

# Tanamera Hotel Management

## MANAGEMENT SERVICES

- ◆ *Hotel Operational Management*
- ◆ *Employee Training*
- ◆ *Revenue Optimization*
- ◆ *Cost Management & Controls*
- ◆ *Hotel Design & Development*
- ◆ *Hotel Construction & Rehabilitation*
- ◆ *Hotel Repositioning*



TANAMERA HOTEL MANAGEMENT, LLC  
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# TANAMERA HOTEL MANAGEMENT, LLC

**Tanamera Hotel Management, LLC** (“THM”) is a full service hotel management company created to serve the unique needs of hotel investors and lenders in today’s turbulent times. The Company has extensive experience designing, constructing, rehabilitating, repositioning and managing motel and hotel properties. Headquartered in Reno, Nevada, the Company is ideally located to service its clients with hotel properties anywhere on the west coast.

The Founder of the Company, Mr. Sushil Patel, began in the hotel / motel business working with his father’s properties in South Lake Tahoe at a very young age and supplemented this experience working for Harvey’s in South Lake Tahoe as a teenager. Today Mr. Patel has gone on to acquire and / or develop (6) motels / hotels of his own with close to 500 rooms and is under development with two (2) additional hotel properties consisting of close to 200 additional rooms. As a young boy working for his father, Mr. Patel learned the hotel management business from the ground up personally working every operational position himself. Today he is a preferred hotel operator for Hilton Hotels and International Continental Hotels Group with strong relationships with a number of other hotel Flags.

The principals of THM, including Brett Seabert, the Company’s CFO and a Nevada licensed CPA, have expanded on Mr. Patels hotel operational experience to create a number of proprietary cost cutting and revenue generating systems. Mr. Seabert himself has over 12 years in the hospitality and casino industry and currently oversees all operational and accounting functions for the Company and Tanamera’s three additional real estate construction and development companies.

The Company Founders established THM to expand the services currently provided to Mr. Patel’s own properties to those hotel investors and lenders requiring management assistance. The Company prides itself on its ability to cut costs and increase revenues and promotes a compensation arrangement partially paid for from the operational results. In addition to providing services for hotel management, THM also has the in-house ability to assist hotel property owners with construction, rehabilitation and repositioning of hotel properties. The Company’s goal is to provide the services from A to Z required to position a hotel property for sale and / or maximize its net revenue potential.



# THM SENIOR MANAGEMENT TEAM

## **Sushil A. Patel (Founder)**

*Mr. Sushil Patel grew up in the hotel / motel business as his family lived and worked at small motel properties owned and operated by his father. As in most small family operations, each member of the family had well defined duties in the family business. Mr. Patel became very interested in the lodging business at a very early age as he worked many jobs around his father's properties, including front desk, housekeeping, and maintenance. At the early age of 15, Mr. Patel decided that there was more to learn about larger hotel style operations and went to work for Harvey's Casino in South Lake Tahoe as a front desk agent. Within a few short months, Mr. Patel was promoted to lead shift agent where he spent 3 years learning the operations of a large hotel property, providing the foundation of skills used to this day. In 1993, at the age of 16, Mr. Patel became the youngest member of the Asian American Hotel Owners Association (AAHOA). In 1995, Mr. Patel began college at the State University of California at Sacramento and continued helping his father in developing new strategies, such as franchising and marketing the family hotel / motel business. In 1998 Mr. Patel graduated college with a double Bachelors of Art's degree in Business Administration and Public Relations. Upon graduating from college and with virtually no startup capital, Mr. Patel took advantage of his knowledge in the hotel industry and as a "one-man" management company, Mr. Patel created Laxmi Hotels. In the beginning, Laxmi Hotels managed the family owned hotel / motel business in South Lake Tahoe. Profits generated from the company's management fees were later used to capitalize the first property purchase for the company. The original focus was to purchase undervalued assets that had the potential for renovation and franchising, essentially repositioning the asset within the given market. With several years experience in renovating and repositioning hotel properties, the next logical step was to begin new developments on a larger scale. Today Mr. Patel is involved in a number of major branded hotel developments typically around 100 rooms in size as the owner / operator. Most recently Mr. Patel has joined forces with Tanamera Development, a prominent northern Nevada commercial and residential development and construction company to establish Tanamera Hotel Management, LLC and service the needs of hotel investors and lenders needing assistance with hotel operations.*

## **Brett P. Seabert (Co-Founder)**

*Mr. Brett Seabert is Chief Operating and Chief Financial Officer of THM responsible for all company financial reporting. Prior to forming the Company with Mr. Patel, Mr. Seabert served and still serves as Chief Financial Officer and Chief Operating Officer for Tanamera Development, with duties ranging from setting company goals to directing day-*

*to-day activities, as well as managing all company financial reporting and securing all company financing. A 1983 graduate of the University of Nevada, Reno with a Bachelor of Science degree in Business Administration, and the recipient of the CPA exam Gold Medal Award and Wall Street Journal Award for outstanding academic achievement, Mr. Seabert, a licensed CPA, has spent the majority of his professional career in the hospitality and construction business. Prior to joining Tanamera, Mr. Seabert worked for CMS International (12 years), a holding and management company for a number of hospitality and gaming properties, as Chief Financial Officer. Prior to joining CMS International, Mr. Seabert spent five (5) years in public accounting with Deloitte & Touche.*

## **Kreg D. Rowe (Co-Founder)**

*Mr. Kreg Rowe is Co-Founder of THM and the Founder and managing partner of Tanamera Development. In this capacity, Mr. Rowe oversees all Company development and construction activities and assists Mr. Patel in all client assignments and client relationships. Prior to forming Tanamera Development and Tanamera Hotel Management, Mr. Rowe owned and operated his own residential and commercial development company, which built and sold approximately 200+ homes per year in the Reno market since 1997, and he was also the Master Developer and owner of the Double Diamond Ranch 3,300 home master planned community in south Reno. In addition to developing close to 3,000 homes and a residential master planned community, Mr. Rowe has designed, developed or is developing, and has operated over two million square feet of commercial property including approximately one million square feet of retail commercial space and over 300 acres of master planned corporate business parks in the Reno / Sparks area.*

*Mr. Rowe has been in the real estate and development business since 1976 with extensive experience in all aspects of real estate acquisition, sales, leasing, financing, construction and development. Prior to entering the development business in the early 1990's, Mr. Rowe was an Institutional Real Estate Advisor representing such clients as the California Public Employees Retirement System, Illinois State Teachers Retirement System, Pennsylvania School Employees System, and Executive Life Insurance Company, just to name a few. Mr. Rowe holds a Bachelor of Science Degree with concentration in real estate and finance from the California Polytechnic State University in San Luis Obispo and was previously a Registered Real Estate Investment Advisor and a California licensed real estate broker.*

# THM SAMPLE HOTEL PROPERTIES

