

Ken Wilson, CRE **Chief Executive Officer**

Mr. Wilson, Chief Executive Officer (CEO), co-founded Capital Hotel Management in September 2000. Under his leadership, the company's portfolio of asset-managed hotels has grown by 300%, to a current aggregate book value of more than \$5.0 billion. Mr. Wilson's more than 25 years of hospitality industry experience encompasses all aspects of hotel 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 contract negotiation. 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. 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 operation, development/master planning and investment strategies.

Professional Experience

- Capital Hotel Management: 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