revenue Management expertise optimizes Hotel results*
- *Brand Marketing programs coordinated at Corporate level*



LODGEWORKS™

LodgeWorks “Back Office” Capabilities are Extensive

Accounting provides:

- General ledger/financial statement preparation
- Accounts payable processing
- Monitoring of accounts receivable
- Sales/Occupancy/Use Tax Returns and Compliance

Purchasing/Capital provides:

- Negotiation/Procurement from approved vendors
- Assistance with franchise compliance
- Formulation of annual and long range capital budgets



LODGEWORKS™

Human Resources provides:

- Resource information for coaching, counseling and disciplining employees
- Payroll administration and processing (Exclusive of third party payroll provider fees)
- Benefits enrollment and administration

Legal provides:

- Discipline and discharge counseling
- Severance agreement preparation for discharged employees
- Non-litigation assistance on general legal matters



LOGGEWORKS™

Risk Management provides:

- Overseeing of all lines of insurance including property, casualty and work comp
- Insurance claims administration
- Safety and security procedures and programs
- Administer regulatory compliance programs
- Crisis and emergency action plan

Information Technology provides

- Support of Hardware equipment, Software programs, Brand Interfacing & Telecommunications
- 24-hour Hotline for emergency problem resolution



LODGEWORKS™

Guest Satisfaction - Critical to Operating Success

- *Focused on recruiting and retaining friendly people*
- *Assuring guest and back of house areas are impeccably clean*
- *Continual preventive maintenance to assure functionality*
- *Regional and corporate follow up to assure consistency*



LODGEWORKS™

LodgeWorks

*A hotel management and development company
in the midst of exciting expansion.*

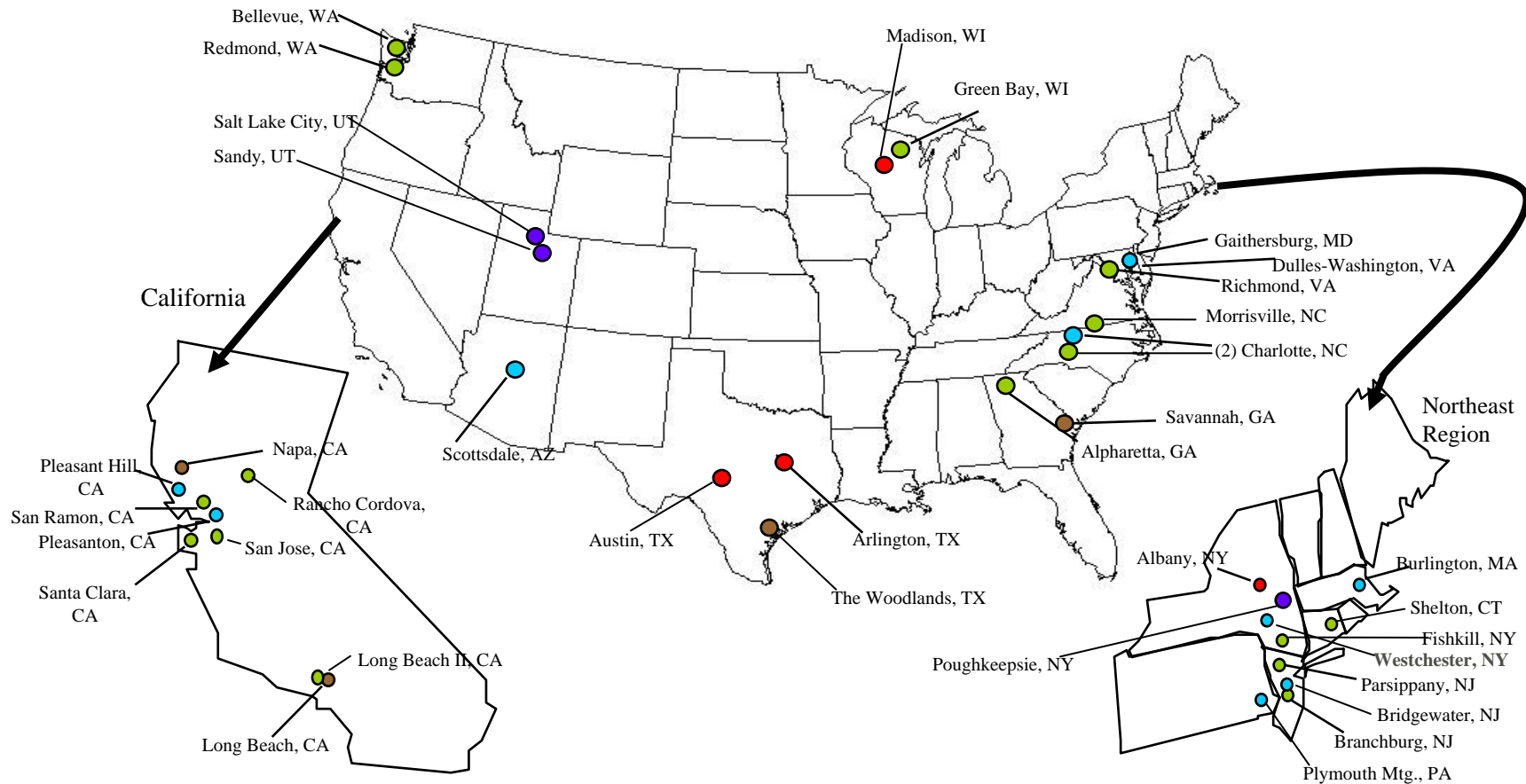
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Portfolio 2009

LodgeWorks is operating and developing 35 hotels coast to coast



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LOGGEWORKS™

2009 Hotel Directory

- **Hotel Sierra** (10)
 - Atlanta Alpharetta, GA
 - Bellevue, WA
 - Branchburg, NJ
 - Fishkill, NY
 - Green Bay, WI
 - Parsippany, NJ
 - Rancho Cordova, CA
 - San Ramon, CA
 - Santa Clara, CA
 - Washington-Dulles, VA
 - Under Construction (4)
 - Morrisville (RTP), NC
 - Redmond, WA
 - Richmond, VA
 - Shelton, CT
 - Financed (3)
 - Charlotte, NC
 - Long Beach II, CA
 - San Jose, CA
- **Hyatt Summerfield Suites Hotels** (9)
 - Bridgewater, NJ
 - Burlington, MA
 - Charlotte, NC
 - Gaithersburg, MD
 - Pleasant Hill, CA
 - Pleasanton, CA
 - Plymouth Meeting, PA
 - Scottsdale, AZ
 - Westchester, NY
- **Management Contracts**
 - Poughkeepsie, NY
 - Salt Lake City, UT
 - Sandy, UT
- **AVIA** (4)
 - Under Construction
 - Long Beach, CA
 - Napa, CA
 - The Woodlands, TX
 - Savannah, GA - NOW OPEN
- **Other Great Brands** (4)
 - Hawthorn Suites, Arlington, TX
 - Hilton Garden Inn, Albany, NY
 - Under Construction
 - Aloft, Austin, TX
 - Hyatt Place, Madison, WI

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