



FACT SHEET

HEADQUARTERS: The Boardwalk
18575 Jamboree Road, Suite 500
Irvine, CA 92612
949-617-5100
www.kslresorts.com
LinkedIn: <https://www.linkedin.com/company/ksl-resorts/>

OVERVIEW: With a focus on high profile leisure and resort destinations, KSL Resorts invests in and manages world-class resorts, hotels and clubs – most with a wide array of outstanding recreational amenities including spa, golf, tennis, winter sports and beach locations. Each property in the KSL Resorts collection has a distinct appeal – shaped by heritage, local landscape and culture.

Originally founded three decades ago, KSL Resorts has owned and operated some of the world’s top resorts, customizing unique strategies for each project – and maximizing value with a keen focus on the guest experience and superior revenue results.

The company’s self-described role as “stewards of great resorts” is evidenced by its rich and enduring history of managing one-of-a-kind luxury properties, such as Virginia’s historic Homestead Resort, Hawaii’s Grand Wailea Resort, Southern California’s Hotel del Coronado and La Quinta Resort & Spa, Barton Creek Resort & Spa in Austin, and Grove Park Inn in North Carolina.

In addition, KSL Resorts provides expertise in asset management services, oversight and consulting support for some of the world’s most important hotel companies and global brands, including Outrigger Hotels and Resorts.

HISTORY: In 1992, Wall Street investment firm Kohlberg Kravis Roberts & Co. entered a partnership with Vail and Beaver Creek Resort executives Michael Shannon and Larry Lichliter to establish KSL Recreation Corporation. The company name originated from Kravis, Shannon and Lichliter. Initially the new company’s mission was to identify and acquire first-rank, underperforming recreation and leisure properties, transform each into a one-of-a-kind guest experience and, ultimately, into a financially successful entity operated by KSL.

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The company transformed the combined resorts of Vail and Beaker Creek from narrowly focused, under-utilized ski operations into extraordinary successful, year-round destination resorts. When Vail was sold in 1992, Shannon and Lichliter applied their vision and expertise to new areas of the recreation and leisure industry, acquiring and transforming a series of underperforming iconic resorts – from Hollywood getaways such as La Quinta Resort & Club to The Homestead, a onetime retreat for U.S. presidents.

In 2004, KSL Recreation was sold to CNL Hospitality, and, subsequently, KSL Resorts – founded by Michael Shannon, Eric Resnick and Scott Dalecio – was launched.

Founded on the philosophy that unique destinations can be successful by embracing a sense of place – rather than adhering to a cookie cutter “one size fits all” approach – KSL Resorts has flourished over the decades by offering recreation, relaxation, rejuvenation, and inspiration in some of the world’s most beautiful settings.

SERVICES:

KSL Resorts offers a full scope of services, including:

Hotel and Resort Management. With a hands-on solution-based approach to management and financial performance, the KSL Resorts team works to instill a culture of accountability and financial discipline – including rigorous adherence to strategic planning, zero-based budgeting, forecasting, benchmarking, and cash management as well as capital expenditure analysis, prioritization and control of capital funds to ensure prudent planning and execution of capital needs. Additionally, KSL Resorts is committed to building welcoming, inclusive and diverse workplaces and hospitality environments.

Advisory Services. KSL Resorts offers a full range of advisory and consulting services, providing expertise related to mergers and acquisitions, underwriting and acquisitions strategy, operational strategy, retail services and strategy and more.

Development and Project Management. The scope of work offered includes addition/enhancement of assets, budget development and oversight, conceptual visioning, design coordination, as well as project management and execution from start through completion.

Global Sales Support. The KSL Resorts’ global sales support team is well equipped to tap into potential new groups, with senior-level sales executives who specialize in specific geographies and industry verticals — insurance, banking, pharmaceutical, education, legal, corporate and national associations, to name a few.

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Hotel and Resort Asset Management. By assessing physical attributes and positioning in the context of value maximization and the overall market, the KSL Resorts team successfully constructs strategies to improve financial performance – focusing on quality and guest satisfaction and allocating capital expenditure in ways that support agreed upon goals.

**CURRENT
PROPERTIES:**

KSL Resorts provides a broad range of services for 45 properties which includes 32 Outrigger Resorts and property rentals (Hawaii and worldwide), and three managed assets – Fairmont Grand Del Mar (San Diego, CA), and Marram (Montauk, NY) and Renaissance Esmeralda Resort & Spa (Indian Wells, CA). It's 10 fully managed hotel portfolio includes Camelback Resort and Blue Mountain Resort – both in the Pocono Mountains, PA; Avila Lighthouse Suites in Avila Beach; Vespera Resort on Pismo Beach, Pismo Lighthouse Suites and Shore Cliff Hotel in Pismo Beach; Paso Robles Inn and The Piccolo in Paso Robles, CA; Sheraton San Diego Hotel & Marina; and Silverado Resort (Napa, CA).

SUCCESES:

The transformation of iconic resort properties is the cornerstone of KSL Resorts, fueling its strategic steady growth. Over three decades, the company has successfully repositioned a wide range of luxury assets, among them such landmark properties as the The Homestead, a National Historic Landmark in Virginia; the iconic Hotel del Coronado in San Diego; La Quinta Resort & Spa; Miami's Doral Golf Resort and Spa; La Costa Resort & Spa in San Diego County; Michigan's Grand Traverse Resort & Spa; The Claremont Resort & Spa in Oakland; Rancho Las Palmas Resort & Spa in Rancho Mirage; and most recently, Dana Point's Monarch Beach Resort.

In each scenario, KSL Resorts has re-envisioned a storied property by unearthing its hidden potential and unleveraged features – positioning each for future growth and success.

LEADERSHIP:

With a 35-year track record in the hospitality industry, **KSL's President and Chief Executive Officer Scott Dalecio** has spent the last 25 years with KSL Resorts. During his tenure, he has led a talented team in envisioning, developing and monetizing many of this country's most iconic resorts.

In addition to Dalecio, additional members of the KSL Resorts executive team include:

- Sam Barton, senior vice president and treasurer
- Ed Eynon, executive vice president and chief human resources officer
- Kristie Goshaw, chief commercial officer

- Ross Greenman, vice president and general counsel
- Amy J. Mullins, vice president of retail and spa
- Michael Palmeri, senior vice president and chief investment officer
- Kit Pappas, vice president of asset performance east
- Ian Pullan, vice president of asset performance west
- Chris Riccardi, senior vice president, global sales strategy
- Patrick Smith, vice president of information technology

MEDIA

CONTACT:

Margarite Clark Public Relations

Margarite Clark, (949) 295-2801, mc@mclarkpr.com

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