BAYWOOD HOTELS, INC. IS ONE OF THE NATION’S FASTEST GROWING, PRIVATELY OWNED HOTEL COMPANIES, WITH OVER $800 MILLION IN ASSETS. THE KEY TO OUR SUCCESS AS MANAGERS, EMPLOYERS AND DEVELOPERS IS OUR ABILITY TO CONTINUALLY OFFER SOME OF THE MOST INNOVATIVE SOLUTIONS IN THE HOTEL INDUSTRY.
BAYWOOD HOTELS—DELIVERING VISION, INNOVATION AND VALUE

As investors, we're known for our focused vision, strong values, aggressive long-range strategy and, not to mention, our product concept and development skills. But, it is our outstanding management of assets that has truly built our reputation for developing and managing well-branded hotels throughout the Mid-Atlantic, Florida, and Texas regions.

Baywood Hotels and its affiliates employ more than 1,600 associates in independent boutique hotels and branded properties that carry some of the most recognized names in the hospitality industry, including:

- Courtyard by Marriott
- Residence Inn by Marriott
- SpringHill Suites by Marriott
- TownePlace Suites by Marriott
- Fairfield Inn & Suites by Marriott
- DoubleTree by Hilton
- Homewood Suites by Hilton
- Hilton Garden Inn by Hilton
- Hampton Inn & Suites by Hilton
- Home2 Suites by Hilton
- Holiday Inn by IHG
- Holiday Inn Express & Suites by IHG
- Staybridge Suites by IHG
DEVELOPMENT

At Baywood Hotels, our hotel development efforts are firmly rooted in proven performance. Including both the outstanding performance of our existing hotels and our years of experience delivering successful hotel projects.

Our business plan relies on our finely tuned ability to identify and develop properties based on our fundamental investment criteria:

- Strong, established markets
- High barriers to entry
- Optimal concept & brand
- Innovative design
- Premium product & value
- Intense development supervision

With a vision for identifying profitable redevelopment projects in key markets, Baywood's in-house technical expertise includes pre-construction and construction services, interior design, purchasing, and project management. Whatever the scope of your project - from a 40-room independent boutique hotel to large, full-size operations or new ground-up construction to back-to-bare wall renovations - you can count on Baywood's award-winning design and construction team to delivery.
NEW CONSTRUCTION

At Baywood Hotels, every new development project is designed, capitalized and built for long-term success, not short-term profit. Unlike many ‘fee-for-service’ developers, we know there’s more to successfully completing a project than simply completing it on time and within budget.

Being hoteliers ourselves, we look at every project from that perspective. Our projects must also achieve our high standards of guest satisfaction, meet financial projections, and maintain a high level of quality over the investment period. With Baywood, you can be sure that even short-term development decisions are based upon their long-term impact on ownership.

“Al Patel and the leaders at Baywood Hotels, Inc. continue to make a significant impact on the growth of Marriott’s select service and extended stay lodging brands across the U.S. due to their tremendous commitment to developing with Marriott’s “2009 Developer of the Year” award. We look forward to continuing to partner and grow with Baywood for years to come.”

REDEVELOPMENT

Since Baywood acquired its first distressed asset in Richmond, Virginia in 1991, we’ve acquired a high level of expertise in redeveloping and repositioning distressed and neglected hotel properties. In fact, we’ve been repeatedly recognized for our abilities by franchisors, lenders and local governments alike.

In the years since, Baywood has completed over $100 million in additional projects — everything from troubled, underperforming properties to historic redevelopments. In each case, Baywood’s meticulous planning, innovative design, and flawless execution turned an underperforming property into a truly profitable asset.
REDEVELOPMENT

Some of our recent development projects include:

• TownePlace Suites Riverwalk
  San Antonio, Texas

• Home2 Suites Riverwalk
  San Antonio, Texas

• Home2 Suites Baltimore
  Baltimore, Maryland

• Holiday Inn Express Riverwalk
  San Antonio, Texas

• Hampton Inn
  Haverhill, Massachusetts

• Holiday Inn Express
  Waldorf, Maryland

“We are very pleased and proud of the strength of the relationship that has continued to develop between IHG and Baywood Hotels. Under the leadership and guidance of Al Patel, Baywood has become one of the leading developers and operators with over 10 properties in our system across multiple brands, segments and geographies. Perhaps one of the most unique qualities that Al and his team possess is the expertise to deliver ROI objectives to investors in either a new construction or conversion scenario. Their attention to detail and ability to drive property level dedication and morale are also noteworthy. We look forward to expanding this partnership as new opportunities continue to surface.”

—ROLAND SCHICK, Regional VP, Franchise Sales & Development, InterContinental Hotels Group (IHG)
INVESTMENTS

The cyclical nature of business is always challenging. This is especially true in real estate and hotel development, which involve long-term investments based on what are often short-term facts.

At Baywood Hotels, we believe that successful developers are uncompromising in their investment standards during growth periods, so they will have the ability to act on the opportunities that arise in periods of decline.

That’s why we continuously strive to make sound long-term decisions, while maintaining the flexibility to diversify and quickly adapt to those inevitable changes that often disrupt even the most well managed project.
MANAGEMENT SERVICES

At Baywood Hotels, we’re known for our ‘hands-on approach’ to managing our properties. By empowering each of our associates on the property level and backing them up with the tireless support of our corporate office, we have developed a decidedly proactive approach to customer service. It’s one that recognizes that providing superior guest service is the key to profitability and lasting success.

This fundamental philosophy guides our daily operations and helps both our corporate and local property associates to develop a deeper understanding of each hotel, the local community it serves and, most importantly, the expectations of both the clientele and the associates who serve them.

SALES AND MARKETING

It’s a fact that a hotel operation is only as successful as its sales and marketing strategy.

We believe that an effective strategy needs to be insightful, flexible and, above all, comprehensive if it is to successfully guide a hotel’s marketing efforts for the coming year.

Our strategies are based on realistic goals, up-to-date information and an in-depth knowledge of the local market. They are designed to help every hotel property produce incremental increases in both operating revenue and bottom line profitability.

“Al Patel and Baywood Hotels are exemplary franchisee partners. They have numerous hotels with us and several more approved. This includes the approval of five Home2 Suites by Hilton projects, Hilton’s newly launched brand. They are truly brand pioneers and very professional to work with. In addition, they are strong operators and builders due to their extensive experience. All at Baywood Hotels are a delight to work with.”

—CRAIG MANCE, Senior Vice President, Franchise Development, Hilton Hotels Worldwide
DELIVERING ON THE BRAND PROMISE

At Baywood Hotels, we're proud of the high-quality, multi-branded, and select-service properties we represent. You can rest assured that every Baywood associate at each of these new or recently renovated properties takes professional pride in ensuring that our guests receive the friendliest experience possible.

We are especially proud of the successful, professional partnerships we have built with many of the finest names in the hospitality industry, including:

- Marriott
- Hilton
- InterContinental Hotels Group (IHG)

We consider the strength of these brand alliances as a testament to Baywood’s unwavering belief in the values of commitment, teamwork and mutual respect.

BAYWOOD HOTELS
7871 Belle Point Drive, Greenbelt, Maryland 20770
TEL 301.345.8700 | FAX 301.345.8701
info@baywoodhotels.com | baywoodhotels.com
2014
- **Hilton Wall of Fame 2nd Quarter** Hampton Inn Uvalde, TX
- **Connie Award for being one of the Top 6 Hampton Inns in North America for Property Quality and Guest Satisfaction** Hampton Inn Syracuse / Clay, NY
- **Hilton Wall of Fame 1st & 2nd Quarter** Hampton Inn Pampa, TX
- **IHG Global Partner In Safety Award** Holiday Inn Express
  Elkridge, MD

2013
- **Hampton Developer of the Year** Hampton Inn Haverhill, MA
- **IHG Global Partner In Safety Award** Holiday Inn Express
  Elkridge, MD
- **Hampton Movers & Shakers Award** Hampton Inn Pampa, TX
- **Hilton Wall of Fame 1st - 4th Quarter** Hampton Inn Pampa, TX
- **Marriott Silver Circle Award** TownePlace Suites Lexington Park, MD
- **Marriott Silver Circle Award** Fairfield Inn & Suites Germantown
  Gaithersburg, MD
- **The Uvalde Area Chamber of Commerce 2013 People's Choice Award** Hampton Inn Uvalde, TX
- **Rookie Business of the Year** Hampton Inn Uvalde, TX
- **IHG Renovation Award for 2013** Holiday Inn Express & Suites
  Chambersburg, PA
- **Top 100 Owners & Developers (28 of 100)** Hotel Business
  Magazine
- **Marriott CFRST Developer of the Year**
- **Marriott Silver Circle Award** Fairfield Inn & Suites Germantown, MD
- **Marriott Most Improved Extended Stay Award** Residence Inn
  Lubbock, TX
- **Carlson Hotels President's Award** Country Inn & Suites
  Chambersburg, PA

2010
- **Top Hotel Companies** Hotel & Motel Management Magazine
- **Hilton Lifetime Achievement Award**
- **DoubleTree by Hilton Developer of the Year**
- **Home2 Suites by Hilton Best Conversion of the Year**
  Home2 Suites Baltimore, MD
- **Marriott CFRST Developer of the Year**
- **Marriott Gold Circle** TownePlace Suites Lexington Park, MD
- **Marriott International Best Custom Project** TownePlace Suites
  Riverwalk San Antonio, TX

2009
- **Marriott CFRST Developer of the Year**
- **Marriott CFRST Design & Construction Excellence Award**
  Courtyard Waldorf, MD
- **Design & Construction Excellence Award** Fairfield Inn & Suites
  Germantown, MD
- **Marriott Silver Circle Award** Courtyard Waldorf, MD
- **Marriott Gold Circle Award** Fairfield Inn & Suites Germantown, MD
- **Home2 Suites by Hilton Developer of the Year**
- **IHG Renovation of the Year** Holiday Inn Express Logan Airport -
  Saugus, MA

2012
- **Top 100 Owners & Developers** Hotel Business Magazine
- **Top Third-Party Management Companies** Hotel Management Magazine
- **Marriott Strongest Collaborator** Fairfield Inn & Suites BWI Airport
- **Texas Chamber of Commerce Top 25 Hotels in Texas**
  TownePlace Suites Riverwalk San Antonio, TX
- **Best Adaptive Use Award** TownePlace Suites Riverwalk
  San Antonio, TX
- **Outstanding Commitment to Keep Doral Beautiful** Holiday Inn Express Miami, FL

2008
- **AAHOA Award for Excellence**
- **Marriott CFRST Developer of the Year**
- **Marriott Gold Circle Award** Fairfield Inn & Suites Germantown, MD
- **Marriott Share Shifter Award** Fairfield Inn & Suites
  Germantown, MD
- **Magic General Managers** Fairfield Inn & Suites Germantown, MD
- **IHG Newcomer of the Year Award** Staybridge Suites BWI Airport
- **IHG Priority Club Reward Members' Choice Hotel of the Year Award** Staybridge Suites BWI Airport
2007
- Marriott Gold Award  Fairfield Inn & Suites Germantown, MD
- Renovation of the Year Award  Holiday Inn Express Fairfax, VA

2006
- IHG Renovation of the Year  Holiday Inn Express, Baltimore
- Design & Construction Excellence Award  Fairfield Inn & Suites Germantown, MD
- Marriott Platinum Award  Fairfield Inn & Suites Germantown, MD
- Hilton Garden Inn Best Conversion Award  Hilton Garden Inn San Antonio, TX

2005
- Marriott Gold Award  Fairfield Inn & Suites Germantown, MD
- IHG Torchbearer Award  Holiday Inn Express Chambersburg, PA

2004
- Gold Hospitality Award  Comfort Suites Chantilly, VA

2003
- Marriott Gold Award  Fairfield Inn & Suites Manassas, VA
- Silver Hospitality Award  Comfort Suites Chantilly, VA
- IHG Newcomer of the Year  Holiday Inn Express & Suites Chambersburg, PA

BAYWOOD HOTELS, INC.
7871 Belle Point Drive, Greenbelt, Maryland 20770
TEL 301.345.8700 | FAX 301.345.8701
info@baywoodhotels.com | baywoodhotels.com
**FLORIDA REGION**

**FLORIDA HOTELS**
- **FAIRFIELD INN** Miami Airport South
- **HAMPTON INN & SUITES** Lakeland
- **HOLIDAY INN EXPRESS** Miami Airport, Doral
- **HOLIDAY INN** Miami-Doral
- **HOMEWOOD SUITES** Miami, Brickell
- **HOTEL URBANO** Miami, Brickell
- **QUALITY INN** Miami Airport West
- **ROYAL POLO BY HILTON GARDEN INN** Miami, Brickell
- **SPRINGHILL SUITES** Jacksonville
- **STAYBRIDGE SUITES** Miami-Doral

**MID-ATLANTIC REGION**

**MARYLAND HOTELS**
- **AMERICAN INN OF BETHESDA** Bethesda
- **COURTYARD BY MARRIOTT** Waldorf
- **FAIRFIELD INN & SUITES** BWI Airport
- **FAIRFIELD INN & SUITES** Germantown
- **FAIRFIELD INN & SUITES** Hanover
- **HAMPTON INN & SUITES** Gaithersburg
- **HAMPTON INN & SUITES** Timonium
- **HAMPTON INN & SUITES** Woodlawn
- **HOLIDAY INN EXPRESS & SUITES** Annapolis
- **HOLIDAY INN EXPRESS & SUITES** Elkridge
- **HOLIDAY INN EXPRESS** Baltimore at the Stadiums
- **HOLIDAY INN EXPRESS** Baltimore/Washington Parkway, Hyattsville
- **HOLIDAY INN EXPRESS** Waldorf
- **HOME2 SUITES** Downtown Baltimore
- **HOME2 SUITES** White Marsh
- **HOMEWOOD SUITES** Gaithersburg
- **STAYBRIDGE SUITES** BWI Airport
- **TOWNEPLACE SUITES** Lexington Park

**VIRGINIA HOTELS**
- **CANDLEWOOD SUITES** Alexandria-Ft. Belvoir
- **COMFORT INN & SUITES** Dulles Airport, Sterling
- **COMFORT SUITES** Dulles Airport, Chantilly
- **DOUBLETREE BY HILTON** Dulles Airport, Sterling
- **FAIRFIELD INN & SUITES** Manassas
- **HAMPTON INN** Falls Church
- **HAMPTON INN & SUITES** Alexandria
- **HOLIDAY INN EXPRESS & SUITES** Manassas
- **HOLIDAY INN EXPRESS** Fairfax
- **HOLIDAY INN** Leesburg
- **SPRINGHILL SUITES** Alexandria
- **SPRINGHILL SUITES** Potomac Mills, Woodbridge

**LOUISIANA REGION**

**LOUISIANA HOTEL**
- **HAMPTON INN** Lake Charles
TEXAS HOTELS
- COURTYARD BY MARRIOTT Seaworld, San Antonio
- HAMPTON INN & SUITES San Antonio Airport
- HAMPTON INN & SUITES Selma-San Antonio/Randolph AFB
- HAMPTON INN Downtown/Market Square
- HAMPTON INN Temple
- HAMPTON INN Uvalde
- HOLIDAY INN EXPRESS & SUITES Alamo, San Antonio
- HOLIDAY INN EXPRESS & SUITES Seaworld, San Antonio
- HOLIDAY INN EXPRESS & SUITES Uvalde, San Antonio
- HOLIDAY INN EXPRESS Bay City
- HOLIDAY INN EXPRESS Riverwalk, San Antonio
- HOME2 SUITES Downtown Riverwalk, San Antonio
- HOME2 SUITES San Antonio Airport
- HOMEWOOD SUITES Lackland/Seaworld
- RESIDENCE INN Lubbock
- RESIDENCE INN Seaworld, San Antonio
- SPRINGHILL SUITES San Antonio Medical Center/Six Flags
- SPRINGHILL SUITES Seaworld, San Antonio
- TOWNEPLACE SUITES Downtown Riverwalk, San Antonio
- TOWNEPLACE SUITES Eagle Pass
- TOWNEPLACE SUITES Uvalde

TEXAS REGION

HAMPTON INN & SUITES Gaithersburg
Gaithersburg, Maryland

MID-ATLANTIC REGION

PENNSYLVANIA HOTELS
- COUNTRY INN & SUITES Chambersburg
- HOLIDAY INN EXPRESS & SUITES Chambersburg
- HOLIDAY INN EXPRESS Harrisburg

WASHINGTON, DC HOTELS
- COMFORT INN Downtown/Convention Center
- HAMPTON INN & SUITES Washington DC
- HOMEWOOD SUITES Washington DC

WEST VIRGINIA HOTELS
- TOWNEPLACE SUITES Bridgeport
- SPRINGHILL SUITES West Virginia

INTERNATIONAL

INDIA HOTELS
- HAMPTON INN Vadodara-Alkapuri, Gujarat

NEW YORK HOTELS
- HAMPTON INN & SUITES Buffalo Airport
- HAMPTON INN Ithaca
- HAMPTON INN Rochester North
- HAMPTON INN Seneca Falls
- HAMPTON INN Syracuse/Clay

HAMPTON INN VADODARA
Vadodara, Gujarat