

KLAUS J. HENCK

CAREER EXPERIENCE

2000 to present

Based out of Vancouver, BC, Henck works as a Management Consultant, Interim General Manager and Temporary Corporate Manager for Perry Group International (formerly The Perry Group) and heads its Canadian satellite office. His expertise includes development, transitions, turnarounds and start-ups for both single and multiple hotels and restaurants.

1983 to 1999 (ASTOR MANAGEMENT)

Henck resigned from the position of V.P. Ramada Renaissance Hotels (1983) in order to form ASTOR HOTEL MANAGEMENT in Washington DC. The Company provided hotel management and consulting services to the hospitality industry. Being a small contracting firm the company at one point managed \$80 million in real estate assets, 1,150+ hotel rooms, parking lots and had 700+ employees. Established centralized and computerized accounting functions for accounts payable, payroll and monthly reports (P&L, Statistics etc.). Managed an in-house advertising agency for all hotel advertising, printing and public relations.

Astor Management - Project Highlights 1983 to 1998:

Since May 1997 Henck has worked on hotel and restaurant projects doing due diligence work, F&B concept designs, teaching labor planning and working on hotel acquisitions.

Java Group Inc. (Germany) Feb 1996 - April 1997

Signed an agreement to develop and build for Java Group Inc. in Germany, Bistro-Restaurants with bakery and coffee roasting on location in each store. Started the management infrastructure and head office, hired staff, negotiated leases, contracted all construction and supplier agreements and opened four company owned stores. Signed a Franchise Agreement for five other locations, Frankfurt, Wiesbaden, Koeln and two in Switzerland. Negotiated an agreement with a German Brewery to fund 50% of capital required, interest free, for each new store Java Group would build.

TABS Enterprises Ltd. (Vancouver) 1993-1996

Developed and started in 1993 by Henck in Vancouver, the Java Girl Gourmet Coffee Bar Concept. Opened four stores in Vancouver, sold the stores and licensing rights for the concept to Java Group Inc. Stayed on as consultant and started the German project.

Las Palmas Hotel (Orlando FL.) Dec 1992- April 1995

Management Contract: The 276 room resort hotel with 280 seat restaurant, 100 seat lounge and 4 Banquet rooms was a distressed property. Reorganized the operation, created new sales and marketing efforts. Generated new contract business through South American and European Tour Operators. Leased out the F&B facilities to Kenny Rogers Chicken. Established a limited public area and rooms renovation program as capital was available. Achieved revenue increases and cost reductions, eliminating prior year operating losses of \$ 900,000 after the second year.

Renaissance Hotel (Vancouver B.C.) Mar 1992- Oct 1993

General Manager: The 436 room downtown property with over \$ 30 million in sales of which \$10 + million was generated by the F&B department with a negative cash flow. The F&B operation was immediately restructured with new supervisors, implementation of employee training, improved cost controls and purchasing guidelines. Within three months the F&B department generated for the first time a positive contribution to the GOP. A 12,000 sq. ft. underutilized space (Night Club) was leased out, completely renovated and reopened as a Casino. Re-negotiated employee Union Contract and settled outstanding

disputes over employment and benefit issues. During this 18 month period the profitability of the operation was increased and generating positive cash flow.

Radisson Hotel (Atlanta) 1989-1991

Management Contract: The 450 Room distressed Hotel with restaurant, bar and nightclub as well as 50,000 sq. ft. meeting space had lost its franchise affiliation. The property was renamed as independent without Franchise or reservation system. Managed an in-house construction crew for the one year \$ 1.5 million renovation and upgrading program. Started employee moral building through motivation, training and incentive programs. A major marketing campaign was launched attracting convention, small meeting and corporate business. Directed the sales and catering sales departments in generating new local as well as out of state clientele.

Dunwoody Hotel (Atlanta-Dunwoody) 1989-1991

The 391 room full service independent hotel (lost Radisson franchise) was managed by AHM. to keep it out of bankruptcy long enough to restructure the operation and create cash flow to keep the hotels obligations current.

Henry the Eighth Hotel & Conference Center (St. Louis) 1986-1989

Negotiated the \$ 23 million purchase between Seller and Purchaser, signed a two year management contract for the 400 room hotel with 2 restaurants, 400 seat night club, one free standing Irish Pub and 47,000 sq. ft. of meeting space. Started the development of a 100,000 sq. ft. office building on the excess land and pre-leasing of space. Owners made a financial agreement with Doubletree Hotels to take over the property.

Congressional Park Hotel (Rockville MD.) 1986-1988

Worked on all phases of development, construction, opening and ongoing management. The 165 room hotel with leased out restaurant and bar had a Days Inn affiliation.

Ramada Inn (Fort Lauderdale FL.) 1985-1986

Management Contract -100 room hotel, did partial renovation and got hotel ready for sale. Increased a negative GOP of \$200,000 to a positive \$180,000 in fourteen months.

New Hampshire Suite Hotel (Washington DC.) 1985-1988

Developed and converted a rundown apartment building through renovation into a 75 unit suite hotel. AHM. contracted the total project from start of concept to opening and ongoing management.

Renaissance Hotel (Washington DC.) 1983-1987

Management contract for the 365 room downtown hotel with 200 seat all day restaurant, 60 seat fine dining, 300 seat night club, lobby lounge and 6 banquet/meeting rooms the largest seating 500.

Ramada Inns Inc., (Phoenix, Arizona) 1979-1983

Henck was employed in 1979 as Vice President Food and Beverage for 63 company owned hotels. During the following 8 months he developed restaurant and nightclub concepts, established consistent operational standards, internal controls as well as employee productivity guidelines.

In late 1980 he took over the responsibility in organizing a regional office in Detroit for the operation of 18 Ramada Inns and Hotels (2,900 rooms) located in the economically depressed North Central USA. As Regional V.P. Operations, he had complete responsibility for the hotels profitability and all related operational aspects. Started and completed a refurbishing program for 1,000 rooms and the total renovation of 5 hotels with restaurants and public areas.

September 1982, he was promoted to the position of Vice President, Renaissance Hotels. He played an integral part in the development of the new Renaissance concept and worked from construction to opening

Resume is not for distribution

of the first three Renaissance Hotels located in Atlanta, GA (400 rooms), St. Francisco, CA. (1000 rooms) and Washington, DC. (365 rooms).

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Commonwealth Holiday Inns of Canada (Vancouver BC.) 1977-1979

Started as Assistant General Manager of the 450 room Holiday Inn, Vancouver, BC. shortly after promoted to Regional Director of Food and Beverage for Western Canada responsible for 10 hotels with 2,500 rooms. During this time, he implemented changes that turned the negative cash flow experienced in the F & B areas to a positive contribution for the company.

Cara Operations (Toronto) 1971-1977

F&B Director of the Union Station Restaurant Complex in Toronto and assistant to the Area Manger responsible for training unit managers, implementing new restaurant concepts, overseeing renovations and solving internal labor and merchandise cost problems. In 1972, Cara promoted him to Operations Manager based in Halifax Nova Scotia, responsible for six operations located in various parts of the Maritime Provinces.

Sheraton King Edward Hotel (Toronto) 1968-1971

Henck started in a training position, working front desk operations and was promoted to Restaurant Manager after seven months, supervising all restaurants and bars (total 6 units). During this period with Sheraton, he became part of the Hotel Opening Team in Los Angeles and furthered his education, taking courses such as Hotel Accounting, Maintenance, Personnel, F&B Controls, Front Desk Management, Sales and Marketing.

Cunard Lines (Southampton, England) 1965-1968

Position as trainee in purchasing and as assistant to the Staff purser. After one year promoted to head waiter for the first class dining room.

Education:

1961-1965

After graduating from the Hotel School in Berlin, Germany in 1961 and eighteen months additional schooling in kitchen and dining room operations, he gained on the job experience by serving as bartender, room service captain, chef de rang, and chef at various hotels throughout Europe.