



MEYER JABARA HOTELS

*Over 40 Years of Owning and Managing Hotels*

## *meyer jabara hotels*

Trusted Partnerships... Lifelong Relationships...  
Positive Results...  
Hallmarks of our Successful Journey

"In this world of disposable everything, our promises are commitments  
and our culture is the foundation of our success."

*Richard Jabara, President and Chief Executive Officer*

## *William A. Meyer*

Following his graduation from the Wharton School of the University of Pennsylvania, The London School of Economics and Georgetown University Law School, Bill Meyer became a member of the New York and Florida Bars and a specialist in real property law with a New York City law firm. He later became a graduate of Harvard Business School.

In 1976, he accepted the position of Vice President, Real Estate and Law, for Servico, Inc., then a small publicly traded hotel company. Over the next 12 years Servico grew to become one of the largest independent hotel companies in the United States with 58 hotels in its portfolio. Before selling his interest and resigning in mid-1988, Mr. Meyer served as Servico's President and Chief Executive Officer.

Mr. Meyer is presently Chairman of Meyer Jabara Hotels with offices in Danbury, Connecticut and West Palm Beach, Florida. Its hotel portfolio includes 30 hotels with nearly 5,000 rooms in 12 states. The hotels range in size from 38 rooms to 500 rooms and are operated under licenses from Marriott, Hilton, Sheraton, Intercontinental, Hyatt and Choice.

Mr. Meyer has also been involved in companies unrelated to the hotel industry. In 1997, he acquired a controlling interest in CRSA Holdings which provides management, development and marketing services to 25 continuing care retirement communities across the country. After serving as Chairman of the Company for over 8 years, Mr. Meyer sold his interest.

In 2009, Mr. Meyer formed NuVista Living to build and operate new Florida-based senior housing communities including independent living, skilled nursing, rehabilitation and assisted living facilities. NuVista at Wellington Green and NuVista at North Tampa opened in 2011. NuVista in Jupiter commenced development in 2015. Shortly thereafter, Mr. Meyer sold his interest in the Company.

Within Palm Beach County, Bill Meyer has developed a number of other real estate projects. These include Interstate Plaza, a 76,000 square foot office

building in Boca Raton; 1601 Belvedere, a 100,000 square foot office building and Embassy Suites hotel in West Palm Beach; The Dunes of Ocean Ridge, an oceanfront condominium in Ocean Ridge; Jupiter Square, a 105,000 square foot shopping center in Jupiter; The Residences of Windsor Court in Palm Beach; the 1,600 acre Fox Property in West Palm Beach and the 500 acre Crestwood Lakes residential development in Royal Palm Beach, now known as Madison Green, the Marriott Residence Inn in downtown West Palm Beach and Devonshire at PGA National, a Senior Life Care Community.

Mr. Meyer is the former Vice Chairman of the Board of Trustees of JFK Medical Center, a 330 bed acute care hospital in Palm Beach County. He is the past Chairman (6 years), now head of the Operations Committee of the Kravis Center for the Performing Arts in West Palm Beach and is the past Chairman of The Quantum Foundation (5 years), the 20th largest charitable foundation in the State of Florida. He was, for 20 years, a member of the Executive Committee of the Meyer Jewish Academy in Palm Beach Gardens and now serves on the Investment Committee of the Jewish Federation of Palm Beach County and is Vice Chairman of the Jewish Community Foundation. He was the first Philanthropist-Investor in the Palm Beach Philanthropy Tank and a founder of Temple Judea in Palm Beach Gardens. He also serves on the Board of Overseers of the School of Social Policy and Practice at the University of Pennsylvania.

Mr. Meyer is the recipient of the Haym Salomon Award from the Anti-Defamation League and was named the 2017 Outstanding Volunteer Fundraiser by the Association of Fundraising Professionals of Palm Beach County. He is most proud of having won the Golf Club Championship at the Palm Beach Country Club four times. He and Denise have two children, Candice and A.J.



William A. Meyer

## *Richard G. Jabara*

On any given day one could find Richard Jabara in a board room sharing of his time and talent. One might find him in his Danbury, Connecticut office strategizing on how to own a specific street corner and win the race against a competitor. Or he might be found standing at the front desk of a hotel chatting with a guest or in the kitchen helping out an associate during a busy breakfast. Richard Jabara carries the heart of a servant leader. The hotel business is in his blood. He instinctively knows what it takes to stay at the head of the pack.

His longevity in the hospitality industry has given him the experience of managing hotels through good economies and bad. The implementation of best practices and quick response to change has produced a consistent track record of performance that exceeds industry norms for occupancy and REVPAR.

He has embraced and brought to Meyer Jabara Hotels the “Journey Management System” developed by well-known management consultant and author Dr. James Belasco.

Richard has been active in industry committees for many years. He has been involved with the Hotel-Motel Association of New York City and was a member of the Ad Hoc Committee which negotiated the master union contract for all New York City hotels. He is also the past Chairman of the Owners’ Association of Inter-Continental Hotels and Resorts.

Richard brings his extensive business experience to various other organizations. He is past president of the Parish Council at his church and a board member of the Western Connecticut Health Network (three hospitals), where he also chairs the Quality Committee. He is also one of the founders and supporters of Dream Come True, a regional charity that directs their efforts in helping terminally ill children and their families.



*Richard Jabara*

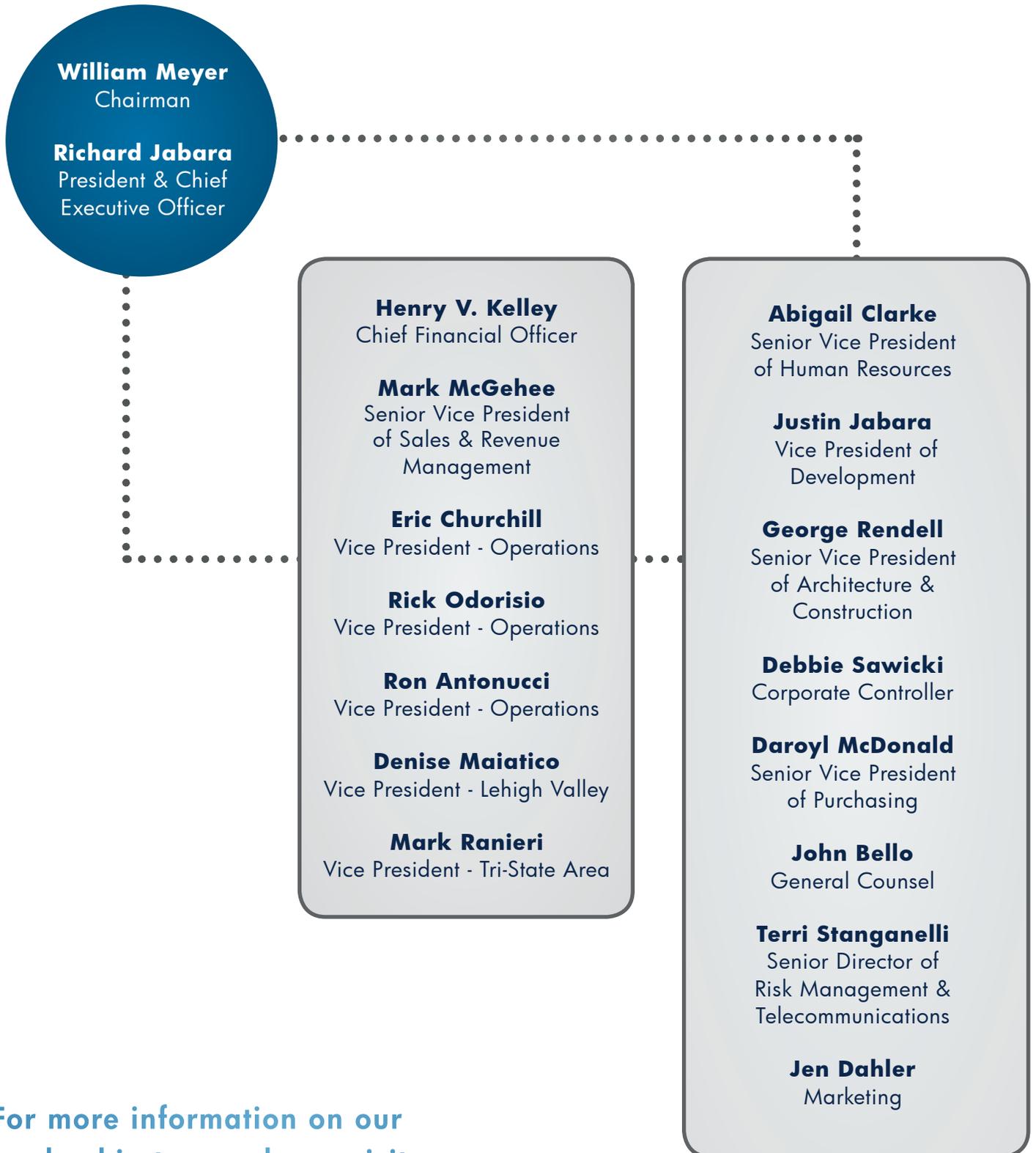
## *the longevity of meyer jabara hotels*

has given us the experience of managing hotels through good economies and bad. Our learning culture, implementation of best practices, and quick response to change has produced a consistent track record of performance that exceeds industry norms for occupancy, rate, and REVPAR.

Meyer Jabara Hotels is approved to manage hotels licensed by top franchisors in the industry – Marriott, Hyatt, Starwood, Hilton, Cambria & IHG. We have created our own brand, “Harbor Magic,” by successfully theming each of our independent properties.

Over the years, Meyer Jabara Hotels has successfully owned and managed hotel assets in partnership with numerous institutional investors, banks, insurance companies, and private equity firms such as the University of Pennsylvania, Morgan Stanley, UBS, Union Labor Life Insurance Company, Bank of New York Mellon, Heyman Properties, and Fireman Capital Advisors.

# leadership team



For more information on our leadership team, please visit:  
[www.MeyerJabaraHotels.com](http://www.MeyerJabaraHotels.com)



## ***mj service solutions***

Our services are the solutions that drive results. We have a unique menu of services that are led by experts in their specialized fields. We give our ownership partners the confidence that they have access to the most innovative and cutting-edge practices in our industry. The combination of these services adds an element of proven success to any hospitality asset.

### **Third Party Management**

We are proven experts in successfully managing properties for third party owners. We consistently exceed profitability expectations.

### **Revenue Management**

Our revenue management experts assure that we are maximizing your asset's potential by optimizing room availabilities on all channels of distribution.

### **Reservation Call Center**

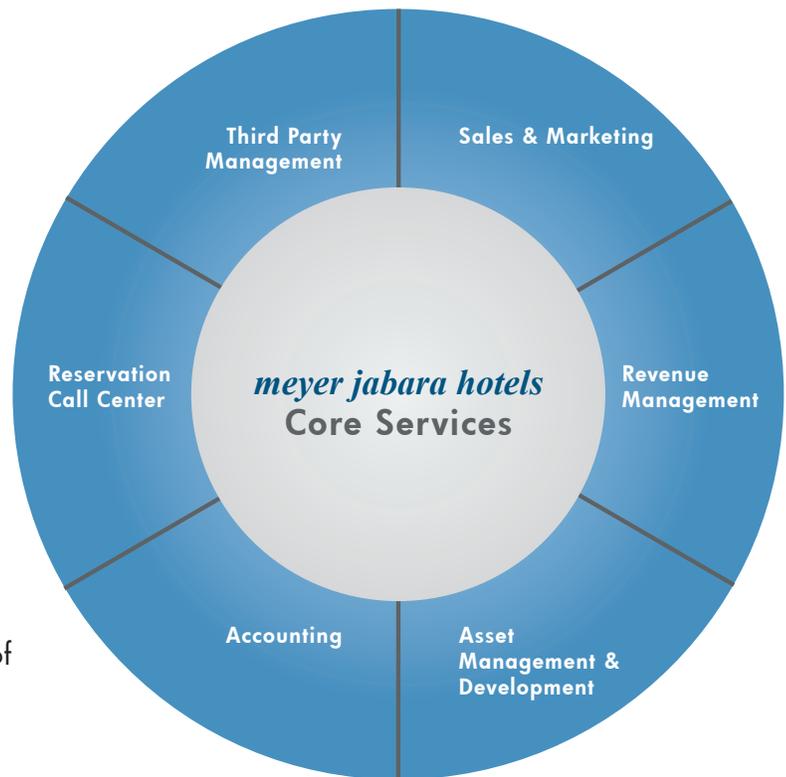
Manages over 225,000 calls each year that exceed industry benchmarks for ADR and call conversion rates.

### **Accounting**

Offers a complete accounting solution for your hotel or entire organization. We can provide data to a home office and/or hotel property and process all invoices for ongoing operations or capital expenditures.

### **Marketing**

Our services include database marketing, website optimization, social networking, internet promotions, and package creation. Our cost effective tools will drive incremental revenues to your hotel.



### **Sales**

Our sales leaders are dedicated to being market leaders and owning their community. We execute targeted strategies that put you out front of your competition.

### **Asset Management & Development**

We provide advisory services to hotel owners and investors with respect to brand affiliations, renovation strategies, purchase contract due diligence, and value maximization.

### **Other Services Include:**

- Franchise Relationship Management
- Human Resources, Training & Associate Development
- Legal, Risk Management & Insurance Coverage
- Design Services & Construction Management
- Purchasing & Procurement
- Internal Marketing
- Core Values and Leadership Training
- Culture Development.

## *the mj difference*

Less Headaches - More Fun - Great Returns -  
A Sense of Pride

Meyer Jabara Hotels has distinguished itself as an employer of choice, attracting innovative and talented industry professionals who deliver exceptional results. Our Associates are encouraged to reach their fullest potential by delivering a differentiated experience to our guests and an exceptional bottom-line.

Meyer Jabara Hotels provides a full range of management services to our ownership partnership.

We deploy an entrepreneurial approach to the hotel business, managing hotels for our partners the same way we manage the hotels we own. Our approach is focused on three key success factors: 1. Empowering our people; 2. Delivering the promise of an exceptional repeatable experience for our guests; 3. Providing exceptional investment returns for our partners.

One of the ways we accomplish this is through a one-stop shop approach. We hire associates capable of delivering our mission and embracing our culture. We provide marketing tools supporting internet and social media presence. Our Accounting and Revenue Management services work together to maximize revenue growth while minimizing costs. Our professional and proven Revenue Managers each champion approximately five hotels compared to that of other companies often requiring them to service fifteen or more. Each Revenue Manager is skilled in many different systems and utilize multiple programs and platforms to make calculated decisions. Rates are continually monitored and move fluidly to maximize profits. In today's world of online travel agents, revenue management is king.

**Meyer Jabara Hotels is the one stop solution you have been looking for.**



## *our culture*

A company's culture is not a destination or a human resources program of the month, it is a journey. It is a collection of all the small actions and big strategies, the monumental decisions and the minute interactions which make up each day. Every company has a culture. Some choose to take what they get while others work hard to create and nurture a culture that is fundamental to their success. Meyer Jabara Hotels acknowledges the associate as a key stakeholder and works as hard to create outlandishly engaged associates as they do to create returning, raving guests. This culture is known as "The Journey".

Within The Journey Culture all associates are encouraged and trained to accept the gift of empowerment and responsibility for providing superior customer service and differentiated repeatable experiences for our guests. Each member of leadership attends "Leading The Journey" interactive training class which prepares the leader to nurture and perpetuate the culture. Each associate attends the interactive training class, "Living The Journey" which showcases the benefits and expectations of living and working within this culture. Each class focuses the participants on the ten foundational Journey principles:

**Change is Good** - We must embrace change.

**Flock vs. Herd** - We operate with a team (or "flock" of geese) vs. independent domination (or "head buffalo") style of leadership.

**Vision/Mission** - We are guided by our living Vision and Mission.

**Three Legged Stool** - We acknowledge that we serve three customers: The Guest, The Associate and Ownership. We strive to keep them in balance.

### **Do What You Do Best And Leave The Rest To**

**The Rest** - We must know what we want to be great at and do it better than anyone else.

**Accept Empowerment** - We each must unwrap the gift of empowerment and take on the personal responsibilities associated with our jobs.

**Waterline** - We know what decisions we can readily make (above the waterline) and what decision must be consultative (below the waterline).

**The Three P's** - We have the Power, the Permission and the Protection necessary to embrace decision making for the good of the customer.

**Heart Connections and Partnerships** - In all that we do we strive to lead with a head and heart connection which is the strongest of bonds.

**The Terrible Truths** - We are guided by the beliefs that: "I am the problem"; therefore, I must work to "Change myself first to create the world I want to see." I must always strive for constant improvement. "Success is the enemy." I cannot rest on my past successes.

The ownership and leadership of Meyer Jabara Hotels fosters a non-directive management style centered on learning and continuous improvement. The Journey Management System is coached by the renowned author, consultant and speaker, Dr. James Belasco. The Journey culture is a learning culture and several times each year the entire leadership team of Meyer Jabara Hotels, under the coaching guidance of Dr. Belasco and Thought Leader, Terri Tucker, gathers to learn new applications for constant improvement.

"The Journey" is Meyer Jabara Hotel's true competitive advantage.

## *meyer jabara hotels*

Trusted Partnerships... Lifelong Relationships...  
Positive Results...  
Hallmarks of our Successful Journey

"Our properties are attractive and our locations compelling, but it is our people and our culture that make the significant difference. We look through the eyes of our customers and partners and work hard to create success for all involved"

*William Meyer, Chairman*



## CONTACT INFORMATION

*[www.meyerjabarahotels.com](http://www.meyerjabarahotels.com)*

### *northern office*

**Richard Jabara, President & CEO**

**Justin Jabara**

Vice President - Development

### **Meyer Jabara Hotels**

7 Kenosia Avenue, Suite 2A

Danbury, CT 06810

Tel. (203) 798-1099

Fax. (203) 798-2620

### *southern office*

**William A. Meyer, Chairman**

### **Meyer Jabara Hotels**

1601 Belvedere Road, Suite 407 South

West Palm Beach, FL 33406

Tel. (561) 689-6602

Fax. (561) 689-4363