



InterMountain

A business of a thousand details...

A TRUSTED PARTNER

InterMountain Management is a family-owned hotel company operating a portfolio of premium-branded hotels across the U.S. InterMountain develops and owns hotels as well as provides a range of services to 3rd parties. InterMountain has been recognized by the industry as a preferred developer/manager and serves on various brand franchise advisory boards.

STEADY & CONSISTENT GROWTH

Dewey Weaver founded the company in the early 1980's and has pursued a simple strategy, throughout past economic cycles, to build premium-branded hotels in A+ locations, and to provide a high level of support to 3rd party clients who have a shared focus on quality and service. InterMountain is proud of the fact that it has kept its corporate team intact through these cycles to support its hotels and clients, and to take advantage of growth opportunities.

WELL-ESTABLISHED FOOTPRINT

InterMountain operates hotels across the U.S. Above-property associates are based in various regions to provide support. This broad footprint allows InterMountain to respond quickly to owners by having experienced regional teams already in-place.

A "ONE STOP SHOP" FOR 3RD PARTY SERVICES

Clients appreciate the range of 3rd party services offered under the InterMountain umbrella: management, development, design, procurement, renovations, and revenue management. Clients appreciate the fact that the same experienced team that has built/renovated/managed over 100 hotels is the same team providing support to their 3rd party projects.

U.S. PROPERTY MAP



QUICK FACTS

Founded in Hotels Open

1982 **96** (as of March 2024)

Mix of Owned vs 3rd Party Managed
approx. 50/50

Mix of extended stay vs transient
approx. 50/50

Brands in operation
20 brands within Marriott, Hilton, IHG, Hyatt, Wyndham, Choice, Best Western, as well as 2 independent hotels

3rd Party Client profile
A range of institutional clients, AAHOA owners, and hotel entrepreneurs.

Development pipeline
Active pipeline of 20-30 hotels in various stages of development/repositioning, opened 8-12 hotels per year in past years.

Renovation pipeline
Our renovations team manages approx. \$50-75m per year in renovations. Overall have completed 300 projects with a total spend of \$450m.

Websites
InterMountain Management
www.immhotels.com

InterMountain Renovations
www.imrhotels.com

UNDER ONE UMBRELLA

HOTEL MANAGEMENT

InterMountain manages a range of hotels from select-service, extended stay, to full service and independent hotels. The team has experience managing the preopening process for new-builds, and assuming management of existing hotels. The team is also available to provide receivership or distressed asset management for lenders.

DEVELOPMENT SERVICES

InterMountain's Construction team provides full development support from project inception to opening. Project managers coordinate both the design and construction, and interface with the brand's project managers to ensure the project is on time and within budget. Regular owner communication is key to client satisfaction.

RENOVATIONS, DESIGN, PROCUREMENT

InterMountain Renovations www.imrhoteles.com offers a full slate of renovation, design, procurement services for repositioning's to a new brand, scheduled brand-required renovations and PIP's, or new construction support. The team has access to historical cost data they can draw from to assist clients with budgeting for various types of projects.

REVENUE GENERATION

InterMountain's dedicated, in-house revenue management experts are available 24/7 and are focused on maximizing value and increasing market share. Many are former GM's and bring a unique perspective to profit maximization. InterMountain's eCommerce team strives to improve the customer experience, enhance brand.com and convert "lookers" to "bookers". This highly skilled team also optimizes the hotels' eChannels in addition to online review sites.

RELATIONSHIPS MATTER

InterMountain is proud to have established long-standing relationships with a range of clients including REIT's, private-equity firms, family offices, AAHOA members and hotel entrepreneurs. Examples include:



CONTACTS

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