

# HUSCH BLACKWELL

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Partner

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April 30, 2014

**VIA FEDERAL EXPRESS**

Mr. Patrick Ulrich  
City Manager  
City of Peoria  
419 Fulton Street, Suite 207  
Peoria, Illinois 61602

**VIA FEDERAL EXPRESS**

Ms. Beth A. Ball  
City Clerk  
City of Peoria  
419 Fulton Street, Suite 401  
Peoria, Illinois 61602

RE: Peoria Marriott Pere Marquette Hotel/Marriott Courtyard Downtown Hotel –  
Hotel Management

Dear Mr. Ulrich and Ms. Ball:

Pursuant to Section 7 of that certain Assignment of Management Agreement, Other Project Documents and Development Rights dated April 12, 2012, by Pere Marquette Hotel, LLC, and Pere Marquette Historic, LLC, for the benefit of the City of Peoria, Illinois (“City”), we respectfully request the City’s approval to change the hotel management company of the Peoria Marriott Pere Marquette Hotel and Marriott Courtyard Downtown Hotel from Marriott International, Inc. to First Hospitality Group, Inc. (“FHG”) and to execute or amend such documents as are necessary to effectuate the same.

FHG is an award-winning hospitality management company based out of Chicago, Illinois focusing on hotel management through the Midwest region. FHG currently manages over 50 hotels, with over 7,000 rooms, throughout the area. Due to its proximity to Peoria, FHG is much more accessible and the more sensible manager for these hotels. Further, per the enclosed documentation (Attachment A), you will see they have an extensive portfolio and experience in operating hotels.

EM Properties, Ltd., on behalf of Pere Marquette Historic, LLC, has already contacted Marriott International about the proposed change. Per the attached email (Attachment B), Marriott has approved of FHG as the new manager of the hotels, while agreeing to continue to provide the Marriott flag.

# HUSCH BLACKWELL

April 30, 2014  
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Our clients will continue to move forward with the opening of the Courtyard; however, to do so, we kindly request your approval of FHG as the new manager as soon as possible.

Please do not hesitate to contact us should you have any questions or require any additional information.

Sincerely,

A handwritten signature in blue ink, appearing to read "David G. Richardson", with a long horizontal flourish extending to the right.

David G. Richardson

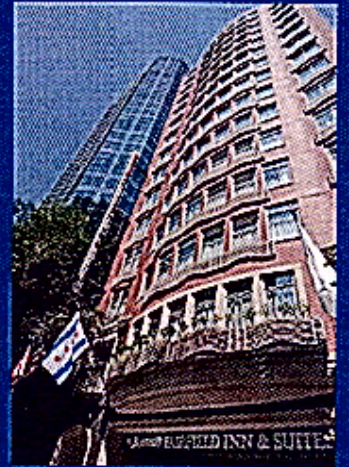
Enclosures

cc: Corporation Counsel, City of Peoria (w/ enclosures) *VIA E-Mail*  
Gary E. Matthews (w/ enclosures) *VIA E-Mail*  
Terri Ault (w/ enclosures) *VIA E-Mail*  
Jane Ohaver (w/ enclosures) *VIA E-Mail*



# First Hospitality Group, Inc.

*"Surround Yourself with Success"*



2014



10275 W Higgins Road, Suite 300 Rosemont, IL 60018

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# About First Hospitality Group

## FHG Overview

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Since founded by Stephen L. Schwartz in 1985, First Hospitality Group Inc. (FHG) has won national acclaim as one of the country's premier hotel operators. FHG has an award winning and unblemished record for success in operating hotels of every type and size. Known for pioneering industry trends, FHG has earned a leadership position in the hospitality industry, particularly throughout the entire Midwest Region.

FHG's executives have deep and well-respected experience in operating quality hotels. Indeed, it's in their DNA. In aggregate, FHG senior executives account for over 100 years of experience in managing full service hotels.

FHG currently has over 50 hotels with over 7,000 rooms open and under management. Midwest based, branded hotels are our specialty. Our hotels are currently located in Illinois, Indiana, Iowa, Kentucky, Michigan, Minnesota, Ohio, Oklahoma, Nebraska and Wisconsin. Our entire company platform, from site selection to operations, is focused on obtaining superior results from the ground up.

## Executive Profiles

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### **Stephen L. Schwartz, CHA, CPA, MBA**

#### *Chairman and CEO*

Stephen L. Schwartz founded First Hospitality Group on the principles of excellence, awareness, growth, leadership and earnings. Since 1985, he has successfully grown the company to 50 properties in 10 states. Over the past two decades, Mr. Schwartz has successfully developed and financed more than \$600,000,000 in hotel real estate, with successful franchise relationships extending to Hilton Hotel Corporation, Marriott International, InterContinental Hotels, Hyatt Corporation and other prominent hotel conglomerates.

Mr. Schwartz holds an MBA in Finance, Accounting and International Business from Northwestern University's Kellogg Graduate School of Management, a Bachelor of Science in Biomedical Engineering from Northwestern and is a Certified Public Accountant. In addition to his responsibilities at FHG, Mr. Schwartz has been active on several boards including the

International Association of Holiday Inns, SpringHill Suites Advisory Board and Hyatt Place Franchise Advisory Council.

Mr. Schwartz is a known philanthropist and strongly believes in giving back to the communities his businesses serves. His charitable activities include over ten years on the Board of Jewish Education of Metropolitan Chicago as Vice President for its' Early Childhood Centers, membership in the Young Leadership Cabinet of UJA and an active board member of the Chicago Youth Symphony Orchestra (CYSO) and then Midwest Chapter of the American Committee for the Weizmann Institute of Science.

**Robert J. Habeeb, CHA**  
*President and COO*

Mr. Habeeb's passionate leadership philosophy is founded on the principle that First Hospitality Group has 3 key constituencies, each of whom are equally critical to our overall success: Our guests, our associates and our investors. Further, FHG has an identical mission toward each group; which is to serve them and garner their loyalty. This focus is emphasized by the successful systems that Mr. Habeeb has created for gathering feedback, providing meaningful incentives and building a strong and effective culture. His approach has recently earned him the Industry Leader of the Year by the School of Hospitality Business Alumni Association at Michigan State University, as well as being inducted into the Alumni Association Hall of Fame at the School of Hospitality Business Alumni Association's Annual Celebration of Leadership. In the past few years, he has received Wabash & Lake's Corporate Evangelist Award, The Illinois Hotel Association's Hotelier of the Year award, and Global Hotelier of the year for 2007.

Mr. Habeeb is a seasoned professional with over 25 years of high profile, multiunit experience in hotel, resort and food and beverage management. Prior to joining FHG in 1997, he was the COO of the U. S. resort subsidiary of London's Rank Group, PLC (owners of the Hard Rock Café's) where he was responsible for a multifaceted portfolio of hotel, restaurant and leisure businesses. Over his career, he has successfully operated hospitality businesses in virtually every aspect of the industry including luxury, select service, resort hotels, restaurants and golf and ski operations in every setting imaginable.

In addition to his duties at FHG, Mr. Habeeb serves as a member of the adjunct faculty of Chicago's Roosevelt University, where he teaches at a graduate level in the Manfred Steinfeld School of Hospitality Management. He has served on numerous industry boards and brand advisory councils, including the board of American Hotel Association, and was previously Chairman of the Illinois Hotel and Lodging Association.

**David Misenhimer*****Senior Vice President of Operations***

David Misenhimer serves as Senior Vice President of Operations for First Hospitality Group, a position he has held since 1999. Within his role he develops and implements critical hotel operating strategies and oversees all capital, technical, sales and quality-related functions. Mr. Misenhimer drives initiatives to enhance the profitability of all of FHG's properties. He is directly responsible for nearly 3,000 associates and for operating budgets in excess of \$175 million.

Mr. Misenhimer's management philosophy is summed up by his unique twists to two common business principles: First, work hard AND work smart, and second, think AND act outside the box. His leadership style is rooted in entrepreneurialism and empowerment and has contributed greatly to FHG's recognition throughout the industry as an organization of innovators, not imitators. Under Mr. Misenhimer's direction, FHG hotels have been the recipients of prestigious awards from Marriott, Hilton and other internationally recognized brands.

An alumnus of Southern Illinois University in Carbondale, Mr. Misenhimer brings with him over 20 years of experience in successful multi-unit hotel operations. He began his career with Best Inns of America, and held regional operations positions with RFS, Inc., a wholly owned subsidiary of Promus Corporation and Vista Host, Inc. of Houston, TX prior to joining FHG.

**Wendy Stevens*****Senior Vice President, Sales & Marketing***

Wendy Stevens joined First Hospitality Group in 2001. In her role as Senior Vice President of Sales and Marketing, she is directly responsible for generating revenue for all of FHG's properties. Ms. Stevens' professional roots are in Operations, having worked for many years as a hotel General Manager. Her background provides her with a valuable and enlightened perspective as she assists in the development of hotel revenue budgets and tactical business plans and works closely with her regional directors to ensure that established performance goals for each hotel are met and exceeded.

Ms. Stevens demonstrates a hands-on, involved approach to sales leadership. She aligns her activities and those of her sales team members to the idea that "nothing happens until you sell something". She also incorporates this notion into developing and orchestrating corporate strategies for client relations, market analysis and segmentation, prospect identification, proposal delivery, contract negotiation, yield and rate structure and campaign design and execution. Ms. Stevens tracks, analyzes and reports competitive trends for each market, and

has been phenomenally successful in growing e-commerce sales for FHG through her strong understanding of internet intermediaries and global distribution systems.

Prior to joining FHG, Ms. Stevens was hired by the Hyatt Corporation to lead the sales team of the first Hawthorn Suites Hotel, their prototype all-suites property. She has also held Corporate and Regional Director of Sales and Marketing positions for national companies. Ms. Stevens is an active member of numerous industry organizations and serves as an enthusiastic community ambassador by regularly representing FHG hotels at local civic and charitable functions.

### **Daniel R. Smith, CHA**

#### ***Senior Vice President of Management Services***

Dan Smith serves as Senior Vice President of Management Services at First Hospitality Group and acts as a direct liaison between the ownership groups of our managed properties, FHG's executive team, and our property management, focusing on Asset Management and Performance.

Mr. Smith has over 25 years of Hospitality experience holding property leadership positions with many hotels. He has served as General Manager, Regional Director of Operations, and Managing Director prior to moving into FHG's home office. He has worked with Hilton, Marriott and Intercontinental Hotel Group brands and served as Managing Director of Indian Lakes Resort in Bloomingdale, Illinois. Mr. Smith became a General Manager at age 22, becoming one of the youngest GM's in Holiday Inn history at the time. He was awarded "Certified Hotel Administrator" in 1986. Mr. Smith, in his various leadership positions within FHG and along with his property teams, has won the Hotel of the Year award, Sales General Manager of the year, and is a three time recipient of FHG's Inner Circle award.

Mr. Smith serves on the Executive Committee of the Greater Woodfield Convention & Visitors Bureau as Chairperson of Sales, as a board member of the DuPage County Convention & Visitors Bureau and on the Business Promotions and Cultural Development Committee for the Village of Bloomingdale, Illinois. He also is involved in fundraising efforts for Children's Memorial Hospital in Chicago, Illinois.



**Roger L. Baker*****Chief Financial Officer***

Roger Baker joined First Hospitality Group's executive team in 2008. As Chief Financial Officer, his responsibilities are focused on the development, finance, accounting and administrative aspects of the Company.

Mr. Baker is a proven executive and leader with over 20 years of experience in the real estate industry. He most recently held the position of Vice President – Financial Operations for Trizec Properties Inc., where he was responsible for the day to day operations of the Property Accounting, Corporate Accounting, Portfolio Analysis, Treasury and Business Applications departments. Pursuant to his guidance of these functions, Mr. Baker served as a key member of Trizec's executive team responsible for strategically repositioning Trizec within the REIT Industry as well as to prepare the company for its acquisition by Brookfield Properties Corporation and Blackstone Real Estate Partners. In addition, Mr. Baker has been responsible for Tax, Investor Relations, Financial Reporting and Acquisition/Disposition activities at other various real estate firms.

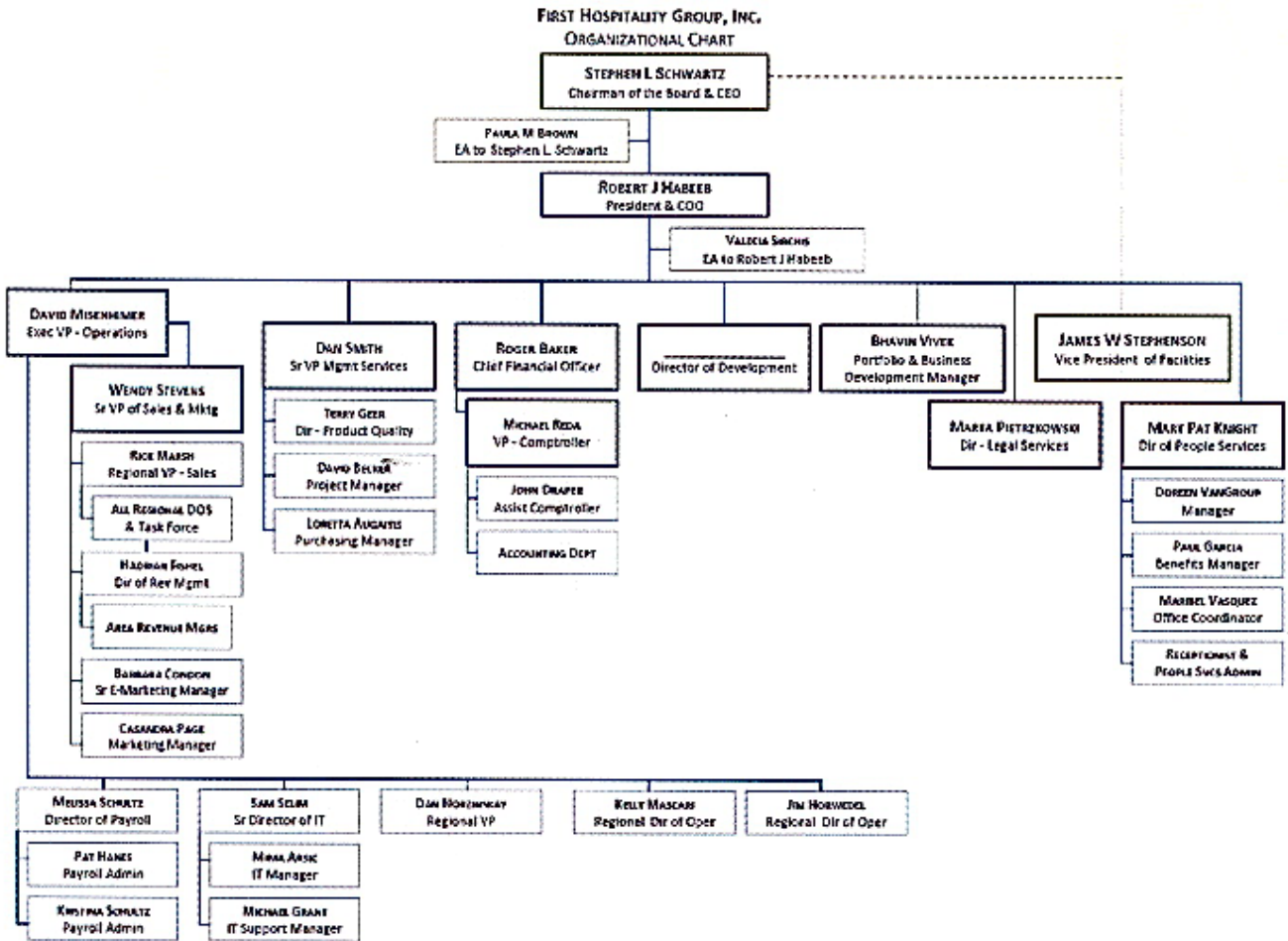
Mr. Baker holds a Bachelor of Business in Finance and Accounting from Western Illinois University. He is also an active member of NAREC and active in several local civic organizations.

**James W. Stephenson*****Vice President of Facilities***

Mr. Stephenson has extensive experience in construction, engineering, and facilities operations and maintenance. Upon retiring as a senior officer in the U.S. Navy's Civil Engineer Corps, he has been responsible for the development planning, budgeting, design, contracting, and construction of numerous hotels and other commercial projects over a wide sector of the country. The hotel projects he has successfully completed include numerous brands under the Marriott, Hilton, and Hyatt flags; these developments have included "ground-up" construction, conversions, and innovative historic adaptation projects. He further provides technical support to the ongoing operations and maintenance of First Hospitality Group's portfolio of hotels.

Mr. Stephenson holds a Bachelor of Science in Civil Engineering from Northwestern University, and a Master of Engineering from the University of California, Berkeley. He is a licensed, professional engineer.

# FHG Organizational Chart



Revised: 12/06/2013

# First Hospitality Group Experience & Capabilities

## The FHG Way

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### What Sets Us Apart ::

**Our entrepreneurial spirit** helps us to succeed where others have failed, and where others succeed, we surpass!

**We know this market.** No one knows how to get it done better than FHG.

**We live here,** based in the Midwest since inception; you can expect hands on management 24/7. FHG truly cares about the success of a property, this makes a real difference.

**We are very good at what we do.**

**We get it.** While our roots are deep, we understand the unique demands of the new generation of hotel consumer and employees. Our nimble management style keeps us on top of trends, shifts, and changes.

**Nothing happens until you sell something.** It's not just a motto, it's in our DNA. We are a revenue driven company whose prowess in driving the bottom line is second to none.

### Our Culture ::

Nothing describes our culture better than our **EAGLE** vision statement;

Excellence

Awareness

Growth

Leadership

Earnings

Our **EAGLE** vision statement is on the tip of our tongues every day, acting as the foundation of our company since inception. Our unique culture helps us to deliver for our guests, associates, and shareholders. We keep our promises.

## FHG Locations in the Midwest

FHG hotels are found in 10 states, all located in the Midwest. The total number of properties is broken down as follows:

Illinois :: 23  
 Indiana :: 10  
 Iowa :: 2  
 Kentucky :: 1  
 Michigan :: 4  
 Minnesota :: 6  
 Ohio :: 6  
 Oklahoma :: 1  
 Nebraska :: 3  
 Wisconsin :: 3



# Management & Corporate Support

## Technologically Advanced

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### **E-Commerce and internet merchant models**

First Hospitality Group plans and executes an aggressive e-commerce sales and marketing strategy for each of our hotels. These tactics establish and grow online contribution in order to eliminate booking costs, gain incremental exposure and revenues and target a qualified audience. Pre-opening, we conduct an in depth analysis of competitive set e-commerce initiatives, develop a plan that integrates search and advertising on major engines, take full advantage of enhancements to brand sites and evaluate the need for an independent site, based on brand standards and market needs. Monthly and quarterly reporting identifies top generators of hotels' online contribution.

Internet Merchant Models can be effective for increasing hotels' recognition and visibility. First Hospitality Group trains hotel personnel on effective management of price and marketing opportunities for these channels. During needs times, additional exposure and room nights off sets 18-25% commission, but during compression and high demand, there is less need and reliance on these discount channels.

### **Revenue management functions within FHG**

At First Hospitality, our sales and revenue team manage and oversee this process alongside operations. Corporate revenue and sales teams meet with the hotels monthly to analyze previous strategy success and update future strategies. Critical hotels receive additional attention in the form of property visits, as well as detailed weekly action items followed up by the regional operations team. Hotels conduct separate weekly revenue meetings and sales meetings on property, as well as daily monitoring and adjustment of strategies to fit ever changing trends. Sales and revenue meetings are kept separate, but often include the same participants. It is important to dedicate ample time to both activities to ensure a hotel's success. Hotels are held accountable for their successes and failures in all areas. With a dedicated on site person for revenue and inventory management, hotels are better able to react to the changing market. Our experience in the market has shown us the market changes quickly. Within hours a hotel can fill, therefore, booking pace and changes must be constantly monitored to maximize revenue effectively.

## FHG Culture

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### **GM selection process**

Each new General Manager is identified to meet First Hospitality Group's standards and culture through our recruiting process. This process is led by a partnership between our Home Office People Services Department and Senior Vice President of Operations and includes a valuable profiling assessment tool.

Once identified, the GM goes through a structured on-board program supported by the Home Office Training Department including an orientation, a training program taught by an existing General Manager and hotel opening action planning supported by Regional Operations Director.

A portion of the hotel opening plan is dedicated to the recruitment of the Hotel's team. Again, our People Services Department, Senior Vice President of Operations, Regional Operations Director and our new General Manager strategically identify potential Hotel team members from both our existing team across our 50 hotels and outside our FHG team. Together, our team also identifies our strategy for outside recruitment.

### **Incentive Programs**

FHG promotes a culture of support and recognition on a daily basis. The Home Office team stays involved and up-to-date on hotel accomplishments by frequently visiting the properties. We celebrate the successes of individuals and teams, while also offering a welcome program to each new team member.

Beyond our daily support, we have a strong formal recognition and awards program. Awards are designed to specifically reward desired results and employee behaviors. Awards are given at all levels and include outstanding incentives. We aim for exemplary results, so we promote them through exemplary incentives. We even have our top executives serve lunch to a guest service award winner plus ten friends and every year give a one-year lease for a car to reward perfect attendance! Additionally, we take our highest performing General Managers and their guests on a week-long trip each year. Performance measures include everything from staff turnover percentages to guest satisfaction scores and, of course, hotel profitability. We have gone to locations such as Greece, Ireland and the United Kingdom.

Other awards include the following:

- **Spirit of Service** :: A quarterly award given to an Hourly Associate for giving above & beyond guest service
- **Golden Eagle Award** :: A quarterly award given to a Managerial or Hourly Associate for embodying FHG's core values
- **Live Free/Drive Free** :: An annual award given to an Hourly Associate for perfect attendance
- **FHG Superbowl** :: A quarterly award given to entire Hotel staff for highest Guest Satisfaction score and Gross Operating Profit
- **Schwartz Cup** :: A quarterly award given to entire Hotel Management Team for most improved Gross Operating Profit
- **Sales Bonus** :: A monthly monetary bonus given to Sales Management Team for reaching budget and Rev Par goals
- **HAL Lead** :: Monetary reward given to any sales associate for lead booked at sister FHG property, based on percentage of revenues

We take great pride in our people, strive to support them with the highest level of integrity and work together as a team to support our brands.

## First Hospitality Policies and Procedures

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### **Standard operating policies and procedures**

Because of FHG's entrepreneurial spirit, we have fewer policy manuals than the typical company. Where guidance for consistency and training are needed, we do have Standard Operating Procedures in place. These paper files are in the process of being migrated to our proprietary management system - First Net. First Net is our database backbone that includes weekly revenue and expense forecasting models. We are in the process of expanding First Net to become a paperless virtual management system, capable of everything from taking job applications to web based employee account and content management, where team members will be capable of completing their own change of address.

### **Guest service scores and quality ratings**

Guest service scores are a critical benchmark of First Hospitality Group. We hold each property's General Manager responsible for maintaining scores above brand averages and continually work with the hotels that may not meet this requirement to improve their strategy. Our operations team regularly reviews the scores and identifies opportunity areas that will work with each hotel to ensure their success in the future. The scores are also reviewed by our Executive Management Team on a monthly basis. Guest satisfaction is constantly part of our Operations Team property visits and our company focus.

Additionally, guest satisfaction scores accounts for a major portion of our General Manager and Department head bonus program at the property level, as well as for our home office operations team. Guest satisfaction scores are also a significant measure in obtaining our General Managers Inner Circle award winners, Hotel of the Year, and many of our other awards.

The Regional Director of Operations and the Corporate Director of Training customize, tutor, and direct programs for each hotel in an effort to address areas of need.



## Centralized Services

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### **Accounting ::**

Our accounting system is centralized at our home office, freeing up the property level management team to focus on guest satisfaction, filling vacant rooms and controlling costs. Our properties are assigned a property accountant who is based at our home office. This individual works with the General Manager and Ownership in the timely payment of invoices.

### **IT ::**

There are several technologies that First Hospitality Group, Inc. has used over the years to maximize on efficiency and timeliness of information. First, ProfitSword is used for the tracking and reporting of the daily, monthly, yearly revenue and expenses for the asset. In addition to ProfitSword, we have contracted with and installed the Kronos time management system for controlling labor costs. This system replaces the old time clock / punch in system and is intertwined with ProfitSword to provide the property and the management team with an outstanding labor cost control system. Another technology which we utilize is the Citrix software system. This system provides our management team with the ability to review the property performance in real time, so that we can make any appropriate adjustments to enhance the properties' performance. Lastly, our payroll processing system is managed at our home office for all associates across all of our properties. This system ensures accuracy and a seamless integration with Kronos and ProfitSword.

### **Payroll Services ::**

First Hospitality Payroll Group manages over 3,000 employees in house using the Kronos Software Application. This software, along with our talented staff, administers bi-weekly checks, pays all taxes and garnishments, and coordinates with banks to ensure timely direct deposits. The group also ensures all year end deliverables, such as W2s, go out on a timely basis. FHG brought this function in house several years back, as outsourcing this function to a payroll company brought a tremendous amount of strain to the functionality due to the frequency of correcting errors. In addition, FHG and its clients recognized significant cost savings with the in house systems vs. ADP fees. The payroll function also utilizes an online resource center for all employees. This cuts down on the time these employees spend with frequently asked questions to superiors.

**Insurance ::**

FHG has a long term relation with Mesirow Financial. In such time, our bundling of insurance across properties has saved tremendous costs compared to one of policies. This is an option for any client of our firm to enroll in our master plans to receive bulk pricing without sacrificing coverage.

# Managed Hotel Information

## FHG's Current Property Portfolio

<u>Hotel</u>	<u>City</u>	<u>ST</u>	<u>Brand</u>	<u>Rooms</u>	<u>Service</u>
Hyatt Place Downtown	Des Moines	IA	Hyatt	93	Select
Towneplace Suites	Johnston	IA	Marriott	116	Select
Hilton Indian Lakes Resort	Bloomington	IL	Hilton	308	Full
Country Inn & Suites	Bloomington	IL	Carlson	82	Select
Country Inn & Suites	Champaign	IL	Carlson	83	Select
Hyatt Place	Champaign	IL	Hyatt	145	Select
Homewood Suites Downtown	Chicago	IL	Hilton	233	Select
Hotel Indigo Millennium Park	Chicago	IL	IHG	UC	Full
Springhill Suites O'Hare	Chicago	IL	Marriott	245	Select
Hampton Inn & Suites River North	Chicago	IL	Hilton	230	Select
Chicago South Loop Hotel	Chicago	IL	Independent	232	Full
Hampton Inn Majestic Theater District	Chicago	IL	Hilton	135	Select
The Wit, a Doubletree Hotel*	Chicago	IL	Hilton	310	Full
Holiday Inn	Elk Grove Village	IL	IHG	160	Full
Courtyard	Elmhurst	IL	Marriott	140	Select
Courtyard	Glenview	IL	Marriott	149	Select
Holiday Inn	Itasca	IL	IHG	160	Full
Springhill Suites	Lincolnwood	IL	Marriott	UC	Select
Country Inn & Suites	Mount Prospect	IL	Carlson	94	Select
Fairfield Inn & Suites	Naperville	IL	Marriott	105	Select
Hampton Inn & Suites	Normal	IL	Hilton	128	Select
Staybridge Suites	Oakbrook Terrace	IL	IHG	112	Select
Springhill Suites	Peoria	IL	Marriott	124	Select
Holiday Inn & Suites O'Hare	Rosemont	IL	IHG	299	Full
Fairfield Inn & Suites	St. Charles	IL	Marriott	92	Select
Fairfield Inn	Bloomington	IN	Marriott	105	Select
Hampton Inn	Bloomington	IN	Hilton	129	Select
Towneplace Suites	Bloomington	IN	Marriott	84	Select
Baymont Inn & Suites	Fishers	IN	Wyndham	140	Select
Hilton Garden Inn Downtown	Indianapolis	IN	Hilton	180	Select
Towneplace Suites Keystone	Indianapolis	IN	Marriott	83	Select
Towneplace Suites Park 100	Indianapolis	IN	Marriott	95	Select
Hampton Inn & Suites	Kokomo	IN	Hilton	105	Select
Hyatt Place South Bend	Mishawaka	IN	Hyatt	121	Select
Hampton Inn & Suites	South Bend	IN	Hilton	117	Select

<u>Hotel</u>	<u>City</u>	<u>ST</u>	<u>Brand</u>	<u>Rooms</u>	<u>Service</u>
Hilton Garden Inn	Louisville	KY	Hilton	UC	Select
Hampton Inn	Ann Arbor	MI	Hilton	129	Select
Residence Inn	Ann Arbor	MI	Marriott	UC	Select
Residence Inn Grand Rapids West	Grandville	MI	Marriott	90	Select
Hilton Garden Inn	Plymouth	MI	Hilton	157	Select
Hyatt Place Airport-South	Bloomington	MN	Hyatt	126	Select
Holiday Inn Express & Suites	Bloomington	MN	IHG	200	Select
Residence Inn	Eagan	MN	Marriott	120	Select
Hilton Garden Inn	Minneapolis	MN	Hilton	210	Select
La Quinta	Minnetonka	MN	La Quinta	127	Select
Hilton Garden Inn	Oakdale	MN	Hilton	116	Select
Residence Inn	Omaha	NE	Marriott	80	Select
Residence Inn Downtown	Omaha	NE	Marriott	152	Select
Fairfield Inn & Suites Downtown	Omaha	NE	Marriott	113	Select
Hotel LeVEQUE	Columbus	OH	Marriott	UC	Full
Fairfield Inn & Suites Airport	Columbus	OH	Marriott	UC	Select
Hampton Inn & Suites Easton	Columbus	OH	Hilton	145	Select
Holiday Inn	Maumee	OH	IHG	106	Full
Residence Inn	Maumee	OH	Marriott	108	Select
Fairfield Inn & Suites	Reynoldsburg	OH	Marriott	83	Select
Residence Inn	Oklahoma City	OK	Marriott	136	Select
Hilton Garden Inn Downtown	Milwaukee	WI	Hilton	127	Select
Radisson Hotel & Conference Center	Pleasant Prairie	WI	Carlson	120	Full
Crowne Plaza Milwaukee-Wauwatosa**	Wauwatosa	WI	IHG	198	Full
		59	Hotels	7,577	Rooms

\*Effective 1/1/2014 role transitioned from Manager to Consultant.

\*\*Recent acquisition. Current role is Asset Manager; will transition to Manager.

### FIG Management References

<p>Rockbridge Capital Patrick McMonigle Vice President Phone: 614-246-2400 Email: pdmcmonigle@rockbridgecapital.com</p>	<p><u>Properties Managed</u></p> <ul style="list-style-type: none"><li>- Holiday Inn &amp; Suites Rosemont, IL</li><li>- Hampton Inn (Easton) Columbus, OH</li><li>- Hampton Inn Bloomington, IN</li><li>- Fairfield Inn &amp; Suites Airport Columbus, OH (under construction)</li></ul>
<p>Archon/Goldman Sachs Marc Ricketts Executive Vice President Phone: (972)-368-2217 Email: Marc.ricketts@gs.com</p>	<p><u>Properties Managed</u></p> <ul style="list-style-type: none"><li>- Homewood Suites Chicago, IL</li><li>- Courtyard Elmhurst, IL</li><li>- Hyatt Place Bloomington, MN</li><li>- Holiday Inn Express Bloomington, MN</li><li>- Residence Inn Eagan, MN</li><li>- Hampton Inn Minnetonka, MN</li><li>- Residence Inn Omaha, NE</li><li>- Residence Inn Oklahoma City, OK</li><li>- Hilton Garden Inn Plymouth, MI</li><li>- La Quinta Minnetonka, MN</li></ul>
<p>Legacy Property Management Services, LLC David A. Nankin Managing Member Phone: (847) 432-9700 ext. 13 Email: dnankin@legacypm.com</p>	<p><u>Properties Managed</u></p> <ul style="list-style-type: none"><li>- Radisson Kenosha-Pleasant Prairie, WI</li></ul>
<p>JDI Realty, LLC David H. Rattner Senior Vice President Phone : (312) 433-0506 Email: drattner@jdirealty.com</p>	<p><u>Properties Managed</u></p> <ul style="list-style-type: none"><li>- Towneplace Suites Des Moines-Johnston, IA</li></ul>

Attachment B

Terri Ault

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**From:** Pajot, Michele <Michele.Pajot@marriott.com>  
**Sent:** Wednesday, April 09, 2014 9:31 AM  
**To:** Terri Ault  
**Cc:** Taylor, Laura (Flynn); Vreeland, Kip  
**Subject:** First Hospitality Group

Good morning Terri,

First Hospitality Group is approved to operate the MH hotel in Peoria.

I look forward to working with you.

Thanks.

**FULL SERVICE  
FRANCHISING**

**MICHELE L. PAJOT**  
Vice President, Full Service Franchising Operations  
Owner and Franchise Services | Marriott International  
(301) 380-3413 | (704) 743-3047 Mobile | [michele.pajot@marriott.com](mailto:michele.pajot@marriott.com)



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Total Control Panel

[Login](#)

To: [tault@empproperties.net](mailto:tault@empproperties.net)  
From: [michele.pajot@marriott.com](mailto:michele.pajot@marriott.com)

Message Score: 1  
My Spam Blocking Level: Medium

High (60): Pass  
Medium (75): Pass  
Low (90): Pass

[Block](#) this sender  
[Block](#) marriott.com

*This message was delivered because the content filter score did not exceed your filter level.*