



LEGACY INSIDER

FEBRUARY 2018, VOL. 4, ISSUE 9

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NEW OPPORTUNITIES FOR THE NEW YEAR

A LETTER FROM CEO DAVID MARVIN

The New Year has started with good momentum. Tax and regulation reforms are raising business confidence, and businesses are investing and hiring. Rising consumer confidence should spur growth in leisure activities, dining and travel. Economic indicators seem to be saying, "America is strong. We are open for business!"

Legacy Ventures is very much "open for business". Since our last newsletter, we relaunched (and returned to Glory) the 315-room American Hotel in the Centennial Park District of downtown Atlanta. We opened our second Max's Coal Oven Pizzeria at Perimeter Mall. And, we assumed asset management of the 239-room Sheraton Hotel in Madison, Wisconsin. We are working hard on new opportunities across Legacy's areas of expertise – hospitality acquisition, development and operations management.

We understand that Legacy's continued success growing our business is dependent upon having team members who excel at their jobs and "make it happen". We are fortunate to have such a great team. Legacy Ventures rewards team members who demonstrate intelligence, good judgment, a capacity to anticipate, loyalty, integrity, a high energy level, a balanced ego and the drive and ability to accomplish our objectives. I am especially proud of the number of internal promotions to manager and supervisor announced in this newsletter.

Thank you for continuing to drive solid results. Our results and our good work fuel our ability to grow this amazing company which, in turn, provides further opportunities for our team.

David



Hotels

- The American Hotel
- DoubleTree - Atlanta Northlake
- Embassy Suites - Chattanooga
- Embassy Suites - Centennial Park
- Glenn Hotel
- Hilton Garden Inn - Atlanta Downtown
- Hotel Indigo - Atlanta Downtown
- Asset Management*
- Hyatt Regency - Atlanta Perimeter at Villa Christina
- Sheraton - Madison Hotel

Restaurants, Catering & Event Spaces

- Cinnamon Shore
- City View
- Der Biergarten
- Game-X
- Glenn's Kitchen
- JP Atlanta
- Legacy Catering and Events
- Legacy Test Kitchen
- Max's Coal Oven Pizzeria - Atlanta Downtown
- Max's Coal Oven Pizzeria - Perimeter Mall
- STATS Brewpub
- SkyLounge at Glenn Hotel
- The Cloakroom Kitchen & Bar
- Twin Smokers BBQ
- Ventanas



Please follow the Legacy Ventures Hospitality page on LinkedIn. <https://www.linkedin.com/company/legacy-ventures-hospitality>



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SPOTLIGHT: 2017 INTERNAL PROMOTIONS

Legacy Ventures prides itself as a company in investing in its future leaders – providing training and opportunity for advancement. Please celebrate and congratulate our 2017 promotions!



THE AMERICAN HOTEL + THE CLOAKROOM KITCHEN & BAR

A. Celeste Ricciardi, F&B General Manager

A team player!



B. Joan Saunders, Restaurant Manager

A problem solver who goes above and beyond to make sure guests are happy!



C. Lindsay Lewis, Front Office Supervisor **LDP**

Dedicated, reliable and provides excellent customer service.



D. Theodore Lucas, Night Manager **LDP**

A jack of all trades – there's nothing he can't do.



DER BIERGARTEN

E. John Macy, AGM

JP stepped up in a time of need and proved that he was ready to move to the AGM position.



F. Tim Converse, GM

Tim's experience and longevity with other companies set him up for the GM position.



DOUBLETREE BY HILTON - ATLANTA NORTHLAKE

G. Bernardo Ahumada, Chief Engineer

Strong technical skills, great organization and infectious enthusiasm.



H. Chris Smith, Controller

Chris has proven he can learn and excel in any area; accounting will be no different.



I. David Martin, Front Office Supervisor

A can-do attitude and desire to make a difference.



J. Erin Valentin, Director of Sales

Passionate, driven and results-oriented, nothing stands in Erin's cheerful way.



K. Sidon Beckett, Front Office Supervisor **LDP**

Sidon shows leadership ability by training, implementing processes and always striving to raise service levels.



EMBASSY SUITES - CENTENNIAL PARK

L. Colin James-Sarner, Night Manager

An outgoing personality that guests adore.



M. Elizabeth Boyles, Reservations Coordinator

Pleasant easy-going personality that guests enjoy.



N. Eric Demmons, Lead Engineer **LDP**

Eric is dedicated and always gives 100%.



O. Ky-Yon Sumlin, Housekeeping Supervisor

Great attitude and willing to learn and do everything asked of her.



P. Laetitia Agassi, Dual Property Controller

There is no task Laetitia cannot handle.



Q. Michele Sidler, Senior Sales Manager

Loyal and dedicated to her clients.



EMBASSY SUITES - CHATTANOOGA

R. Barbara Jones, Housekeeping Cluster Lead

With great housekeeping experience, team morale, SALT scores and a desire to learn and increase her contribution to the company, Barbara was the perfect choice.



S. Brandon Allen, Sales Coordinator **LDP**

Brandon offers a wealth of knowledge and a great attitude.



T. Charlotte Appleberry, Housekeeping Supervisor

Charlotte completes all of her work with a smile and a song.



U. John Reece, Front Office Manager **LDP**

Keeps the guest experience top of mind at all times and works to ensure the team delivers.



V. Stephanie Daniel, Housekeeping Supervisor

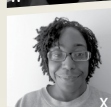
A calming force in the hectic world of housekeeping; she is a diligent worker and a friend to all.



GAME-X

W. Jake Chupp, Manager

Willing to step up to the plate and do what he can to succeed.



X. Keeshia Washington, GM

Keeshia's gaming experience made her the right choice for the general manager at Game-X.



GLENN HOTEL + GLENN'S KITCHEN

Y. Janell Sharp, Group Support and Social Sales Manager **LDP**

Janell's can-do attitude and pleasant demeanor wow her guests and team.



Z. Jordan Boeck, Catering Sales Manager

Dedicated to making sure events are successful and that clients feel welcomed and appreciated.



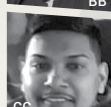
AA. Kali Myers, Manager

Kali's pleasant and hospitable nature makes her an excellent restaurant manager.



BB. Octavia Weems, Director of Sales

Octavia blends relationships across departments with an "everybody sells" approach and daily pep rallies driving team spirit.



CC. Vaymond Persaud, Controller **LDP**

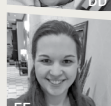
Dedicated to accuracy and collaboration with a great attitude.



HILTON GARDEN INN - ATLANTA DOWNTOWN

DD. Achsa Badger, Housekeeping Supervisor

Achsa delivers consistently great customer service and possesses good leadership qualities.



EE. Haley Bayse, Front Office Manager **LDP**

From task force to FOM, Haley has the leadership and technical skills needed to provide a great guest experience.



FF. Matt Dwyer, Executive Chef

Matt is a great communicator and proven leader.



HH. Sade Davis, Sales Manager

Result-driven and always ensures she makes her goals and that her guests have a great experience.



II. Tiffany Stargill, Controller

A behind-the-scenes leader, Tiffany has a positive, get-it-done attitude.



HOTEL INDIGO + JP ATLANTA

JJ. Katie Line, Human Resources Manager **LDP**

Katie's operational, HR and sales experience fuels her passion to make a difference for her team and guests.



KK. Rob Maczuga, GM

Rob's poise and dedication to quality made him the perfect choice for GM at JP Atlanta.



LL. Sherell Gregory, Banquet Manager

Several years working high profile events at Glenn made her the perfect fit for Indigo.



MM. Tashie Odom, Manager

Tashie is very hands on and works the floor with confidence.



LEGACY VENTURES CORPORATE

NN. Linda Han, Staff Accountant

Quiet and caring, Linda works tirelessly to achieve results.



OO. Nicole Dillon, Staff Accountant

Ever dedicated and fully committed to the company's success, Nicole brings a positive attitude, skill and sweet treats to any role.



PP. Ron Fader, Vice President of Finance, Hotels and Restaurants

Ron establishes systems and processes to efficiently produce timely and accurate financial statements in a scalable way.



QQ. Timekiyo Wright, Controller

Quiet, proficient and dedicated, Timekiyo gets the job done despite any obstacle.



MAX'S COAL OVEN PIZZERIA - PERIMETER

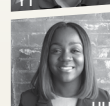
RR. Abner Lorenzo, Executive Sous Chef

Abner is a team player and always has the best outcome for the company in mind.



SS. Amanda Williams, Manager

After almost 4 years with LVR, Amanda proves she knows no limits, is eager to learn and will continue to grow.



TT. Jason Stewart, General Manager

Flexible and committed to teamwork and the guest experience.



STATS BREWPUB

UU. Melony Simmons, Manager

Melony is a great shift leader, and her experience behind the bar made her a great candidate for service manager.



VV. Michael Price, Sous Chef

Michael has great work ethic and he possesses the talent and finesse of a sous chef.



WW. Tim Gates, AGM

Tim's successful bar program at STATS proved that he was ready to step up to the AGM role.



Look for the LDP symbol to see participants in the LV Hotels Leadership Development Program.



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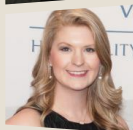
BLUEPRINT SPOTLIGHT WHAT WE STAND FOR

These are the words of our team members. Through interactive meetings with over 100 people across all assets, team members used these words to reflect the spirit of Legacy.

WHAT WE STAND FOR



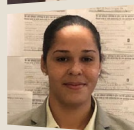
Yes, means doing everything that we can to accommodate the guests even if it is something that we do not normally do. We always strive to make sure the guests leave happier than when they arrived. JASON STEWART, GM, MAX'S PERIMETER



Yes! is the mantra I live by. Simply saying yes to each task that I face allows me to push myself even when the task seems impossible. I learn new ways to approach situations and get to help my team along the way, bringing positivity into my workspace. BRITTNEY MEYERS, CORPORATE ADMINISTRATIVE ASSISTANT, LVH



Yes! Always being able to honor any and all guest requests no matter how big or small with an extremely high sense of urgency, and following up with the guest to confirm satisfaction. VISHAL DESAI, FRONT OFFICE MANAGER, HOTEL INDIGO - ATLANTA DOWNTOWN



I thrive off being able to always say "YES WE CAN" to our guests when faced with any questions or concerns! ELIZABETH BOYLES, RESERVATIONS COORDINATOR, EMBASSY SUITES - CENTENNIAL PARK

AWARDS, RECOGNITION AND CELEBRATION

AWARD OF EXCELLENCE EMBASSY SUITES - CHATTANOOGA

The Embassy Suites was awarded Hilton's 2017 Connie Pride – Award of Excellence, signifying its ranking in the top 25 of the Embassy Suites brand. Paul Mezick, GM and Ashley Hollis, DOS accepted this award at the brand conference in New Orleans.



OFFICIALLY OPENED MAX'S COAL OVEN PIZZERIA'S

second location officially opened on January 12 in Atlanta's bustling Perimeter Mall. On October 26th, Legacy Ventures introduced **THE AMERICAN HOTEL - A DOUBLETREE BY HILTON**. A \$16M renovation restored this historically significant hotel, located within the Centennial Park District, whose mid-century modern design pays homage to its 1960's heritage.



AT HOME MEALS WITH OUR CHEFS



SLOW COOKER CHICKEN ALFREDO COURTESY OF CHEF MICHAEL PRICE

Ingredients:

- 1 lb. boneless skinless chicken breasts
- 4 Tbsp. butter, softened
- 2 c. heavy cream
- 1 c. chicken broth
- 1 tsp. kosher salt
- 1 tsp. freshly ground black pepper
- 1/2 tsp. garlic powder
- 1/2 tsp. Italian seasoning
- 1/2 lb. Rigatoni
- 1/3 c. freshly grated Parmesan
- Chopped fresh parsley, for garnish

Method:

1. In the bowl of a slow cooker, add chicken, butter, heavy cream and chicken broth. Season with garlic powder, Italian seasoning, salt and pepper.
2. Cook on high for 2 hours, until the chicken is cooked through. Shred the chicken and add back to the slow cooker.
3. Keep the slow cooker on high and stir in pasta and Parmesan. Cook until the pasta is tender, 20 to 25 minutes more.
4. Garnish with parsley, and serve immediately.

SERVICE STORIES

DOUBLETREE - ATLANTA NORTHLAKE I have stayed at this hotel for almost 7 years and everyone there is my family. They treat me like I am the only one in the hotel. Everybody from the GM to Housekeeping and Maintenance always gives me 110% or more. I love my DoubleTree Family!

EMBASSY SUITES - CENTENNIAL PARK You manage my favorite Hilton property in the world – two generations of my family have built some wonderful memories while staying here, and we hope to make many more in the future. I'm glad to have the opportunity to thank you for the many great times and pass along my admiration for an outstanding team who always wins no matter how our Falcons fare. Such long-term success is only achieved through consistent leadership and genuine care and concern from the top.

HOTEL INDIGO - ATLANTA

DOWNTOWN Excellent customer service from the time we pulled up to the hotel. Our daughter loves the staircase in the lobby and the modern feel of the room. We have enjoyed everything...great location, friendly helpful staff, clean and nicely decorated room, large walk-in shower and the most comfortable bed ever!



THE AMERICAN HOTEL I was part of the thousands of people stuck at the Atlanta airport during the blackout. The first thing the front desk agent said to me, who ended up having no voice after checking people in for 3 hours, was "welcome Ms. Taylor, are you ok?" I wanted to cry right then. No one had asked me that ALL DAY. Thank you for taking a messy situation and making all of us feel for the first time all day that someone cared. You have my business for LIFE!!

STATS BREWPUB I wanted to give a huge shout out to Chelsey. We were in town for the Peach Bowl and needed a place to eat and drink before the game. We originally had 12 people in our party and Chelsey was great with getting our orders and drinks quickly. Our group quickly grew into 30 people and she was right there to take orders. She made sure our checks came in time for us to leave for the game and not miss anything. Everyone was talking about how great she was and how friendly and detail-oriented she was all day. Thank you, Chelsey, you made our day enjoyable and memorable!

GEORGIA DOME IMPLOSION

On November 20th, Legacy Ventures hosted a Georgia Dome Demolition party on the Ventanas helipad. Over 50 clients and guests enjoyed an early morning of coffee, breakfast and explosions while saying farewell to one of Atlanta's most beloved attractions.



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WORKSTYLE CORNER



GAIN MORE POWER FROM YOUR MOTIVATION

SARA FERNALD, LEGACY VENTURES' EXECUTIVE COACH

Motivation is a fuel source, a 'protein' for our daily energy. To keep our energy high, we need to have a steady 'diet' of things that fuel us. We also need to tap into those energy sources as an 'auxiliary power-pack' to fuel us to do the hard stuff and the things we simply don't like to do.

For example, someone may be energized by helping others – whether customer service or team support. However, when faced with administrative tasks, that person may become de-energized and avoid or poorly complete those tasks. This scenario becomes a downward spiral because the person then feels bad about how their poor performance with their administrative duties negatively impacts the customer, their team and themselves.

To help address and prevent this downward spiral: First, identify your key motivators - the things that give you energy - small and large. Focus on those activities. Second, identify the things that de-energize you. Make the connection to how those things support the success of what DOES give you energy. The key is to focus on the end goal (true energy source) to power through the tough parts.

Returning to the example above, the more the person who struggles with administrative tasks uses their desire to help others as their 'auxiliary power-pack,' the more energy they will have to tackle their challenges with administrative work.

ACTION: Identify your 'energy boosters' and 'energy drainers'. Imagine a great day at work and home. Dig beyond the surface – what specific things happened to make it so? Why did you feel so positive about those specifics? Then imagine a day that left you drained and discouraged. Drill down to the 'why' behind the 'what'. Put on your 'auxiliary power-pack' to tackle the 'energy drainers'.

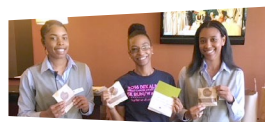
In my next article, I'll offer some strategies for common 'energy drainers' – time management and organization.

COMMUNITY PROJECTS AND OUTREACH

ATLANTA MISSION

HILTON GARDEN INN - ATLANTA DOWNTOWN

HGI leaders recently spoke to an Atlanta Mission Women's Job Skills class where they shared information about working in the hospitality industry. They welcomed a new hire from the class to the hotel team in December!



COOKIE DONATION

DOUBLETREE - ATLANTA NORTHLAKE

The team partnered with Northlake Mall to donate 300 cookies and a weekend stay to the

Breast Cancer Awareness 5K run/walk in support of guests participating in the race and team member families affected by breast cancer.



MEDSHARE EMBASSY SUITES - CENTENNIAL PARK

The hotel's Make a Difference Committee volunteered 36 hours of service on October 20th to MedShare, who provides much-needed medical supplies to third world countries, packaging 3,600 pounds of

supplies to be sent to Guatemala, Puerto Rico and Africa.

FESTIVAL OF TREES

EMBASSY SUITES - CENTENNIAL PARK

On December 21st, the hotel held its 3rd annual Festival of Trees gala, catered by Legacy Catering & Events. Thirty-one charities participated in the event, which raised awareness and over \$17,000 in giving.



The evening concluded with Santa providing cookies to the children attending.

TOY DRIVE DER BIERGARTEN

In conjunction with the 8th annual Nikolastag holiday party in December, the restaurant team held a toy drive to benefit Toys for Tots.

LEGACY VENTURES WELCOMES NEW MANAGERS, OCTOBER – DECEMBER 2017

PROMOTIONS AND MOVES

Bernardo Ahumada, Chief Engineer – DoubleTree - Atlanta Northlake
 Chris Smith, Controller – DoubleTree - Atlanta Northlake
 Colin James-Sarner, Night Manager – Embassy Suites - Centennial Park
 Janell Sharp, Group Support & Social Sales Manager – Glenn Hotel
 Joan Saunders, Manager – The Cloakroom Kitchen & Bar
 John Reece, Front Office Manager – Embassy Suites - Chattanooga
 John Macy, Assistant General Manager – Der Biergarten
 Katie Line, Human Resources Manager – Hotel Indigo - Atlanta Downtown
 Laetitia Agassi, Complex Controller – Embassy Suites - Centennial Park / Hotel Indigo - Atlanta Downtown
 Michele Sidler, Senior Sales Manager – Embassy Suites - Centennial Park
 Nicole Dillon, Accounting – Legacy Ventures Restaurants
 Sherell Gregory, Banquet Manager – Hotel Indigo - Atlanta Downtown
 Tashie Odum, Manager – JP Atlanta
 Tim Converse, General Manager – Der Biergarten
 Timekiyo Wright, Controller – Legacy Ventures Restaurants

NEW HIRES

Abiola Young, Front Office Manager – The American Hotel
 Andrew Funt, General Manager – Hotel Indigo - Atlanta Downtown
 Celeste Ricciardi, F&B General Manager – The Cloakroom Kitchen & Bar
 Ian Corcoran, General Manager – Twin Smokers BBQ
 John Harvey, Manager – Twin Smokers BBQ
 Kymberlee Baker, Executive Housekeeper – Hilton Garden Inn - Atlanta Downtown
 Marc Turner, Catering Sales Manager – Hotel Indigo - Atlanta Downtown
 Meaghan Bay, Catering Sales Manager – The American Hotel
 Melissa Uden, Sales Manager – Embassy Suites - Chattanooga
 Michael Cannizzaro, Chief Engineer – Hotel Indigo - Atlanta Downtown
 Prokop Skoda, Sous Chef – Restaurant Row
 Q Jones, Manager – Glenn's Kitchen
 Shelley Carrigan, Human Resources Manager – Hilton Garden Inn - Atlanta Downtown
 Tamara Jones, Sales Manager – Hotel Indigo - Atlanta Downtown
 Tim Corey, Director of Sales – Hotel Indigo - Atlanta Downtown
 Vishal Desai, Front Office Manager – Hotel Indigo - Atlanta Downtown

