

In one of the hottest segments in all of hospitality, Sandpiper has proven to be a top performer and one of the fastest growing companies in the sector.

## RECOGNIZED LEADER IN EXTENDED STAY HOSPITALITY MANAGEMENT

Strict adherence to investor return expectations by virtue of the industry's top talent and on-target strategy has moved the company from 16 to over 41 hotels under management in just the last four years.

Sandpiper's team is led by industry veteran **JIM DARTER**, who has spearheaded Sandpiper's growth since 2016. This after 14 years with Sage Hospitality as an SVP and with over 120 hotel oversight experiences working with JP Morgan, Lehman Brothers, JER Partners and many other industry leading owners and asset management firms.



He is joined by VP of Operations **MARK SCHWENKER**, an extended stay hotel expert with 25+ years of experience with Extended Stay America, WoodSpring Suites, In Town Suites, Motel 6 and others.

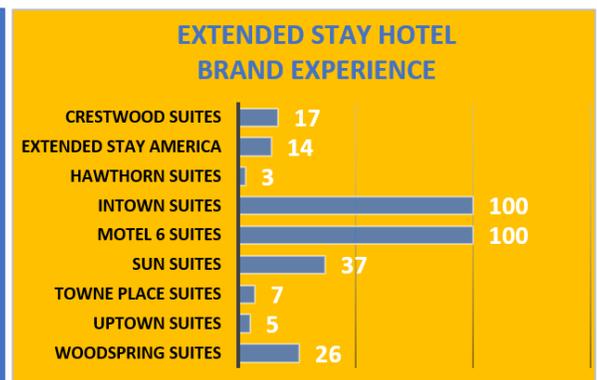


## Sandpiper Hospitality forms Special Services Team to focus on Distressed Property Solutions

Putting to work its extensive extended stay hotel experience, Sandpiper Hospitality has formed a team of experts to aid lenders, receivers and institutions in management of extended stay hotels during workout/turnaround scenarios.

The Sandpiper Hospitality Special Services Team will:

- ✓ Prepare a management takeover plan before the transition
- ✓ Implement immediate operational improvements and turnaround tactics to stabilize the hotel and return it to profitability
- ✓ Bring to bear proven expense-cutting tactics and GOPPAR maximization revenue strategies to begin the ROI recovery phase; all uniquely designed for extended stay hotels
- ✓ Develop and implement ESOcc mix-driving strategies ASAP to increase RevPAR and reduce operating costs
- ✓ Provide routine and customized reporting solutions to serve the needs of the institution to provide insight
- ✓ Provide ongoing analysis and workout evaluations
- ✓ Be capable of 24-hour takeover transitions via a detailed and focused organizational game plan
- ✓ Unlock short-term value and a long-term path to significantly improve the disposition value of the asset[s]
- ✓ Provide a long-term management solution for the asset



To learn more about Sandpiper Hospitality's Special Services Team, please contact:

**NED SINNOTT**

ned@sandpiper.us.com  
804.263.5240