



LEGACY INSIDER

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BEHIND THE SCENES RECOGNITION

A LETTER FROM CEO DAVID MARVIN

Time to highlight outstanding results achieved on the development and asset management side of our enterprise. This team of professionals that offices on the 3rd floor of Restaurant Row and CPW's mezzanine level do terrific work, often behind the scenes. The common thread in the results is that each undertaking required sustained effort, patience, and know-how.

- On our 20th anniversary of the Embassy Suites at Centennial Olympic Park's development/opening, we arranged long-term, conventional debt that will be supportive of owning this flagship asset for many years to come. This transaction capped our group's ambitious, five-year campaign that encompassed buying out our Chinese and Hilton partners, installing Legacy Ventures as hotel manager, arranging interim financings, and completing an \$8 million renovation.
- This quarter, we are finally breaking ground on the 186-room Hyatt House Hotel project in Atlanta's Central Perimeter area that we have been navigating entitlement issues on for over 3 years. Our hotel will be the only hotel within the Medical District and is a Transit Oriented Development (TOD) located next to a MARTA station. Upon its completion in 2021, this outstanding project will be operated by Legacy Ventures.
- Also this quarter, we finish development and open Dos Bocas, a successor restaurant to Legal Sea Foods in downtown Atlanta. Dos Bocas is LV's restaurant team's fun and creative concept that celebrates Tex-Mex and Cajun cuisines. LV's design and construction group have created a beautiful space. Equally important, Dos Bocas unifies Legacy Pavilion's primary restaurant space with the F&B operations of the Hilton Garden Inn, Game-X and Ventanas. This creates an expanded and more compelling offering for our customers and guests.

The great architect, IM Pei, said that "Success is a collection of problems solved." Legacy Ventures' development and asset management team is constantly solving problems, meeting opportunities and working with our operations teams in building a legacy of accomplishment.

With appreciation and pride for our great body of work,
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
- Sheraton Madison Hotel

Restaurants, Catering & Event Spaces

- C-Bar - Cinnamon Shore
- Citron Et Sel
- City View
- The Cloakroom Kitchen & Bar
- Der Biergarten
- The Drafting Table Cocktails & Kitchen
- Dylan's Coal Oven Pizzeria - Cinnamon Shore
- Game-X
- Glenn's Kitchen
- Legacy Catering and Events
- Legacy Test Kitchen
- The Market - Cinnamon Shore
- Max's Coal Oven Pizzeria - Atlanta Downtown & Perimeter Mall
- Old Gilman Grill
- SkyLounge at Glenn Hotel
- STATS Brewpub
- Twin Smokers BBQ
- Ventanas



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



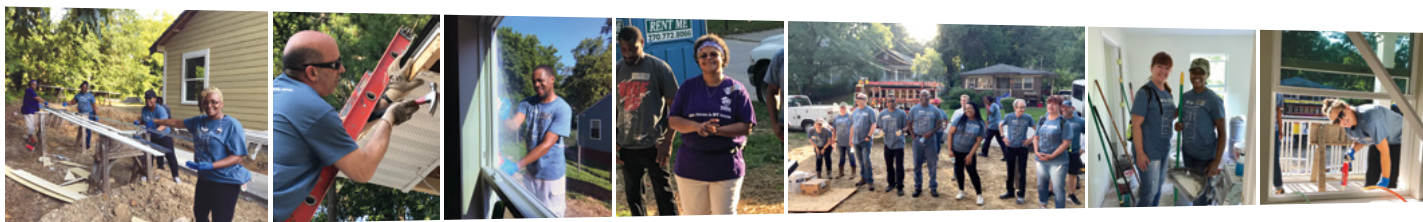
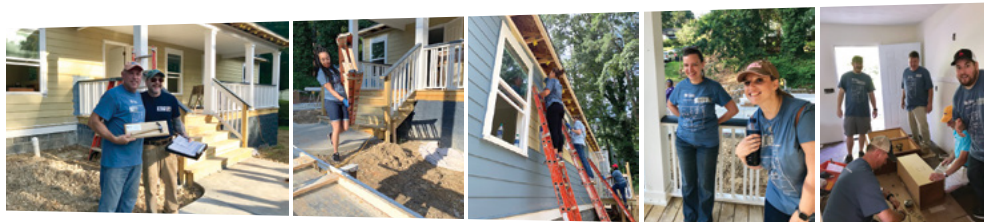
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SPOTLIGHT: HABITAT FOR HUMANITY

On June 29th, Legacy Ventures embarked on its fourth year of participating in a build day with Atlanta Habitat for Humanity. Each year, members of Atlanta's hospitality industry come together to build or renovate a home with an Atlanta Habitat homebuyer family. Between our hotels, restaurants and corporate office, Team Legacy has contributed \$48,000 over the last four years. This year 30 volunteers came together to help build Ms. Bridges' home. What an amazing team of people committed to serving others.



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



Yielding results is driven with the birth of a plan or vision and grows as you share it with your team. It is achieved when everyone is engaged and understands their role and impact in realizing goals. Achieving results without a plan is not success, but merely luck, and it will not likely be duplicated. **TIM CONVERSE, GENERAL MANAGER, DER BIERGARTEN**



As a member of the training team, yielding results to me is being able to take our standards of training and develop new staff and new teams in new concepts—setting them up for success to continue to lead the Legacy Way! **KRISTINA STANTON, CORPORATE TRAINER, LVR**

YIELDING RESULTS /'yēlding/ /r'z lts/

Unchanging in nature, standard, or effect over time



Coming into work every day to an amazing team pushes me to yield results. I know every day our team puts their best effort into their work, which makes me in return put in 110% in my work. I am always pushed to go above and beyond in my market. **SYMONE DONALDSON, SALES MANAGER, HILTON GARDEN INN - ATLANTA DOWNTOWN**



I believe yielding results is the manifestation from the process of creating a vision, setting a goal, forming a strategy, and executing efficient action. The result should directly reflect the vision created in the first place. **PHILIP SPRALLING, ACCOUNTING CLERK, HOTEL INDIGO - ATLANTA DOWNTOWN**



AWARDS, RECOGNITION AND CELEBRATION



MOST ADMIRED CEO

Congratulations to Legacy Ventures' Founder and President David Marvin for being named one of Atlanta's Most Admired CEOs in Restaurants & Hospitality by

Atlanta Business Chronicle. This award recognizes established local leaders who have a strong record of innovation, outstanding financial performance, a commitment to diversity in the workplace, and who have made significant contributions to the Metro Atlanta community.

IT'S OFFICIAL!

On July 1st, Legacy Ventures Restaurants celebrated the grand opening of **Dylan's Coal Oven Pizzeria** at Cinnamon Shore in Port Aransas, Texas – Legacy's eighteenth restaurant in the portfolio.



TRIP ADVISOR AWARDS - SUPERIOR SERVICE

Recognized for Superior Service as reflected by consistently great reviews earned on TripAdvisor.com, **The American Hotel, Embassy Suites - Chattanooga, Glenn Hotel, Hilton Garden Inn - Atlanta Downtown, DoubleTree - Atlanta Northlake, STATS Brewpub, Der Biergarten, Max's Coal Oven Pizzeria and Twin Smokers BBQ** received 2019 Certificates of Excellence from TripAdvisor.



GRAND CHAMPION

STATS Brewpub was awarded Grand Champion for its Shooter McGavin Witbier and two Gold Medals for its 300 Pilsner and Shooter McGavin Witbier at this year's Big South Beer Competition and Festival. Big South, which benefits Children's Charities, brought together 30 of the top local, regional and national breweries. The beers were

blind critiqued by certified judges. Brian Bullock and Brewmaster Austin Edwards represented STATS Brewpub at the competition.

IHG UPSCALE PERFORMANCE SERIES

Andrew Funt and Tim Corey of **Hotel Indigo - Atlanta Downtown** were recognized as the most engaged hotel in sales/revenue for their brand. The team also won the Highest Guest Love Growth award for their service scores at IHG's Upscale Performance Series!



HILTON'S 100 YEAR CELEBRATION

Legacy Ventures' Hilton hotel teams celebrated Hilton's 100 years of hospitality in June with fun activities, games and food. Cheers to many more years of industry-leading innovation and empowered service!



SERVICE STORIES

HOTEL INDIGO - ATLANTA DOWNTOWN My wife and I enjoyed every minute we spent at the Indigo--and every minute we spent sightseeing around Downtown Atlanta. The staff was superb, especially Thomas and Cornelius who met our every need with smiles. The king bed made me think of mine at home and the bathroom was positively stellar. As I got ready to leave I "energized" with a smoked ham and Gruyere frittata and my complementary WSJ. It was a wonderful experience from start to finish and we left thankful we'd chosen the Indigo Downtown.

DOUBLETREE - ATLANTA NORTHLAKE I booked an event at your hotel in late May and was extremely pleased with the outcome due to your outstanding staff members. All of the personnel that I personally came into contact with (Tamirat, Lonita, Keesla, Lisa S., Angela, Anthony and Jamal) were extremely dedicated, professional, pleasant, personable and helpful and made the event a GREAT and MEMORABLE one. They are truly assets to your company.

EMBASSY SUITES - CENTENNIAL PARK We had a family reunion here and there were several reunions going on at the same time, but you wouldn't know it. Everything was seamless and effortless. Thank you, Embassy Suites! The entire staff from the bellmen, front desk, housekeeping, convention manager, catering, and sales department did an outstanding job and it was very much appreciated. A special thank you to Roberta, Tinesha, and Carlie – you three made our reunion very special and memorable. The hotel is centrally located near a lot of attractions, and my family was able to walk around and enjoy the sites without a car. Breakfast daily at Ruth Chris was outstanding and a great bonus for guests. Our family cannot thank you enough for making our reunion one of the best we ever had.

THE AMERICAN HOTEL Lynette greeted me with a smile and gave excellent, personalized service, going above and beyond to make sure my students and I were well taken care of and felt welcome for our extended stay. Kudos also to Tera, Daryl and Leshaunte as well! In addition, the rooms were excellent, beds were comfortable, rooms and hotel are kept very clean, staff is very helpful and the breakfast was very good. Location is close to the Streetcar and other public transportation to get to Centennial Park and other attractions. Great southern hospitality - I would definitely return!

OLD GILMAN GRILL Alexander was awesome, his service was wonderful and he recommended the great wine selection as well as helped us with our food selections...GREAT experience overall! And his service was phenomenal.

DER BIERGARTEN I'm giving this establishment 5 stars for end-end quality. We were seated quickly by extremely helpful staff. (I called to ask if there was an elevator for my wheelchair-bound wife. He greeted us at the elevator and assisted us directly to our table.) Our server was extremely helpful with beer selections, allowing us to sample several flavors. The jagerschnitzel, spätzle, red cabbage, sauerkraut, sausages, wiener schnitzel, potato salad and sauerbraten were all amazing! Highly recommended if you like hearty food, good German beer and fantastic service.

MAX'S COAL OVEN PIZZERIA - PERIMETER MALL When I say exceeded expectations, I truly mean that. My friend and I were greeted at the door by Andria with the most amazing smile. Only to walk over to the bar and be serviced by Amazing Amanda and Nice Natasha which were two of the most amazing people I have ever met. When I thought that things couldn't get any better the food was deliciously prepared by Alfred and Antonio and they were truly amazing making sure everything met our expectations. I am glad to have chosen Max's to eat and I will without question be returning.

LEGACY VENTURES WELCOMES NEW MANAGERS, MAY – JULY 2019

NEW HIRES

April Heinzen, Asst Front Office Manager – Sheraton Madison Hotel
 Brandon Bush, F&B Manager – Twin Smokers BBQ
 Diana Cato, Human Resources Manager – Embassy Suites - Chattanooga (Welcome Back!)
 Erika Goodman, Sales Manager – Glenn's Kitchen
 Frances Lorenzo-Perez, Sr Sales and Convention Services Coordinator – The American Hotel
 Grace Flavin, Human Resources Manager – Sheraton Madison Hotel
 Hannah Mosley, Corporate Administrative Assistant – LVH Corporate
 Jay Raynor, General Manager – Embassy Suites - Chattanooga (Welcome Back!)
 Jessica Hyatt, Sales Coordinator – Ventanas
 John Czuprynyk, Chief Engineer – Sheraton Madison Hotel
 Latandra Brooks, Accounting Clerk – LVR Corporate
 Lenaya Miller, F&B Manager – The Cloakroom Kitchen & Bar
 Matthew Lawson, General Manager – Cinnamon Shore
 Michael Fundora, F&B Manager – Dos Bocas
 Michael Hollis, Executive Housekeeper – The American Hotel
 Scott Hester, General Manager – DoubleTree - Atlanta Northlake (Welcome Back!)

Steven Petrie, Executive Chef – Hilton Garden Inn - Atlanta Downtown
 Themis Sica, Corporate Director of Revenue Management – LVH Corporate
 Theodore Lucas, Night Manager – The American Hotel (Welcome Back!)
 Tierney Simmons, F&B Manager – STATS Brewpub

PROMOTIONS AND MOVES

Andrew Myer, General Manager – Sheraton Madison Hotel
 Brianna Taylor, Executive Chef – Sheraton Madison Hotel
 Brittney Bailey, Marketing Coordinator – LVR Corporate
 Chantanel Grayer, Sr Sales Manager – DoubleTree - Atlanta Northlake
 Chris Adams, Asst General Manager – Old Gilman Grill
 Craig Strassburg, Sous Chef – Sheraton Madison Hotel
 Jessica Dawkins, Group Support and Social Sales Manager – Glenn Hotel
 Matthew Sharpe, General Manager – Twin Smokers BBQ
 Melony Simmons, General Manager – Max's Coal Oven Pizzeria - Atlanta Downtown
 Michael Marshall, Asst Front Office Manager – Glenn Hotel
 Robyn Hall, F&B Manager – Citron Et Sel
 Ryan King, Director of Ops Support/Accounting Controls – LVH Corporate



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WORKSTYLE CORNER



Our brain works in two primary modes: 'focused' and 'diffused'. Research confirms what we can often sense - but may choose to ignore - that there is a limit to our focused mode. The more we strain our brain to complete a complex task, the more we increase internal tension resulting in a restriction of our creative thinking and an amplification of our error rate.

The solution is twofold. First, pay attention when you are hitting a dead end. Studies show that you can reduce internal tension by up to 50% by simply noticing and naming your overloaded state. Then, once you've acknowledged it, activate strategies to shift into 'diffused' or 'refresh' mode.

Given that circumstances vary, create a set of 'refresh' strategies to choose from (your tired brain is not going to be much use for creative ideas at the point of overload). One of the best go-to strategies is to take deep breaths and walk around. Shifting your physical position works on a neurological level to help your brain start to recalibrate. Deep breathing helps reduce your stress hormones that are firing up your urgency to 'figure it out!' from a narrowed perspective.

Dare I say, letting your mind wander can be a great refresh strategy? Listen to music, check out the clouds, grab something to drink, do something 'mindless' (unproductive!). These activities allow your mind to access other parts of your brain that shut down under stress.

Unconvinced? Do a test run. Try solving a word or number puzzle. Stop when you hit a blank. Shift to refresh mode (but don't short cut the time required for a true refresh.) Return to the puzzle - presto! You are almost guaranteed to see a solution that is so 'obvious' you might want to kick yourself for not seeing it before.

Brain science proves the old adage: "I need to sleep on it."

AT HOME MEALS WITH OUR CHEFS

TOMATO, WATERMELON AND CUCUMBER SALAD WITH FETA AND BASIL

COURTESY OF CHEF CHRISTOPHER BLOBAUM

Serves: 6-8 people

Ingredients:

1 cup cubed red watermelon
 1 cup cubed yellow watermelon
 1 cup sliced heirloom tomatoes
 1 cup sliced cucumber
 ½ cup feta cheese, goat or cow's milk
 ¼ cup basil leaves
 2 tablespoons mint leaves
 ¼ cup white balsamic vinegar
 1 tablespoon lemon juice (optional)
 ½ cup extra virgin olive oil
 sea salt to taste

Method:

In a mixing bowl, whisk together vinegar, lemon juice and olive oil. Add all other ingredients. Toss and allow to chill for one hour before serving.



Enjoy!

COMMUNITY PROJECT AND OUTREACH

SAFEHOUSE OUTREACH

The team at **Hotel Indigo - Atlanta Downtown** volunteered their time to prepare meals for those in need. The mission of SafeHouse Outreach is to help transition people experiencing homelessness from the streets of Atlanta to self-sufficiency.



ATLANTA MISSION The sales team at the **Hilton Garden Inn - Atlanta Downtown** served over 200 lunches at the Atlanta Mission. Great team bonding while giving back to the community!



MIDVALE ELEMENTARY **DoubleTree** - **Atlanta Northlake** partnered with Midvale Elementary School for their year-end celebration with faculty and students. They donated food and beverages as well as volunteered their time to help serve the students lunch.

TUCKER FARMERS

MARKET **DoubleTree - Atlanta Northlake** donated items and spent the day handing out complimentary DoubleTree Cookies to visitors and vendors at the Market.



HOPE HILL ELEMENTARY **Embassy Suites - Centennial Park** volunteered at Hope Hill Elementary School for Field Day in May. There were several volunteer options, and the team participated in various stations (Setup, First Aid, Field activities, Photo Booth and Magical Bounce House).

WEDDING BLISS

THE AMERICAN HOTEL On June 21, 1969 Mr. and Mrs. Kennedy got married in Atlanta. When they arrived at the Atlanta American Motor Hotel for their wedding night, they found out their room was gone, and the hotel was fully booked! So, there they stood in the lobby, Mrs. Kennedy in her going away dress with corsage, Mr. Kennedy in his tux with his boutonniere, with no place to stay. The Front Desk agent called around for rooms but was not successful. After confirming with her manager, she offered Mr. and Mrs. Kennedy the Imperial Penthouse Suite - 903. Mr. and Mrs. Kennedy were amazed! Never had they seen anything so luxurious. And all that at a mere \$24.00 a night! In January of 2019, Mrs. Kennedy reached out to Dwayne Dean, General Manager of The American Hotel to share her story and her desire to surprise her husband with a stay at the same hotel for their 50th Wedding Anniversary on June 21, 2019. Not only did the hotel accommodate Mr. and Mrs. Kennedy in the same Penthouse Suite they had on their wedding night, but the same \$24.00 rate per night was honored. The team welcomed the lovely couple to the hotel and escorted them to their suite where several welcome presents were waiting for them.

Our return visit was so much more than we ever expected. From the moment we arrived, we were treated like royalty. People came from every corner to meet us, and we were honored by everyone there. The American Hotel is a special memory from 50 years ago, and is now even more special. Our love and thanks,

Andrea Kennedy

