

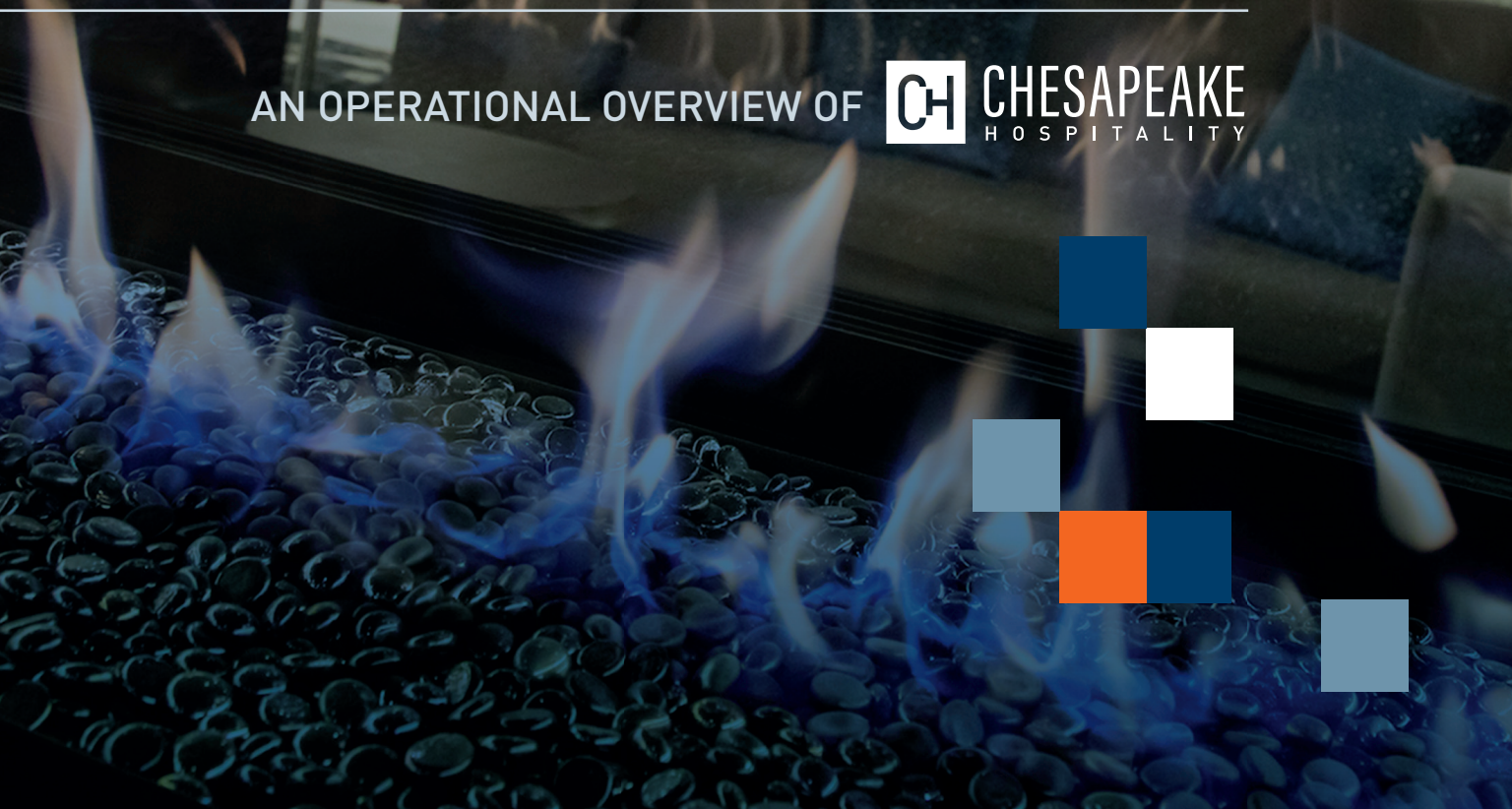
A cluster of five squares in shades of blue, orange, and white, arranged in a cross-like pattern.

# EXPERIENCE WHAT'S POSSIBLE

AN OPERATIONAL OVERVIEW OF



CHESAPEAKE  
HOSPITALITY







IT ISN'T ABOUT PROMISES MADE  
IT'S ABOUT PROMISES KEPT





# OUR MISSION IS SIMPLE

We are a committed, performance-driven partner

Chesapeake Hospitality is one of the premier third-party hotel management companies in the nation. We provide institutional and individual hotel investors and owners of full-service hotels with the kind of results-driven management expertise that shifts narratives and transforms bottom lines. Our strategic sales-focused approach and single-minded devotion to transforming the culture of every hotel we operate are the product of more than 60 years of hospitality experience.

Every move we make is evaluated through the prism of our uncompromising values of honesty, integrity and humility. That combination of ironclad principles and proven practices means clients can count on us to do the right thing, the right way each and every time.

In an increasingly crowded hotel management marketplace, performance matters.

Which is why Chesapeake isn't about promises made—it's about promises kept.







**INSPIRED**  
**PEOPLE-FIRST LEADERSHIP**





# MANAGEMENT SERVICES

## A relentless pursuit of excellence

At Chesapeake, we recognize that the path to a robust and sustainable boost in performance and profitability begins with a commitment to changing the culture of a hotel. Our entrepreneurial management style develops teamwork and trust that leads to performance and results-driven successes. Our proven operational framework consistently produces outstanding financial results that take properties and portfolios to new levels.

Our holistic management approach focuses on the complete health of an asset. In addition to our demonstrated operations expertise, we provide sophisticated revenue management strategies, high-energy sales & marketing services, next-generation e-commerce solutions, a streamlined, full-service accounting platform, innovative and appealing food & beverage programs, and inspired people-first Human Resources leadership.





# ACQUISITION & DEVELOPMENT SERVICES

Expert navigation from start to finish

Chesapeake's experienced, hands-on senior management team brings deep knowledge and extensive experience to hotel acquisitions and development. A strategic, research-based approach toward investment options is supported by a diverse and wide-ranging list of industry contacts and a proven track record of delivering promised results. From the drawing board to the day you welcome your first guests, Chesapeake will be with you—providing expert guidance as you navigate every phase of the development process.





# PROJECT MANAGEMENT

Projects delivered on time and on budget

Chesapeake offers a comprehensive range of services to handle all phases of your project, including architecture, design, renovation, procurement (including FFE) and capital plan logistics. Our industry veterans have cultivated strong brand and industry relationships that correlate directly into cost savings for our clients, and we have consistently proven our ability to deliver a quality product that is on time and on budget.





# PRE-OPENING SERVICES

Confident expertise and seamless execution

Whether you are opening a new hotel or assuming ownership of an existing property, Chesapeake's pre-opening specialists bring a deep and diverse skillset to the process. Chesapeake has cultivated robust relationships with the industry's leading hotel brand companies, a clear advantage for our clients when it comes to brand design tasks, PIP negotiations, and meeting critical deadlines.

- Ongoing client communication and consultation
- Brand evaluation, communications and documentation
- Debt sourcing and analysis
- Review and management of permits and licenses (including liquor license)
- PIP purchasing and procurement
- Insurance review—liability and workers comp
- Life safety analysis and recommendations
- Architectural and design review
- Human resources payroll and benefit analysis
- Manage brand critical path deadlines
- Corporate engineer review and analysis of major mechanical and product improvement plan
- Sales & Marketing and revenue management analysis and marketing plan review





# PROFESSIONAL CULTURE

A difference that defines us

We do the right thing—the right way—each and every time.

Chesapeake Hospitality is defined by its core values as much as its core competencies: honesty, integrity and humility are in our DNA.

We are uncompromising when it comes to those values—and to treating employees, clients and professional partners with fairness, care, consideration and respect. That people-first approach enables us to attract and retain the industry's top talent and ensures that Chesapeake isn't just a place to work, it's a place to belong.

We believe in giving back to the communities in which we live and work, ultimately recognizing that our purpose is to do good things for other people. Everything we do begins with that foundational principle.







6404 Ivy Lane, Suite 800 | Greenbelt, Maryland 20770 | P: 301-474-3307 | F: 301-474-0807

[chesapeakehospitality.com](http://chesapeakehospitality.com)

To experience what's possible with your asset, contact  
Steven McD Smith, Principal-Executive Vice President

C: 410-746-1045

E: [SSmith@chesapeakehospitality.com](mailto:SSmith@chesapeakehospitality.com)

**Hilton**

**CURIO**  
COLLECTION  
by Hilton™

**TAPESTRY**  
COLLECTION  
BY HILTON™

  
**DOUBLETREE**  
BY HILTON

**Marriott**  
INTERNATIONAL

  
**MARRIOTT**

  
**SHERATON**  
EST. 1937

**FOUR**  
**POINTS**  
BY SHERATON

**IHG**  
InterContinental Hotels Group

 **hotel**  
**INDIGO**

  
**CROWNE PLAZA**  
HOTELS & RESORTS

  
**Holiday Inn**

*Preferred*  
HOTELS & RESORTS

**HYDE**  
HOTELS & RESORTS