



**BENCHMARK
HOSPITALITY**
INTERNATIONAL

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BenchmarkHospitality.com

Benchmark-Careers.com

Founded in 1980, The Benchmark Management Company was originally designed to provide hospitality management services for its parent company, The Woodlands Corporation. In 1986, Burt Cabañas, then Senior Vice President of The Woodlands Corporation and Chief Operating Officer of Benchmark, purchased The Benchmark Management Company and created the independent subsidiary -- Benchmark Hospitality, Inc.

Benchmark Hospitality International today provides management and marketing services for resorts, executive conference centers, conference hotels and golf clubs. Services range from the developmental phases of projects -- consulting on market demand and feasibility analysis -- to facilities design and construction, marketing, technical services, profitable operational marketing and management of the property.

The company's main focus has always been on resorts and conference centers. In recent years, Benchmark has taken advantage of its expertise in management infrastructure and marketing to expand into other related fields, as well.

Meeting Client Expectations

Corporations and other organizations are facing greater pressure to maximize meeting productivity, thus raising expectations of the meeting planners. Benchmark Hospitality meets these expectations as an

innovative leader in management and marketing services for some of the country's top resorts, executive conference centers, conference hotels, and golf clubs.

As a natural result of the age of specialization, Benchmark was among the first to realize the need for conference centers to be specifically designed to allow individuals to communicate face to face in the conference format. Benchmark recognizes that the primary purpose of true conference centers is to avoid the problems encountered at other venues -- problems such as noise distraction, inappropriate equipment, and inadequate or inefficient services.

A Benchmark Hospitality-managed property applies the vision of "Living, Learning, and Leisure [™]" -- the fundamental ingredient in the Benchmark philosophy. This concept ensures that a conference center is a specialized hospitality operation dedicated to facilitating and supporting successful meetings, while offering the necessary balance between work and play.

The goal is to enhance the success of the meeting -- accomplished through the design of the facility, the availability of professional support services, dedicated training of staff and packaging of the product. Due to their specialized nature, Benchmark's conference centers have succeeded in creating meeting, lodging, dining, and recreational facilities that are accompanied by suitable atmosphere, excellent accommodations, and unsurpassed service. At the end of the day, Benchmark conference centers have one overriding goal in mind -- to provide a total meeting environment, integrally designed and controlled by a team of meeting-planning and management professionals.

KEY EXECUTIVES:

CHAIRMAN & CHIEF EXECUTIVE OFFICER:	Burt Cabañas
CHIEF OPERATING OFFICER:	Greg Champion
CHIEF FINANCIAL OFFICER:	Dennis Blyshak
CHIEF DEVELOPMENT & STRATEGY OFFICER:	Alex Cabañas
VICE PRESIDENT, ADMINISTRATION:	Rita McClure
SENIOR VICE PRESIDENT:	Ellen Sinclair
VICE PRESIDENT, OPERATIONS:	Greg Parsons
VICE PRESIDENT, SALES AND MARKETING:	Ted Davis
VICE PRESIDENT, MARKETING:	John Davies
REGIONAL VICE PRESIDENT, SALES & MARKETING:	Hal Powell
VICE PRESIDENT, REVENUE MANAGEMENT:	Kim Nugent
VICE PRESIDENT, CONTROLLER:	Esther Rodriguez
VICE PRESIDENT, INFORMATION TECHNOLOGY:	Rodney Thiel
VICE PRESIDENT, BENCHMARK EQUIPMENT COMPANY:	Scott McMinn
VICE PRESIDENT, TECHNICAL SERVICES:	Bruce Burkhalter
VICE PRESIDENT FOOD & BEVERAGE	Giorgi Di Lemis
VICE PRESIDENT OF BUSINESS INTELLIGENCE	Jeff Blackburn
DIRECTOR OF INTERNATIONAL DEVELOPMENT	Juan Carlos Contalba

Hotels, Resorts & Conference Centers:

SCOTTSDALE RESORT	Scottsdale, AZ
CHAMINADE RESORT & SPA	Santa Cruz, CA
CHEYENNE MOUNTAIN RESORT	Colorado Springs, CO
NAPLES BAY RESORT	Naples, FL
VILLAS OF GRAND CYPRESS	Orlando, FL
MARENAS RESORT	Sunny Isles Beach, FL
COSTA D'ESTE	Vero Beach, FL
TURTLE BAY RESORT	Kahulu, O'ahu, HI
MAKENA BEACH & GOLF RESORT	Makena, Maui, HI
EAGLEWOOD RESORT & SPA	Itasca, IL
THE HELDRICH	New Brunswick, NJ
DOWNTOWN CONFERENCE CENTER	New York, NY
EDITH MACY CONFERENCE CENTER	Briarcliff Manor, NY
THE CHATTANOOGAN	Chattanooga, TN
HOTEL GRANDUCA	Houston, TX
HOTEL CONTESSA	San Antonio, TX
THE FOUNDERS INN & SPA	Virginia Beach, VA
LANSDOWNE RESORT	Leesburg, VA
STONEWALL RESORT	Roanoke, WV
TOKYO CONFERENCE CENTER	Minaton-Ku, Tokyo, JAPAN

Private Centers:

CAPITAL ONE TOWN CENTER	Richmond, VA
LOCKHEED MARTIN	Bethesda, MD

In Development:

LAKESIDE RESORT	Flower Mound, TX
THE ORCHID	Panama City, PANAMA
DELOITTE UNIVERSITY	Westlake, TX