



Lawrence Trabulsi

Vice President, Government Services

Larry Trabulsi brings over 15 years of consulting and asset management experience and four years of hotel operations experience to CHM. Mr. Trabulsi has actively advised on a wide-variety of land-uses including hotels, resorts, restaurants, golf courses, marinas and other recreational assets. Clients served have ranged from private operators, developers, and equity firms to public entities, such as convention and visitors bureaus, the National Park Service, the United States Forest Service and multiple branches of the U.S. Department of Defense. Mr. Trabulsi served on an asset management team for a hotel portfolio of nine hotels with a total value of approximately \$500 million, and primary responsibility for owner reporting and communication, contract compliance, quarterly updates of portfolio value, and development and implementation operational efficiency initiatives. For the past five years, Mr. Trabulsi has worked closely with a variety of government agencies on hospitality portfolio issues such as opportunities for financing assets, preparing adequate contract language to protect the public sector for hotel concession contracts, and providing tools, policies and training for contract oversight.

Professional Experience

- CHM: Vice President, Boston, MA
- PricewaterhouseCoopers LLP, Manager, Boston, MA
- Capital Hotel Management LLC, Asset Manager, Chicago, IL
- Horwath Landauer, Associate, Boston, MA
- Copley Plaza Hotel, Front Desk Supervisor, Boston, MA
- Red Lion Inn, Front Desk Manager/Night Auditor, Stockbridge, MA

Education and Credentials

- Masters of Business Administration, FW Olin School, Babson College
- Bachelor of Science, Finance/Investments, Babson College

Areas of Expertise

- Asset management and monitoring
- Acquisition and disposition advisory services - assets and real property
- Investment/valuation analyses
- Hotel brand and management company selection
- Development/redevelopment consulting
- Capital planning development, oversight and execution
- ROI analyses and programming

Professional Affiliations and Activities

- Member, Trustees of Reservations
- Author/co-author, several industry research whitepapers