

ALLEN J. OSTROFF

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SUMMARY

Significant responsibility for hotel portfolio management. Prior experience includes acquisition, hotel development, due diligence and financial structuring of hotel investments. In addition, I have in-depth experience in hotel management, asset management, and fiscal responsibility for portfolio performance. I specialize in repositioning strategy, management contract negotiation and administration.

EXPERIENCE

HOTEL DYNAMICS, LLC **1998 - Present**
President

OLD BETHPAGE HOTEL & CONFERENCE CENTER **2002 – Present**
Development

HUDSON HERITAGE INN **2001 – Present**
Development

SONESTA INTERNATIONAL HOTELS CORPORATION **1998 – Present**
Director of Development

Responsible for property acquisition, due diligence, debt and equity.
In addition participates in operation's committee and property marketing meetings.

PRUDENTIAL INSURANCE COMPANY **1976-1998**
Managing Director, Prudential Realty Group
Managing Director, Head of Hospitality Investment Banking

Responsible for property acquisition, property development, due diligence, asset management and financial structuring. The portfolio included 3, 4, and 5 star hotels, either wholly owned or in joint ventures (30,000 rooms, 175 restaurants), in addition to asset management, leasing, acquisition and redevelopment responsibility for 5 regional shopping centers.

I supervised a staff of corporate and regional specialists in addition to the independent contractors used to operate these assets.

**AMERICANA HOTELS
Group Vice President****1974 - 1976**

Responsible for operations of the Americana New York, City Squire Hotel, New York and the Shoreham Hotel, Washington, D.C.

**HILTON HOTELS CORPORATION
General Manager, New York Hilton Hotel
Manager, Statler Hilton New York****1964 - 1974****EDUCATION**

B.S., New York University
Engineering Major, Brooklyn Polytechnical Institute
Graduate School, New York University

PROFESSIONAL AFFILIATIONS**American Hotel and Motel Association**

- Member IREFAC and Past Chairman Industry Real Estate Advisory Council
- Member and Past Chairman, Lodging Industry Investment Council
- Past Chairman, American Hotel Foundation
- Past Chairman, Market Research and Feasibility Study Committee
- Chairman, Investment Committee – American Hotel Foundation

New York University

- Member, Advisory Board, Member Executive Committee of the Center for Hospitality, Travel, and Tourism School of Continuing and Professional Education
- Past Director, Graduate Programs – Center for Hospitality, Travel and Tourism
- Adjunct faculty – Graduate Hospitality Program.

Cornell University

- Member Dean's Advisory Board, Cornell Hotel School
- Lecturer, Cornell Hotel School
- Member, Cayuga Advisors
- Member, Cornell Society of Hotelmen

Culinary Institute of America

- Member of the Corporation