

Joseph H Champ

List of Representative Projects

Project
Location

CHAMP HOSPITALITY LP CHAMP DEVELOPMENT LLC	<u>DEV</u>	<u>MGT</u>	<u>FRAN</u>	<u>INV ACQ DISP</u>	
International Branded Hotel -Historic Renovation El Paso, TX	X	X	X		Assist in predevelopment, design and financial analysis of an internationally branded historic renovation of a vacant office building in El Paso, Texas
Marriott Courtyard North Miami Miami, FL					Provided predevelopment, design and financial analysis for a proposed Marriott Courtyard in Miami.
International Brand Portfolio Germany		X	X		Underwrite analysis of portfolio performance for a set of upscale hotels against their compsets in multiple German cities on behalf of the operator/owner.
Aloft Hotel Dallas Texas Dallas, TX	X	X	X		Development of a brand defining new generation Marriott Branded Aloft Hotel in the Galleria area of Dallas, TX.
Aloft Hotel El Paso, Texas	X	X	X		Developer for historic tax credit renovation in downtown El Paso, Texas. Hotel opened May, 2018.
Sheraton Gateway McKinney, TX	X	X	X	X	Owner, Developer and Asset Manager of Sheraton Branded hotel and conference center in suburban Dallas which opened in 2015. This was a public private partnership. Since opening, the hotel has consistently been ranked a top performer in the Sheraton System.
Aloft Hotel Miami Beach, FL	X	X	X		Development services for historic renovation and new construction for aloft hotel in Miami Beach which opened in 2015.

Joseph H Champ

List of Representative Projects

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Le Meridien President Dakar, Senegal	X	X		X	Led due diligence to underwrite the renovation and management of this government owned hotel near Leopold Sedar Seghor International Airport.
W aloft Hotel San Antonio, TX	X	X	X	X	Ground up developer/equity partner for this new hotel concept serving San Antonio International Airport. On time. Below budget.
W aloft Hotel Frisco, TX	X	X	X	X	Ground up developer/equity partner for this new hotel concept in N. Dallas. On time. Below budget.
W aloft Hotel Irving, TX	X	X	X	X	Ground up developer/equity partner for this new hotel concept in the Las Colinas. On time. Below budget.
W aloft Hotel Plano, TX	X	X	X	X	Ground up developer/equity partner for this new hotel concept in the Legacy Town Center. Below budget.
Tropica Sands Jaco Beach Playa de Jaco, Costa Rica	X	X	X	X	Led acquisition, entitlements, and design for proposed 168 key Wyndham Franchised Condo Hotel in Costa Rica.
WYNDHAM INTERNATIONAL					
<u>Wyndham Garden Hotels</u> Wyndham Garden Pleasanton Wyndham Garden Schaumburg Wyndham Garden Wood Dale Wyndham Garden Novi Wyndham Garden Charlotte Wyndham Garden Brookfield Wyndham Garden Park Central Wyndham Garden Overland Park			X	X 8	Negotiated the sale and subsequent franchise of 8 Wyndham Garden Hotels to Crow Holdings.

Joseph H Champ

List of Representative Projects

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Wyndham non-strategic asset disposition Various Locations				X	Led the disposition of approximately 180 non-strategic hotel assets for Wyndham between 2001-2005.
Wyndham Galleria Hotel Dallas, TX			X		Negotiated the franchise and reflagging of this hotel in the Dallas Galleria District
Wyndham Viva Resorts Dominican Republic/Playacar, Mexico			X 5		Negotiated the integration and Franchise of Viva all-inclusive resorts into the Wyndham Brand. Initially 5 hotels in 2 countries.
Wyndham Metarie Hotel Metarie, LA	X	X			Technical services and management contract for Wyndham Hotel serving New Orleans International Airport.
Wyndham Nassau Resort Nassau, Bahamas		X			Reflagged Marriott Hotel Nassau as a Wyndham Resort.
Summerfield Suites Grand Cayman			X		Reflagged existing independent in Grand Cayman as a Summerfield Suites (the Summerfield Brand later became Hyatt House).
Las Casitas Puerto Rico	X	X			Constructed Phase II of the Las Casitas 5 star resort at El Conquistador, Puerto Rico.
Wyndham Tempus Resort Orlando, FL			X		Managed Wyndham's branded timeshare joint venture with Tempus Resorts.
Wyndham Tempus Resort El Conquistador, Puerto Rico	X		X		Planning and entitlement to build time share resort at El Conquistador. Company sold before we started the project.
The Boulders; A Wyndham Luxury Resort Carefree, AZ	X	X		X	Entitled and master planned a upscale residential community adjacent to the Boulders hotel.
Carmel Valley Ranch; A Wyndham Luxury Resort	X	X		X	Entitled and master planned a new upscale residential community adjacent to the hotel.

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List of Representative Projects

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Carmel, CA					
21C Louisville, KY	X	X			Technical services for upscale boutique hotel in Louisville.
STARWOOD HOTELS AND RESORTS WESTIN HOTELS AND RESORTS					
St Regis Ft. Lauderdale Ft. Lauderdale, FL	X	X		X	Technical Service. Management.
Westin Stonebriar Resort Frisco, TX	X	X		X	Technical services and management of this Westin Resort hotel. Negotiated shared use for 18 hole Fazio golf course at Stonebriar Country Club with CCA. Also provided bridge financing from Starwood.
Westin Diplomat Hotel Hollywood, FL	X	X			Led team competing for management contract and pre-opening for large convention hotel.
Westin Providence Providence, RI		X		X	Management. Mezz loan.
Westin River North Chicago, IL		X		X	Acquisition
Westin Portland Portland, OR	X	X		X	JV Partner in the design and development of the Westin "light" prototype. The program was put on hold after the Starwood merger. This was the only one built. Delivered ahead of schedule and below budget.
Westin Detroit Metropolitan Airport Wayne County, MI	X	X			Underwrite development and operation. Negotiated management and development services with Northwest Airlines and Wayne County in construction of midfield inter-terminal hotel at Detroit Metropolitan Airport, global hub for Northwest airlines.

Joseph H Champ

List of Representative Projects

Project
Location

Westin Denver International Airport Denver, Colorado	X	X			Underwrite development and operation of an in-terminal Westin hotel to be developed at Denver International Airport.
Westin Savannah Harbor Resort Savannah, GA	X	X		X	Joint Venture development partner in this resort hotel.
Westin Seatac International Airport Seattle, WA	X	X			Underwrite development and operation of an in-terminal Westin Hotel to be developed at Seatac.
Westin La Cantera Resort San Antonio, TX	X	X			Technical services and management of newly constructed resort hotel in San Antonio, TX.
Westin Riverwalk Hotel San Antonio, TX	X	X			Technical services and management of newly constructed hotel in San Antonio, TX.
Westin Charlotte Charlotte, NC	X	X		X	Joint Venture with Portman on 700 room convention hotel.
Westin Ft Worth Beechwood Ft. Worth, TX		X			Technical services. Management. Opened 9.12.2001.
Westin Times Square New York, NY	X	X			Technical Services and management for new Times Square hotel with Tishman.
Westin Diplomat Hotel Hollywood, FL	X	X			Led team competing for management contract and pre-opening for large convention hotel.
Westin South Boston Boston, MA	X	X		X	Started work on this convention center hotel in South Boston.
Westin Poinsett Greenville, S.C.			X		Franchise
Westin Innisbrook Palm Harbor, FL		X			Renegotiated management agreement with Starwood Capital.

Joseph H Champ List of Representative Projects

Project
Location

W Times Square New York, NY	X	X		X	Technical Services and management for new Times Square hotel. Lease.
W Suites Newark Newark, CA	X	X		X	Negotiated Starwood exit from their agreement with Gatehouse Capital. First Gatehouse Hotel was converted to the first (and only) W Suites.
Sheraton Convention Center San Antonio, TX	X	X		X	Led Starwood to selection as the convention center hotel developer in San Antonio. The hotel was not built due to the events of 9.11.2001.
Sheraton Tamarron Resort Durango, CO		X			Renegotiated management agreement with Starwood Capital.
Holiday Inn JFK International Airport Jamaica, NY		X		X	Management contract. Underwrite renovation and repositioning of an international airport hotel.
Sheraton Station Square Pittsburgh, PA		X		x	Management with investment.
Sheraton Baton Rouge Baton Rouge, LA		X			Management.
Sheraton Greensboro Greensboro, NC			X		Franchise.
Sheraton Overland Park Overland Park, KS		X			Negotiated management and technical services for public-private financed convention hotel.
Sheraton Premier McClean, VA		X		X	Joint Venture. Management.
Sheraton East Hartford Hartford, CT			X		Franchise agreement for conversion property.
Sheraton Iowa City Iowa City, IA			X		Franchise

Joseph H Champ

List of Representative Projects

Project
Location

Sheraton Gunter San Antonio, TX			X		Franchise.
Sheraton St Louis St. Louis, MO	X	X		X	Management. Investment.
Sheraton Alexandria Alexandria, VA			X		Franchise agreement for conversion property.
Sheraton Washington, D.C. Washington, D.C.			X		Franchise.
Sheraton Dulles Dulles, VA			X		Franchise.
Sheraton Douglasville Douglasville, GA			X		Franchise.
Sheraton Nashville Nashville, TN			X		Franchise.
Sheraton Suites Orlando Orlando, FL			X		Franchise conversion.
Sheraton Richmond Richmond, VA			X		Franchise Conversion.
Sheraton Minneapolis, MN			X		Franchise conversion.
Sheraton Clayton Clayton, MO			X		Franchise.
Four Points Bethesda Bethesda, MD		X			Conversion. Provided \$600k Key Money.
Four Points Naples			X		Franchise.

Joseph H Champ List of Representative Projects

Project
Location

Naples, FL					
Four Points New Orleans New Orleans, LA			X		Franchise.
Four Points Midway Airport Chicago, IL			X		Franchise.
Four Points Northeast Cincinnati, OH			X		Franchise.
Four Points Orlando Orlando, FL			X		Franchise.
Four Points South Cleveland, Ohio			X		Franchise.
Four Points Key West Key West, FL			X		Franchise.
Four Points Washington D.C. Washington, D.C.			X		Franchise.
Four Points West St Louis St Louis, MO			X		Franchise.
Westin Whistler Resort Whistler, B.C.	X	X			Resort oriented condo hotel.
Westin Vancouver Vancouver, B.C.	X	X			Urban condo hotel.
Westin Royal Tremblant Mont Tremblant, Quebec			X		Franchise.
Sheraton Hamilton Hamilton, Ontario		X		X	Acquisition by Starwood Canadian subsidiary.
Sheraton Foxhead			X		670 room Franchise new build.

Joseph H Champ

List of Representative Projects

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Niagara, Ontario					
Sheraton Fallsview Niagara, Ontario			X		Franchise. Expansion.
Four Points Toronto Toronto, Ontario			X		Franchise.
Four Points Kamloops Kamloops, BC			X		Franchise.
COBBLESTONE GOLF GROUP					
Morgan Run Resort & Country Club Rancho Sante Fe, CA	X	X		X	Renovated lodge and country club in Rancho Sante Fe, CA
Sweetwater Country Club Sugarland, TX		X		X	Acquired 36 hole Sweetwater Country Club with a creative lease structure with National Golf Properties.
Lakeway Austin, TX		X		X	Acquired the Hills of Lakeway, Yaupon and Live Oak golf courses and the former WTC tennis facility from Hillwood.
Clubs at Stonebridge Ranch Ranch Country Club Stonebridge Country Club McKinney, TX		X		X	Acquired this upscale 45 hole private club from Mobil Land Development
Pecan Grove Plantation Richmond, TX	X	X		X	Acquired and repositioned private club including new clubhouse construction in suburban Houston.
Trophy Club Country Club Trophy Club, TX		X		X	Acquired the 36 hole private club centerpiece of this large master planned community in between Dallas and Ft. Worth
Red Mountain Ranch Country Club Mesa, AZ		X		X	Acquired upscale country club in suburban Phoenix from Mobil Land Development

Joseph H Champ List of Representative Projects

Project
Location

Ahwatukee Country Club Phoenix, AZ		X		X	Acquisition including Ahwatukee Lakes.
Vineyard at Escondido Escondido, CA	X	X		X	Developed upscale high end daily fee course in San Diego County.
Eagles Landing Country Club Stockbridge, GA		X		X	Acquisition. Home of the LPGA Chick-fil-A Championship.
Brandermill Country Club Midlothian, VA		X		X	Acquired upscale community club in Midlothian VA from East West Partners.
<u>AMERICAN GOLF CORPORATION</u>					
<u>Los Angeles County</u> Lakewood Chester Washington Los Angeles, CA	X	X		X	Negotiated long term leases with capital improvements with City, State and County Governments to bring needed capital to their owned golf courses. Los Angeles County was our largest single landlord. This model was used by American Golf throughout the USA.
Desert Dunes Golf Club Desert Hot Springs, CA		X		X	Acquired following foreclosure by Mitsui. Served as receiver and manager prior to receivership.
Desert Lakes Golf Club Bullhead City, AZ		X		X	Acquired 2 year old course in residential community.
Gleneagle Golf Club Arlington, WA		X		X	Long term lease. Pre-opening and management.
Eldorado Ranch Golf Club Gilbert, AZ		X		X	Acquisition.
Lake Wilderness Golf Club Seattle, WA		X		X	Acquisition from Sumitomo.

Joseph H Champ List of Representative Projects

Project
Location

Mesquite Golf and Country Club Palm Springs, CA		X		X	Acquisition.
Summit Pointe Golf Club Milipitas, CA		X		X	Acquisition from Sumitomo.
Canyon Oaks Chico, CA		X		X	Acquisition following bankruptcy.
INTERSTATE HOTELS CORPORATION					
Sheraton Temp Mission Palms Tempe, AZ		X			Negotiated management contract to manage this Sheraton franchise.
Marriott Hotel Arlington, TX		X	X		Rebranded and management contract on hotel adjacent to the Arlington Convention Center in Arlington, TX.
The Mondrian West Hollywood, CA		X			Negotiated management contract to manage this highly visible West Hollywood Hotel. It later became Ian Shrager's west coast flagship.
Hilton Los Angeles International Airport Los Angeles, CA	X	X			Underwrite renovation and Management of this large LAX hotel for a new owner to de-emphasize United Airlines crew business in favor of an improved business mix performance.
The Belage West Hollywood, CA		X			Negotiated management contract to manage this luxury hotel on the Sunset Strip in West Hollywood.
L'Ermitage Beverly Hills, CA		X			Negotiated management contract to manage this upscale boutique hotel in Beverly Hills.
Le Reve West Hollywood, CA		X			Negotiated management contract to manage this boutique hotel in West Hollywood.

Joseph H Champ

List of Representative Projects

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Location

Holiday Inn Civic Center San Francisco, CA		X			Negotiated management contract with Hong Kong buyer of this well- positioned franchised hotel.
Crowne Plaza Seattle Seattle, WA		X			Negotiated management contract with Hong Kong buyer of this downtown Seattle Hotel.
WestIn Bonaventure Hotel Los Angeles, CA		X			Relationship on the Holiday Inn and Crowne Plaza led to the mgt of the Westin. Left before this was completed.
Tucson National Golf & Conference Resort Tucson, AZ		X			Management contract.
Sir Francis Drake Hotel San Francisco, CA		X			Management contract.
The Wynfrey Hotel Birmingham, AL		X			Management contract.
Holiday Inn DFW Airport Dallas, TX		X			Management contract.
Lake Arrowhead Hilton LakeArrowhead, CA		X			Management contract with Kennedy Wilson.
AIRCOA					
Stratton Mountain Inn Stratton VT		X			Condo hotel management.
Mt Ascutney Resort Ascutney, VT	X	X			Condo hotel management.
Hawthorne Hotel Salem, MA		X			Managed historic independent hotel in the heart of Salem, MA.

Joseph H Champ

List of Representative Projects

Project
Location

Eldorado, A Clarion Hotel Sante Fe, NM	X	X		X	JV Partner in the development of the Eldorado Hotel in Sante Fe, New Mexico.
Clarion San Francisco International Airport (Now branded as an Aloft) Millbrae, CA	X	X		X	Project manager on this redevelopment.
Clarion Hotel New Orleans New Orleans, LA	X	X			Project manager for the historic renovation of the 750 room Jung Hotel on Canal Street.
Truman Annex Key West, FL	X				Master planned this highly desirable acquisition of the US Navy Truman Annex in Key West. The project was completed. AIRCOA elected not to participate.
Mariners Inn: A Clarion Resort Hilton Head, SC	X	X			Developed and managed the Mariner's Inn condo hotel. Worked with Packwood and Hatfield to write new tax legislation for condo hotels post TEFRA.
Key West Resort Key West, FL	X				Developed a master plan for the proposed Key West Resort on Stock Island in Key West, FL. The developer ultimately did not construct the project due to entitlement issues.
Sheraton Billings Hotel Billings, MT	X	X			Project manager for renovation. Management contract negotiations with Metropolitan Life.
Beachside Resort Nantucket, MA		X			Management contract.
Sheraton St. Johns Jacksonville, FL		X			Management. Receivership for Metropolitan Life.
Union Square Hotel Glens Falls, NY		X			Management contract.

Joseph H Champ

List of Representative Projects

Project
Location

Northampton Inn Northampton, MA		X			Management contract.
Quality Inn Farmington Hills Farmington Hills, MI		X			Management contract.
Virgin Grande Beach Hotel St. John, USVI					Underwriting and valuation. Assisted asset manager in the sale of this hotel (now the Westin St. John).
Grande Butte Hotel Mt. Crested Butte, CO	X	X			Project manager hired to complete and manage this 263 room condo hotel at the base of Crested Butte Ski Area.
PlayaCar Playa Del Carmen	X	X		X	Master planning team for this 1,000 acre resort in the Yucatan Peninsula. AIRCOA was partners with the Barbachano family.
<u>Clarion Hotel Collection</u> Clarion Hotel Denver International Airport Clarion Hotel Colorado Springs Clarion Harvest House Boulder Clarion Riverfront Towers St. Louis Clarion Cincinnati Clarion University Inn Durham, NC Mariner's Inn; a Clarion Hotel The Clarion Inn at McCormick Ranch (Scottsdale) Eldorado: A Clarion Hotel Sante Fe Clarion Hotel Lansing Four Winds: A Clarion Resort Bloomington, IN Clarion Hotel San Francisco Airport Clarion Read House, Chattanooga Clarion Maxell House, Nashville			X 17	X	Converted 17 existing independent and branded hotels to the Clarion Collection. The original 12 were converted simultaneously. We managed these properties and had ownership in some of them. Established reservation system, created brand identity and managed conversion of these hotels to Clarion. The Clarion Hotel Denver International Airport was the closest hotel to Stapleton International Airport before Denver International Airport was opened.

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List of Representative Projects

Project
Location

Clarion Hotel Marin					
Clarion Hotel Napa Valley					
Clarion Hotel Sacramento					