

Statement of Qualifications

R. Maurice Robinson, ISHC, CRE, ASA

Mr. Robinson has 35 years of experience as a consultant in the real estate and hospitality development industry. He is an expert in the field of full-service hotel development, ground leases, concession contracts, market and financial feasibility analysis, fiscal and economic benefit studies, structuring public subsidies for new hotel development, and public/private development partnerships. He specializes in public sector counseling, and typically assists California and Federal agencies, or hotel developers, in:

- facilitating hotel, timeshare and residential development on public properties
- structuring hospitality development deals using public financing vehicles
- negotiating ground and building leases for new hospitality developments
- identifying and soliciting hospitality brands, operators and developers
- valuing private investment on public lands
- providing expert witness testimony in disputes; and
- analyzing and structuring development and management agreements.

A partial list of his public-sector clients in California follows:

- Alameda
- California Coastal Commission
- Cathedral City
- Crescent City
- Department of State Parks and Recreation
- Escondido
- Fresno
- Glendale
- Golden Gate Bridge District
- Inglewood
- Laguna Beach
- Long Beach
- Los Angeles, Community Redevelopment Agency
- Los Angeles, Department of Airports
- Los Angeles, Department of City Planning
- Los Angeles, Grand Ave JPA
- Manhattan Beach
- Metropolitan Water District
- Monterey County
- Mountain View
- Napa
- National Park Service
- Oceanside
- Palm Desert
- Poway

- Richmond
- Riverside
- Riverside County Transportation Commission
- San Diego City
- San Diego County
- San Diego Metropolitan Transit System
- San Diego Unified Port District
- San Jose, Redevelopment Agency
- San Mateo County
- Santa Monica
- Solano County
- South Coast Air Quality Management District
- Southern California Association of Governments
- West Sacramento

Public clients and the hotels that have been developed, or are now being developed:

- City of San Diego's 170-room 5-diamond Lodge at Torrey Pines
- City of Manhattan Beach's 400-room Marriott Hotel and Golf Course
- City of San Jose's downtown 506-room Marriott Hotel
- City of Beverly Hills's 200-room Montage Hotel & Residences
- City of Laguna Beach's 262-room Montage Resort and Residences
- National Park Service's 252-room Argonaut Hotel in San Francisco (conversion of the historic Haslett Warehouse on Fisherman's Wharf)
- National Park Service's 142-room Lodge at Cavallo Point in Golden Gate Park (conversion of the historic Fort Baker Army post near Sausalito).
- City of San Diego's Liberty Station 200-room Courtyard and 150-unit Homewood Suites (conversion of the ex-Naval Training Center adjacent to the airport)
- Port of San Diego's 253-room Springhill Suites and 147-unit Residence Inn
- Port of San Diego's 400-room InterContinental Hotel (under construction)
- County of San Diego's 85-unit Heritage Village Bed & Breakfast (to be developed in the Old Town area)
- City of Cathedral City's proposed 300-room Sheraton Desert Cove Resort (to be developed)
- City of Escondido's proposed 200-room Marriott hotel and conference center (to be developed)
- City of Oceanside's proposed 330-room Westin hotel and 48 timeshare resort (to be developed)
- City of Mountain View's proposed 200-room boutique and 180-room Joie de Vivre hotels (to be developed)

Affiliations: Mr. Robinson is a member of the prestigious International Society of Hospitality Consultants (ISHC), where he served for nine years on the Board of Directors and as Chairman of the Professional Conduct Committee. Other professional memberships include the Counselors of Real Estate (CRE), the American Society of

Appraisers (ASA), and the Forensic Expert Witness Association (FEWA). He is also a member of the Board of Arbitrators for FINRA.

Background: Mr. Robinson is President of Maurice Robinson & Associates LLC, providing advisory services to investors and developers in the Hospitality and Real Estate industries. Prior to founding his current firm in 1999, he was a Principal with KPMG Peat Marwick LLP, leading their western region Hospitality and Real Estate consulting practice for twelve years (1986-1998). Prior to KPMG, he was a Senior Consultant and Manager in the real estate and hospitality consulting practice of Pannell Kerr Forster (now PKF Consulting) for five years (1982-1986). His previous work experience also includes three years as senior economist with the real estate consulting firm of Williams-Kuebelbeck and Associates (1979-1982), and a year as an independent consultant (1978).

Education: Mr. Robinson holds a General Real Estate Appraisal certificate from the State of California; a master of public administration degree from the University of Southern California; a bachelor of arts degree in economics from Macalester College in St. Paul, Minnesota; a certificate of environmental management with a specialty in public/private partnerships from the Environmental Management Institute in Los Angeles; and a professional designation in financial planning from UCLA.

Speeches, Writing and Awards: Mr. Robinson is a frequent lecturer, having spoken more than two dozen times at various real estate and hospitality industry-related seminars and conferences across the United States, and is an annual guest lecturer at the UC Berkeley MBA program. He is the author of numerous articles, book chapters, and was the editor of KPMG's Hospitality Update newsletter. He has co-authored an article entitled "How to Value Commercial Improvements in a National Park" in the Winter 2000/Spring 2001 edition of Real Estate Issues; a chapter entitled "Alternative Dispute Resolution in the Hospitality Industry" in the textbook Hotel Investments: Issues and Perspectives, 4th edition (2006); a chapter entitled "Converting Existing Historic Buildings into Hotels" in the textbook Hotel Sustainable Development: Principals and Best Practices, 1st edition (2011); and an article entitled "Issue Review Boards™ – The Next Wave of Alternative Dispute Resolution for the Hospitality Industry".

He received the coveted James Felt Creative Counselor Award from his peers in the real estate consulting community for his ground-breaking work appraising the Grand Canyon for the National Park Service. He is also the recipient of the Member of the Year award by his peers in the ISHC for his efforts in establishing an Alternative Dispute Resolution training program. In 2016, he facilitated the acquisition by the NPS of the final parcel of land to complete the 67-mile Backbone Trail in the Santa Monica Mountains.

Contact info: 28 Dover Place, Manhattan Beach, CA 90266. Tel: 310-640-9656. Fax: 310-640-9276. Cell: 310-713-3220. E-mail: Maurice@MauriceRobinson.com; Web site: www.MauriceRobinson.com.