



## **Ken Wilson, CRE** **Chief Executive Officer**

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Ken Wilson, Chief Executive Officer (CEO), co-founded CHM in September 2000 and has since grown the company's portfolio of asset-managed hotels by 300%, to an aggregate book value of more than \$5.0 billion in hospitality real estate. Under Mr. Wilson's leadership, CHM expanded to include a new Government Services division established to address the specialized needs of public-sector hospitality real estate owners. Mr. Wilson has 30 years of experience encompassing all aspects of hospitality real estate investment and ownership. As CEO, Mr. Wilson is responsible for raising and negotiating equity and debt financing, negotiation of purchase and sale agreements in support of asset acquisition and disposition, advising on workout strategies and bankruptcies, and participating in hotel management/franchise company selection and key contract negotiations. He has sourced direct deals and developed creative partnerships/ownership structures, has been involved in the review of more than 300 hotel investment deals and has negotiated contracts on behalf of ownership groups with every major brand operator resulting in increased owner control and more favorable fee structures. Public sector experience includes strategic planning and providing expert witness testimony for the Department of Defense and congressional testimony on leasehold surrender interest and possessory interest for the National Park Service. Mr. Wilson serves as the company visionary and practice leader for CHM, whose strategic insight extends to the properties in our portfolio, specifically in the areas of strategic planning, operation, development/master planning and investment strategies.

### ***Professional Experience***

- CHM: Chief Executive Officer, Boston, MA
- Horwath Landauer: Executive Managing Director; Boston, MA
- Hospitality Consulting Inc.: Principal; Boston, MA
- Laventhol & Horwath: Principal; Boston, MA
- Westin Hotels and Resorts: Manager
- Lodging and Restaurant Facilities: Owner/Operator

### ***Education and Credentials***

- Bachelor of Science in Hotel Administration, University of New Hampshire

### ***Areas of Expertise***

- Raising and negotiating equity, senior debt, and mezzanine debt
- Restructuring equity and debt
- Asset management and monitoring
- Negotiation of management and franchise contracts
- Management contract compliance
- Capital improvement consulting and execution
- Development/redevelopment consulting and management
- Acquisition and disposition advisory services – assets, real property, loans and land

### ***Professional Affiliations and Activities***

- Counselors of Real Estate (CRE)
- Hospitality Asset Managers Association (HAMA)
- UNH Hotel Alumni Society, Past President
- Greater Boston Real Estate Financial Association
- Guest Lecturer, University of New Hampshire Hotel and Restaurant Administration Program
- Instructor, AHMA Educational Institute
- Author or Contributing Expert for numerous articles on the lodging industry in publications such as Hotel Business, Hotel Motel Management, Lodging Hospitality and National Real Estate Investor