



Mark Christopher Lynn

Professional Experience

1996 to present

HVS

San Francisco, California

President, HVS Asset Management & Operational Advisory Services Division

Administered and performed hotel asset management, comprehensive hotel operational evaluations and reviews, hotel acquisition and disposition due diligence analysis and assistance, development and strategic planning, market positioning and repositioning evaluation, franchise and management company selection and contract negotiations, and expert witness deposition and trial testimony.

1989 to 1996

RICHFIELD HOSPITALITY SERVICES, INC.

San Francisco, California

Vice President, Hotel Development

Had complete responsibility for the operation of Richfield's western division hotel development office, based in San Francisco. This office was totally responsible for the expansion of Richfield's hotel portfolio throughout the western region of the United States. During this five-year period, the San Francisco office identified and consummated more than twenty hotel transactions. In 1993, Lynn received the President's Award for outstanding service to the client and community and in 1994 the San Francisco office was recognized as the top producing development office in the entire Richfield hotel system.

FLAGSHIP RESORT

Atlantic City, New Jersey

Asset Manager

Was fully responsible for the strategic planning, asset management and day-to-day management of the Flagship Resort located on the Boardwalk in Atlantic City, New Jersey. Managing this complex, 32-story \$62-million asset owned by Westinghouse



Credit Corporation consisted of reporting to four disparate ownership groups that were involved in the project. Working on site, Lynn and the Flagship management team managed the daily operations of the facility and concurrently negotiated four separate, but interrelated, management agreements designed to satisfy the investment parameters of all investment groups. In addition to overseeing the strategic planning and management of the asset, Lynn and his management team met monthly with the boards of directors of the four respective ownership groups to provide progress updates and gain input and guidance from the boards.

1985 to 1989

BRILYN HOTEL CORPORATION

Cincinnati, Ohio

Vice President, Director of Operations

Played a pivotal role in the management and rapid expansion of this privately held hotel development and management organization. During his tenure, the size of the core hotel holdings tripled from four hotel properties to thirteen properties. In addition to his active involvement in expansion-related activities, Lynn was responsible for product positioning, capital improvement programs, budgeting, marketing, profitability and all operations. He developed and implemented the total range of operational and marketing systems and programs necessary to effectively manage and monitor the day-to-day operations of the company. Additionally, he met with and communicated with the various investment groups and partners involved in the company and conducted regularly scheduled partnership meetings to assure that the financial objectives of all of the investors were being achieved.

1978 to 1985

PARKMOUNT HOSPITALITY CORPORATION

Dallas, Texas

Senior Vice President, Director of Operations

Was responsible for the management of fifteen hotel properties located throughout North America and Hawaii. These properties were a combination of company-owned and client-owned facilities. In addition to the total operational responsibilities for the hotel portfolio, Lynn was responsible for all client relationships, meetings and communications.



Vice President, Western Division

Responsible for all business activities and expansion of the Rodeway Inn franchise organization throughout the Western Region of the United States and Canada.

Regional Director, Eastern Division

Responsible for operational and marketing support, maintenance of quality standards, and ownership relationships for forty-six franchised properties located throughout the Eastern Region of the United States.

1972 to 1978

GENERAL HOTELS CORPORATION

Indianapolis, Indiana

Resident Manager, Food and Beverage Director, Assistant Manager, Controller, Front Office Manager, Facilities Manager

Upon graduation from college, Lynn joined General Hotels Corporation, the developer and owner of eight, high-quality, full-service hotel properties and began an intensive management-training program, which focused on hands-on knowledge and experience in virtually every functional area of a hotel operation. During this period, Lynn gained invaluable, practical experience in operations, food and beverage, accounting, sales and marketing, housekeeping, construction, preventive maintenance, engineering, and front office operations. Lynn began his hotel career with this group while attending college preparatory school.

Education

Bachelor of Science, Business Administration
Xavier University, Cincinnati, Ohio



Special Awards and Recognition

President's Award – 1993
Honored as one of six Richfield employees (selected from 13,000 employees) to receive the coveted President's Award "In Recognition of Extraordinary Acts of Service To the Customer and Community."

Hotel of the Year Award – 1991
Selected from 90 hotels under Richfield management to receive this distinction as a result of the tremendous financial and operational improvements realized at the Flagship Resort in Atlantic City.

Published Writings

Bi-monthly hotel operations article – *Casino Executive Magazine*, 1997, 1998, 1999
Contributing author, *Hotel Investments Handbook*, 1997
Contributing author, *The Hotel Valuation Journal*, 1997, 1999, 2000, 2001, 2002
Mortgage and Real Estate Executives Report, July 1998
Hotels' Investment Outlook, June 1998
The Real Estate Finance Journal, Winter 2002, Spring 2005, June 2006
HVS International Journal, ALIS Edition January, 2005, 2006, 2007, 2008

Professional Organizations

Member Hotel Asset Managers Association (HAMA)



CORPORATE AND INSTITUTIONAL CLIENTS SERVED BY MARK LYNN

Airport Boulevard Realty, LLC
Alzheimer & Gray
AMACON
Andrew Daveridge Corporation
Boughton, Peterson, Yang, Anderson
Bourbon Hotel, LLV & Royal Boutique Hotel
Operating Company, LLC
Buckherd Group, Ltd.
C.J. Segerstrom & Sons
Cahill Gordon & Reindel LLP
The Carlyle Group
Cellcom Wireless
City of Albuquerque, New Mexico
City of San Jose, California
City of Visalia, California
City of Watsonville, California
Colony Capital, Inc.
Coury Properties
Daniel Coker Horton & Bell, P.A.
Delta Land Developments
DivcoWest Properties
Eastdil Secured
Equity Office Properties Trust
eRealty Companies, Incorporated
Farallon Capital Management, LLC
Federal Realty Investment Trust
General American Life Insurance
Gustin Property Group
Halekulani Corporation
HOB Entertainment Incorporated, Hollywood
Hotel Nikko San Francisco
HRI Management, Inc.
HVS Capital Corporation
Indiana University/Purdue University
Indianapolis
Indianapolis Local Public Improvement Bond
Bank
Insignia Financial Services
JAL Hotels
Jones Day
Kene Ventures Corporation
Kor Hotel Group
Ladco Company Ltd.
Larkspur Hospitality
Lauricella Land Company
LeBoeuf, Lamb, Greene & MacRae, LLP
Lone Oak Hospitality
Luce, Forward, Hamilton & Scripps LLP
McCandless Management Corporation
Midway Hospitality Corporation
Nation Smith Hermes Diamond
Nomura Securities International, Inc.
Northridge Capital
Northview Hotel Group, LLC
Norwitt Design & Development
The Olnick Organization, Inc.
Olympic Hotel and Delicatessen
Payton & Associates, LLC
Premier Resort Management Group
Prudential Real Estate Investors
Pueblo of Sandia
R.C. Hedreen Co.
Ramada Inn
Rim Hotel Group, LLC
Ross Ventures Ltd.
Ryder, Stilwell Properties Inc.
Radisson Inn Lake Natoma
Sand Hill Management, LLC
San Hill Property Company
Schnitzer Group
Secured Capital Corp.
Semi-Ah-Moo Company
Southwest Investment Trust, Inc.
Three Sisters Properties Partnership



CORPORATE AND INSTITUTIONAL CLIENTS SERVED BY MARK LYNN

TMG Partners
Trillium Corporation
TYBA Group, Inc./Crystal Square Development
Corp.
University of California, San Francisco
Village of Schaumburg, Illinois
Vintage Properties
Wampold Companies
Westbank Associates
Wong & Mak, LLP