



ROEDEL COMPANIES™

Hotel Investment, Construction & Management



Build/Renovate



Develop/Acquire



Manage Hotels



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Roedel Companies is an integrated hotel investment, construction and management company. Roedel Companies and its subsidiaries, RGH Hospitality and ROK Builders, maximize free cash flow and return on investment for hotel owners and investors in three primary areas:

Hotel investments & acquisitions	<i>Roedel Companies</i>
Hotel management	<i>RGH Hospitality</i>
Hotel renovations and new construction	<i>ROK Builders</i>

The ability to invest, manage, build and renovate provides Roedel Companies and its investment partners opportunities to purchase and reposition underperforming hotels as well as selectively develop new assets in superior markets. Roedel Companies specializes in nationally branded select service and upscale hotels throughout the Eastern United States.

Roedel Companies was formed in 2000 as the successor to Chalet Susse International Inc., which developed, constructed, owned, operated and franchised a chain of Susse Chalet and Grand Chalet hotels throughout the Eastern United States from 1968 to 2000. Chalet Susse was one of the largest privately owned limited-service hotel chains in the industry with over 65 hotels in the Eastern United States.



RGH Hospitality™

Hotel Management

A majority owned subsidiary of Roedel Companies, RGH Hospitality is uniquely positioned in its ability to combine hands-on proactive management of the owner-operator with the best practices of a company operating a suite of nationally-branded hotels. RGH Hospitality focuses on the following areas to optimize free cash flow and investor returns:

- Optimize room sales through proactive revenue management
- Actively monitor labor and operating costs to maximize profitability
- Deliver world-class guest service
- Maintain hotels in first class condition to promote repeat guests and protect asset value

RGH Hospitality's senior management has over 25 years experience operating national and regional hotel brands for full-service hotel companies, franchise owners, investors and financial institutions. On behalf of Roedel Companies, RGH Hospitality currently operates premium select service and upscale hotels along with providing superior food and beverage management at restaurant and banquet facilities.



ROK Builders™

Hotel Design, Construction
& Renovation

A wholly-owned subsidiary of Roedel Companies, ROK Builders provides solutions to the challenges owners typically face during hotel renovations, new construction and capital projects. ROK Builders produces superior results by concentrating on the following:

- “Value Engineering” to reduce costs and improve quality
- Superior communication and project coordination
- Provide an owner/operator approach to every project
- Deliver the highest quality product to our clients and their hotel guests

ROK Builders' expertise in the hotel construction business has earned it a reputation for delivering well-designed and cost-efficient hotels on time and on budget. ROK Builders' new hotels and hotel renovations are designed to maximize revenue, control costs, and ultimately deliver optimal free cash flow to owners and investors.

Asset Portfolio

Roedel Companies currently owns and operates the following portfolio for its own account and third party owners.

Location	Asset Type	Size	Role
Hilton Garden Inn, Manchester, NH	Hotel	125 rooms	Built/Own/Operate
Hilton Garden Inn, Poughkeepsie/Fishkill, NY	Hotel	111 rooms	Own/Operate
Holiday Inn Express & Suites, Worcester/Auburn, MA	Hotel	113 rooms	Built/Own/Operate
Hampton Inn & Suites, Tilton, NH	Hotel	92 rooms	Built/Operate
Hampton Inn & Suites, Lake Buena Vista, FL	Hotel	147 rooms	Operate/Renovate
US Navy Bachelor Officer Quarters, Newport, RI	BOQ	150 rooms	Built/Operate
US Navy Bachelor Officer Quarters, Groton, CT	BOQ	150 rooms	Built/Operate
The Patio at the Hilton Garden Inn, Manchester, NH	Restaurant	165 seats	Built/Own/Operate
The Pavilion at the Hilton Garden Inn, Manchester, NH	Restaurant	70 seats	Built/Own/Operate
The Riverview Mill, Wilton, NH	Industrial	100,000 SF	Own/Operate
The Summit Executive Offices, Wilton, NH	Office	14,000 SF	Own/Operate
La Quinta Inn & Suites, Manchester, NH	Hotel	110 rooms	Own/Rebrand/Operate

2011/2012 Acquisitions

Location	Asset Type	Size	Role
Holiday Inn Express, Merrimack, NH	Hotel	110 rooms	Own/Rebrand/Operate
Falls Center Banquet Facility, Manchester, NH	Banquet	4,000 SF	Own/Rebrand/Operate

Featured Third-Party Business

Owner	Scope	Contract Type	Entity
La Quinta Corporation	70 projects over 5 years	Renovations	ROK Builders
Och Ziff Realty	9 Fairfield Inns 1 full-service Hilton	Renovations Renovations	ROK Builders ROK Builders
Newport Hospitality Group	Courtyard by Marriot	Renovations	ROK Builders
Waterford Hotel Group	Residence Inn by Marriott	Renovations	ROK Builders
SteepRock Capital / CHM Partners	Hampton Inn & Suites 147 rooms	Operate/Renovate	ROK Builders RGH Hospitality

Ownership and Senior Management

Fred B. Roedel

Member of Roedel Companies and Senior Advisor

Founder and CEO of Chalet Susse International with over 40 years of experience owning, building, operating, franchising and developing privately-owned and nationally-franchised hotels

Fred B. Roedel, III

Managing Member of Roedel Companies & President of ROK Builders

Responsible for hotel construction and renovation projects through ROK Builders

David W. Roedel

Managing Member of Roedel Companies

Oversees real estate and hotel development, equity investments and marketing efforts

Glenn A. Hardman

Manager and President of RGH Hospitality

Responsible for operating all company-owned hotels and pursuing third-party operating agreements through RGH Hospitality

Michael N. Gelinis

Chief Financial Officer

Responsible for cash management, consolidated financial statements, taxes, audits and insurance

Mary L. Burke

Director of Administration

Oversees all corporate administration, employee benefits and employee development

Robert M. Kukish

Director of Construction

Oversees all company owned and third-party new construction and renovation projects

Kathleen M. Fox

Controller

Responsible for producing financial statements in addition to auditing operational procedures and controls, at all company-owned and third-party managed hotels and restaurants

Total Employees: 300

Corporate Headquarters

Roedel Companies, LLC
Summit Executive Offices
1134 Gibbons Highway, Suite 200
PO Box 598
Wilton, NH 03086

Contact Information

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Awards & Recognition

Lodging Hospitality

Top Owners and Operators, 2011
Top Hotel Design and Architecture Firms,
2011

Hotel and Motel Management

Top Hotel Companies, 2010

Hotel Business

Top 100 Owners and Developers
2009, 2010, 2011

Commercial Construction & Renovation Magazine

Top General Contractors 2011
ROK Builders

New Hampshire Business Review

Best of Business Awards –
Best Business Class Hotel, 2009, 2010
Hilton Garden Inn, Manchester, NH

Best Corporate Hotel, 2012
Hilton Garden Inn, Manchester, NH

Auburn (MA) Chamber of Commerce

Best Auburn Hotel, 2009, 2010, 2011

New Hampshire Business Magazine

Top 100 Private Companies, 2009
Roedel Companies

Fastest Growing NH Companies, 2004, 2009
Roedel Companies

New Hampshire Magazine

21 Best Bars in NH – The Patio, 2008
Hilton Garden Inn
Manchester, NH

New England American Builders & Contractors Association

*Best Commercial Development
over \$10 Million*, 2007
Hilton Garden Inn,
Manchester, NH
ROK Builders

Manchester (NH) Historic Association

Historic Preservation –
New Development, 2007
Roedel Companies/Hilton Garden Inn,
Manchester, NH

Dutchess County (NY) Business Association

Company of the Year, 2004
Roedel Companies/Hilton Garden Inn,
Fishkill, NY

Hilton Hotels Corporation

Deal of the Year Award, 2004
Hilton Garden Inn, Manchester, NH