

OUTLINE OF TESTIMONY

THOMAS S. MESSERVY, P.E.

OTO DEVELOPMENT, LLC

- I. Introduction and experience
- II. Selection of team
- III. Proposed hotel development and operation
- IV. Process of community participation
- V. Conclusions

THOMAS S. MESSERVY, PE

Director of Real Estate

OTO Development, LLC

340 E. Main St, Suite 300

Spartanburg, SC 29302

Education

- 2005 - 2007 **HARVARD BUSINESS SCHOOL** **BOSTON, MA**
Master in Business Administration degree, Focused course work in Real Estate and Finance
- 2000 - 2002 **MASSACHUSETTS INSTITUTE OF TECHNOLOGY** **CAMBRIDGE, MA**
Master of Science in Civil Engineering degree, Specialization in Construction Engineering and Management
- 1996 - 2000 **THE CITADEL, THE MILITARY COLLEGE OF SOUTH CAROLINA** **CHARLESTON, SC**
Bachelor of Science in Civil and Environmental Engineering degree. First Honor Graduate (Valedictorian)

Experience

- 2007-current **OTO DEVELOPMENT, LLC** **SPARTANBURG, SC**
Director of Real Estate
Managed the acquisition, development, and operation of Marriott, Hilton and Hyatt select-service hotels
- Conducted in-depth market feasibility studies to understand current and historical trends to accurately forecast supply and demand dynamics
 - Managed the site acquisition process including site selection, planning and zoning review, conceptual design, and contract negotiation
 - Participated in the development of detailed financial modeling tools for the acquisition, construction, operation, and disposition of hotel assets
 - Led the sales & marketing program for a new hotel during the pre-opening and ramp-up phases
 - Development portfolio includes:
 - Hilton Garden Inn: Washington, DC
 - Marriott Fairfield Inn & Suites: New York City, New York
 - Hampton Inn & Suites: Mahwah, New Jersey
- Summer 2006 **BOSTON PROPERTIES, INC.** **WASHINGTON, DC**
Project Management - Development
Assisted in the design, construction, leasing, and property management of office properties in the Greater DC Area
- Coordinated a local market study and participated in an acquisition strategy of office assets and developable land
 - Optimized the design of a staged office and garage complex to ensure budget and schedule compliance
 - Participated in leasing negotiations and marketing of multiple office buildings in various stages of development
 - Co-authored proposals for land sales and project development agreements for Class A office buildings
 - Developed pro-forma analyses of proposed developments and leasing obligations
- 2002 - 2005 **TIDEWATER SKANSKA, INC.** **CHARLESTON, SC**
Field Engineer
Integral member of design-build consortium of the approximately \$530 million Cooper River Bridge Replacement Project (including the longest cable-stayed span in North America) completed one year ahead of owner's schedule
- Project Management**
- Designed and executed engineered solutions by developing innovative material and procedural systems resulting in material savings in excess of \$100,000 and substantial labor savings
 - Facilitated the transfer of vital information between field management, architects, engineers, consultants, and state and federal project owners ensuring timely and efficient completion of critical path activities
 - Supervised 15-20 employees during cable erection involving responsibility for the operational efficiency and stringent safety requirements involved with working in heights in excess of 550 feet
- Project Finance**
- Managed productivity tracking of five project areas and semimonthly, multi-million dollar client billing
 - Improved cost basis accounting system to increase field entry efficiency and provide field managers with more timely and applicable information to increase accountability and provide incentives to front-line managers