

Corporate Information

MHI Your Partner in Hotel Management

MHI was founded on the core belief that a Hotel Management Company should only exist to serve the best interests of its number one customer -our Owners. The mediocre performance that Hotel Management companies are delivering owners today, reflect the contraposition of Management objectives to those of Ownership. Owners invest in hotel assets to gain reliable profits as well as an appreciation in their assets, while most management companies look to drive growth in their own management portfolio, their top-line revenues at the expense of bottom line profits while securing iron clad, long term management contracts.

MHI is owner friendly. Our goals match exactly those of our owners. Our Management Agreements reflect the confidence in our ability to perform for our owners and our results obviate the need for iron clad, long-term contracts.

MHI is a young and innovative company based in Washington, DC. The Principals of MHI bring a wealth of experience, knowledge and are leaders in the industry. Every hotel operation has its own challenges and opportunities and with a combined 100+ years of hotel management experience, the MHI team is well prepared to maximize returns even in a depressed market.



Core Values & Culture



The core values engendered through out our organization reflect those of the founding members of MHI: Respect, Honesty, and an openness to new ideas. We respect each other and cherish the differences that each one of us brings to our personal and professional lives. We gain the trust of others by being honest with everyone, from owners to our vendors, from our associates to our guests. As a result our relationships remain loyal and long lasting and go far beyond the daily business of running a hotel. Our greatest asset is that we are life long students of our business. In spite of our track record of success, we remain humble in the belief that we must always be open to new ideas, new trends and technologies to continuously improve on our performance.

Our culture breeds success at every level. Foremost everyone in our company - from the CEO to the Dishwasher -is here to serve the guest. Every employee of MHI is expected to do whatever it takes to not only satisfy every guest of an MHI hotel but to leave a lasting impression by exceeding their expectations.

We are reminded that this is a business. The business happens to be hospitality and to succeed we must provide our customers -our guests -with the best in hospitality.

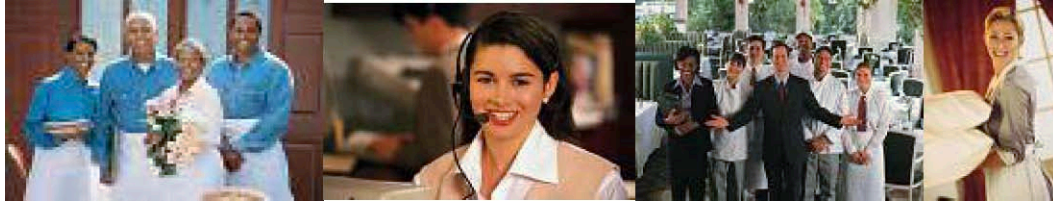
"People invest to make money. Period"

"We always have to remind ourselves that we're running a business -the true measure of success of any business is profit. While achieving awards, being 'No. 1' in ADR, having the best looking rooms in the city, etc. are nice to have, they mean nothing if they don't equate to increased profitability"

"Our ultimate goal is to make our Owners and Investors happy. To do that we must make our Guests happy. In order to make our Guests happy, we must make our Associates happy herein lies the secret and the biggest hurdle to success in the hospitality industry"

*President
MHI*

MHI - Careers



MHI - We like to have fun making money

The founders of MHI are ambitious, goal oriented and entrepreneurial to their core. While we value and cherish each person's individuality we believe the success is achieved only by the synergy in a team and everyone - from the CEO to the Dishwasher -work shoulder to shoulder to bring success to the operation and strive to be the best. If you reflect these qualities, we would very much like to hear from you.

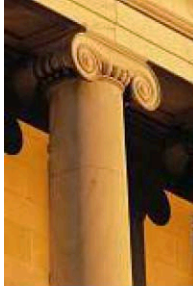
Opportunities

MHI is a Washington, DC based Hotel Management company, poised for strong growth in the next five years. Our goal is to be the foremost and most innovative Management company in the country. If you believe you can help us reach our goals, we invite you to send your CV/Resume along with a cover letter.

Mid-Atlantic Hospitality, Inc.
2053 George Washington Road
Vienna, VA 22182
(fx)703-448-1702
careers@matlantic.com

MHI is an Equal Opportunity Employer, M/F/D/V

Brands we have operated



MHI Your Partner in Hotel Management

Our team has operated brands across every segment. From the Luxury segment to the Limited, from the Downtown Market to the Suburban, MHI has the team and flexibility to maximize profitability in the brand and market of your choice.

MHI will also provide expert analysis in the "re-branding" of your hotel asset to best suit its competitive market place while enhancing the performance and long term value of the asset. With an intimate knowledge of each brand's performance, critical issues in the selection of a brand either for acquisition or re-positioning are known at the outset to determine predictable and superior results.

Because of our continued exposure to most major brands, MHI enjoys a unique insight and competitive advantage while bringing the best practices, competencies and innovations across several brands that may not be available to a single brand operator.

Centralized Services



Hotel Management

We have only one specialty: Hotel Management. While some companies attempt to be all things to all people, we are simply a highly dedicated and performance-oriented Hotel Management company for Hotel Owners.

Feasibility/Valuations

Because our business provides us with intimate knowledge of what makes a hotel successful, owners should call us first, before investing in hotel projects. We are a valuable resource in the selection, valuation and eventual procurement and development of your next hotel asset.

Centralized Services

Centralized Sales & Marketing
Centralized Accounting Centralized
Revenue Management Centralized
Purchasing Renovation and Project
management Centralized Information
systems

Company Press Release For more information, contact MHI Communications at (202) 390-5559.

Mid-Atlantic Hospitality, Inc. secures management contract for Wellesley Inn, Fairfax, VA

WASHINGTON, DC - Mid-Atlantic Hospitality, Inc. (MHI), under an exclusive consulting agreement with Elite Hotels, LLC, secured the purchase of the Wellesley Inn, Fairfax, Virginia and was concurrently installed as the Management Company for the hotel. The hotel was purchased from Prime Hospitality, Corp. (NYSE: [PDQ](#) - [news](#)).

The 82-room hotel, including 1 Executive Suite is located at 10327 Lee Highway, in a diverse market that includes offices of AT&T, Mobil and Verizon, Fairfax County Government Center and George Mason University. It is also situated minutes from downtown Washington, DC and the Capital's many historic monuments and tourist attractions. Within a half-hours drive to Washington's Reagan National and Dulles Airports, the Wellesley Inn is conveniently located in Fairfax County, one of the fastest growing and wealthiest counties in the nation and home to Northern Virginia's Technology corridor.

"We are pleased to have been selected as the consultant on this project, where our due diligence, analysis and feasibility studies played a vital role in the valuation and eventual purchase the property by Elite Hotels, LLC" said a spokeswoman for MHI. Under a long-term Management Agreement with Elite Hotels, MHI will operate the hotel while also owning an equity share in the property.

Company Press Release For more information, contact MHI Communications at (202) 390-5559.

Mid-Atlantic Hospitality, Inc. inks multi-hotel, multi-year Development Agreement with Prime Hospitality, Corp.

WASHINGTON, DC - Mid-Atlantic Hospitality, Inc. (MHI) and Prime Hospitality, Corp. (NYSE: [PDQ](#) - [news](#)) have contracted to develop and franchise five hotels under a five year Development Agreement. The contract gives MHI exclusive development rights to the hot Washington, DC, metropolitan hotel market which includes the Technology Corridors of Northern Virginia and western Maryland. Under the Agreement, MHI will develop five Wellesley Inns & Suites brand hotels and manage them under separate Management Agreements. The Development Agreement is renewable for an additional five years.

A spokeswoman for Mid-Atlantic Hospitality, Inc. stated that "we anticipate closing on our first Wellesley Inn by the end of this quarter and currently in the Due Diligence phase of the contract". This first hotel will be accretive to MHI's earnings from day one. MHI is also evaluating two other sites for conversion and new construction and expects to enter Memorandums of Understanding for these projects within the first quarter of next year". The Washington, DC metro area has been experiencing a softness in the market, although not as severe as many of the major markets in the country. This has shone a light on those operators who during the boom were fairing quite well but now are scrambling to stay afloat. "Clearly, we are in the right place and at the right time - owners and investors and particularly lenders are looking to companies like MHI for their expertise and turnaround success to bring them back to profitability" said the spokeswoman for MHI.

MHI is a fast growing Hotel Management Company, based in the Washington, DC area. MHI contracts with hotel owners to manage their hotel operations for a fee, based on revenues, as well as for equity positions in the properties. MHI specializes in identifying under-performing hotel operations, that may provide a significant upside for their investment groups, through the turnaround expertise of its management team. As part of these relationships MHI also conducts Feasibility and Valuation studies for their investors. The principals of MHI have managed and operated hotels in every segment, including brands under the flags of Hyatt, Choice Hotels, Sheraton, Westin and Independent hotels.

Prime Hospitality Corp., one of the nation's premiere lodging companies, is an owner, manager and franchisor of over 230 hotels throughout the United States. The Company operates two proprietary brands, AmeriSuites® (all-suites) and Wellesley Inn & Suites® (limited service). Also within Prime's portfolio are owned and/or managed hotels operated under franchise agreements with national chains including Hilton, Sheraton, Radisson, Holiday Inn, Ramada, Country Inns and Howard Johnson. Prime can be accessed via the Internet at: <http://www.primehospitality.com>.

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Mid-Atlantic Hospitality, Inc. inks multi-hotel, multi-year Development Agreement with Prime Hospitality, Corp.

WASHINGTON, DC - Mid-Atlantic Hospitality, Inc. (MHI), under an exclusive consulting agreement with Elite Hotels, LLC, successfully completed the sale of the Wellesley Inn, Fairfax, Virginia to Baymont Inn & Suites. (www.BaymontInns.com).

The 82-room hotel, including 1 Executive Suite is located at 10327 Lee Highway, in a diverse market that includes offices of AT&T, Mobil and Verizon, Fairfax County Government Center and George Mason University. It is also situated minutes from downtown Washington, DC and the Capital's many historic monuments and tourist attractions. Within a half-hours drive to Washington's Reagan National and Dulles Airports, the Wellesley Inn is conveniently located in Fairfax County, one of the fastest growing and wealthiest counties in the nation and home to Northern Virginia's Technology corridor.

The terms of the sale were not disclosed