



Margaret Bailey

Senior Vice President, Government Services

Margaret Bailey brings 20 years of hospitality operations and consulting experience to CHM, concentrated in advising public sector clients on their hospitality and recreational real estate holdings. Ms. Bailey has performed and oversees market, financial and investment analyses for a wide-variety of visitor-based operations. Additionally, she has developed strategic policy guidance and provided implementation support on concessions, pricing and other operational best practices. Visitor-based experience includes lodging, food and beverage, retail, ski areas, campgrounds and day-use activities such as picnic areas, trails and visitor centers. In her capacity as a Senior Vice President, Ms. Bailey serves as a division leader for CHM's Government Services group, focused on serving the business advisory needs of municipal, state and federal land management agencies including the U.S. Forest Service and National Park Service, as well as state park agencies and municipalities. The focus of her efforts is on adapting private sector business best practices for public agencies managing visitor services in natural, cultural and historical environments.

Professional Experience

- CHM: Senior Vice President, Boston, MA
- PricewaterhouseCoopers LLP: Manager, Boston, MA
- Horwath Landauer: Senior Associate, Boston, MA
- PKF Consulting: Manager, Alexandria, VA
- Hyatt Hotels and Resorts:
 - Baltimore Hyatt - Convention Services Manager
 - Hyatt Bethesda - Assistant Banquet Manager

Areas of Expertise

- Project management
- Market, financial and investment analysis for recreational land uses
- Concession leasing and management contracts
- Alternative funding strategies
- Recreational fee and pass strategy
- Commercial services planning
- Alternative funding strategies

Education and Credentials

- Bachelor of Science in Hotel Administration, California State Polytechnic University, Pomona, California

Professional Affiliations and Activities

- National Recreation and Park Association
- National Forest Foundation
- Author/contributing expert for park and recreation articles and publications