

## Harris Hotel Group Appoints Hospitality Dynamo Gail MacKenzie Corporate Director of Sales

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Clyde Harris, President of Harris Hotel Group, LLC a wholly owned subsidiary of American Hotel Development Partners, announced today that hospitality sales and training veteran Gail MacKenzie has been appointed Corporate Director of Sales for the rapidly growing company.



Mrs. MacKenzie brings more than a decade of multi-property sales and training expertise in a variety of hospitality settings. Most recently, Mrs. MacKenzie served as Area Director of Sales for West Palm Beach-based Green Park Management.

'We welcome Gail to the growing Harris Hotel team. I believe her unique skills and abilities are an ideal match with our corporate mission of superior service,' said Mr. Harris in making the announcement. 'Gail's innate understanding of the needs of both large groups and individual guests and what is required to meet and exceed those needs provide an exceptional base for driving operational excellence at our hotels. Her charming personality and unrelenting energy are tremendous additions to our cultural environment and the training of property level staff.'

In her role as Corporate Director of Sales, Mrs. MacKenzie is responsible for both revenue generation and the developmental training of field based team members at Harris Hotel Group.

Prior to her employment with Green Park, Mrs. MacKenzie spent seven years as a trainer for the Walt Disney World Corporation. As an opening training manager for Disney's Animal Kingdom, Mrs. MacKenzie was responsible for the training of cast members for Disney's newest attraction.

Mrs. MacKenzie's role is off to an active start. She is working with the Harris Hotel Group team to successfully open and manage sales at the 14 hotels currently in American Hotel Development Partners' development pipeline.

Gail MacKenzie can be contacted at 813.476.1182 or [gmackenzie@harrishg.com](mailto:gmackenzie@harrishg.com).

### **About Harris Hotel Group**

Harris Hotel Group is a wholly-owned subsidiary of American Hotel Development Partners focused on the development, operations and management of new build properties. Clyde Harris, President of Harris Hotel Group, has an extensive hospitality background which includes serving as Director of Development for all Intercontinental Hotel Group (IHG) company-owned and managed hotels, responsible for overseeing the corporate-managed hotel portfolio and administering current and future management contracts. Mr. Harris also currently serves as the President and COO of American Hotel Development Partners. He has overseen the industry's third largest managed portfolio, consisting of more than 300 hotels. Mr. Harris helped IHG launch the Crowne Plaza brand in 1994 and the Staybridge Suites brand in 1998, and he worked on the acquisition of the Candlewood brand in 2004. While managing the Staybridge brand, Mr. Harris achieved an 8% RevPAR premium from company managed hotels vs. franchised hotels in 2005. The Harris Hotel Group management team has overseen the management of more than 120 IHG extended-stay hotels. This experience includes managing through several industry cycles and has led to strong relationships with hotel franchise sales representatives, hotel management personnel and key corporate and military clients.

### **American Hotel Development Partners, LLC**

American Hotel Development Partners, LLC is an integrated hotel development company which has significant hotel expertise and deep industry relationships by virtue of its principals' 75 collective years of experience in building, managing and operating hotels. Among the company's principals is Clyde Harris, a former executive of Intercontinental Hotels Group (IHG), who was responsible for the Candlewood Suites brand and other significant operational and brand initiatives.

American Hotel Development Partners is focused on the extended-stay hotel sector because of its ability to leverage the expertise of its principals, develop in several of the many existing underserved markets, invest a relatively modest amount of capital, and achieve high cash flow margins. To date, American Hotel Development Partners is actively developing highly attractive, well-located extended-stay hotel assets in South Carolina, North Carolina, Georgia, Pennsylvania and Florida.

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