

Robert S. DesLauriers

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Extreme skiing pioneer turned professional ski mountaineer and real estate entrepreneur, Rob DesLauriers has skied from the Summit or Mt. Everest, brokered \$100's of millions in real estate transactions, and developed two luxury condominium hotels at the base of Jackson Hole Mountain Resort in Teton Village, Wyoming.

As a professional extreme skier from 1988 to 2000, DesLauriers starred in over 20 ski films and produced 5 ski films as a member of The North Face Alpine Team. Additionally, Rob served as the founder and director of worldwide Extreme Skiing Advanced Ski Clinics 1991-2000. Among other notable ski descents around the world, Rob has skied from the top of 5 of the "7 summits" with his wife Kit, including Everest in October 2006; Mt Vinson, Antarctica; Mt. Elbrus, Russia; Kilimanjaro, Tanzania; and Denali, Alaska.

With a degree from Cornell University's School of Hotel Administration, Rob brings a wealth of experience in hotel development and building programming, property and asset management, debt and equity deal structuring, hotel management and real estate sales.

In 2000, Rob developed Teton Mountain Lodge & Spa, a 145 keys, 88 condominium unit, AAA Four Diamond condominium hotel resort located at the base of the Jackson Hole Mountain Resort. Rob was the managing partner in the Teton Mountain Lodge Property Management Company until he sold that company in 2015. Under Rob's tenure, the Lodge earned multiple accolades including 2013's #1 Spa in Wyoming and #14 in the United States by Condé Nast Traveler. In 2012, 2013, 2014 and 2015 it realized Top 50 Ski Hotels in Travel and Leisure's Readers Choice awards, as well as the Travel + Leisure's World's Best Hotels picks.

In 2008, Rob completed his second Jackson Hole hotel development project with the opening of Hotel Terra Jackson Hole. Hotel Terra is a sustainably designed and operated, Silver-LEED certified condominium hotel with modern mountain sophistication located slopeside to Jackson Hole Mountain Resort. It's groundbreaking approach to service and design has earned the property world-renown and set a new standard for mountain resort hospitality. Most notably, the 132 room, 57 condominium unit hotel has consistently ranked as a top US Hotel and US Ski Hotel winning multiple annual awards by Condé Nast Traveler, Travel and Leisure and others. Rob was the managing partner in the Terra Lodge Property Management Company from the property opening until he sold that company in 2015.

In 2006, from the base camp of Mt Everest, Rob finalized the start up hotel management firm Terra Resort Group with a collection of former Four Seasons executives. This firm took over the hotel management responsibilities at Teton Mountain Lodge, as well as handled the pre-opening and eventual management of Hotel Terra. With 4 properties under management including Top Notch at Stowe and the Casa Madrona in Sausalito, CA along with its two Jackson resorts, the firm merged with Met West Ventures in 2009 as a capital partner to for Met West Terra Hospitality and capitalize on the post recession distressed asset market. Rob left that firm in 2013, taking Teton Mountain Lodge and Hotel Terra back under his direct hotel management, until those operating companies were sold to Noble House Hotels and Resorts in summer 2015.

In 2003, Rob started and managed Teton Village Realty, a very successful boutique real estate firm specializing in the Teton Village luxury second home segment. Rob sold that company to Sotheby's in 2009, where he continues his successful and specialized real estate practice today.

Rob lives, plays and works in Teton Village, WY with his wife Kit and 2 lovely daughters.

Professional Experience

Development Projects

Teton Mountain Lodge, Jackson, WY

MANAGING MEMBER & EQUITY PARTNER, TETON LODGE LLC

Original Project Development 1999 to opening in October 2002: responsible for the development operations of the Teton Mountain Lodge, a \$40 million condominium hotel project located at the base of the Jackson Hole Mountain Resort. Responsibilities included structuring construction and long term debt, equity, hotel management agreement, architectural and interior design, building programming, project pre-opening, permits, project construction, and the real estate sales program. The 133,000 square foot complex features 80 residential condominiums, restaurant, spa and conference center.

ADDITION DEVELOPMENT 2005-2007

As Managing Partner of Teton Lodge LLC, completed a 30,000 square foot, \$16 million addition to the Teton Mountain Lodge, which included a luxury 15,000 square foot spa and nine condominiums.

MANAGING MEMBER, TETON MOUNTAIN LODGE PROPERTY MANAGEMENT COMPANY LLC 2001 TO PRESENT

Asset Manager, oversees the management for the Teton Mountain Lodge, a AAA Four Diamond full service, 145 room luxury hotel resort, by managing the operating performance of hospitality manager retained as the hotel operator to maximize profitability for unit owners on behalf of the property management company. Mr. DesLauriers continues to serve as the President of the Teton Mountain Lodge Owners Association.

Hotel Terra, Jackson, WY

MANAGING MEMBER & EQUITY PARTNER, TETON VILLAGE DEVELOPMENT LLC

Responsible for coordinating equity raise and debt structure as well as co-managing the development of Hotel Terra, a \$34 million 32-unit condominium hotel resort also located at the base of Jackson Hole Mountain Resort. Oversee all project details, including site planning and zoning, architectural and interior design, building programming, construction and installation, hotel pre-opening marketing and operations as well as the real estate sales program. Hotel Terra, which sold out in 48 hours in the Spring 2006, opened in February 2008.

MANAGING MEMBER, TERRA PROPERTY MANAGEMENT COMPANY LLC

2007 to 2015: Asset Manager, oversee the pre-opening of Hotel Terra and ongoing hotel operations of the AAA Four Diamond and Preferred Hotels and Resorts, 132 room, full service, Silver LEED certified property. Managed the activities and performance of the hotel manager, who had been retained as the hotel operator to pre-open and manage the hotel operations in order to maximize profitability for unit owners on behalf of the property management company. Mr. DesLauriers also served as the President of the Terra Owners Association until 2015.

Consulting Projects

Hotel Terra Phase II, Jackson, WY

Consulted on the \$38 million development of Hotel Terra phase 2, including design, pre-opening and real estate sales.

Top Notch Resort and Spa, Stowe, VT

2010 to 2012: Consulted on the initial takeover of the hotel management by Terra resort Group and the subsequent acquisition of the AAA Four Diamond Resort by MetWest Ventures. Helped oversee the expansion of the resort with a \$16 million renovation including a new lobby and conference center.

Other Companies

2002 – Present: Licensed real Estate Broker with Sotheby's International Realty, Jackson Hole. Mr. DesLauriers was formerly the Founder, Responsible Broker and Managing Member of **Teton Village Realty, which he sold to Sotheby's in 2008.** Responsible for all operations of real estate sales company, he oversaw a team of 16 agents and brokers with three office locations. His company achieved the highest sales volume per agent of all companies in Teton County, WY. Mr. DesLauriers has brokered over \$500 million in commercial, hotel and residential real estate.

Prior Professional Experience

President and Co-Founder, Terra Resort Group, as successor to MetWest Terra Hospitality: Co-founder of the firm in 2007, structured the initial capital and provided the management contracts of a 3 hotel portfolio in Jackson Hole, Wyoming. Managed the activities of an extremely qualified team of hoteliers gathered together to start a hotel management company. In 2010, Mr. Deslauriers structured a 50% merger with MetWest Ventures, a private equity firm with hotel asset interests based in Los Angeles, CA.

President, DHS General Contracting, Jackson, WY

Oversee approximately \$50 million of general contracting construction work with construction of Teton Mountain Lodge Addition and Hotel Terra from 2006 to 2009. Company was closed in 2010.

Resort General Manager, Bolton Valley Resort, Vermont (1988-1996) - Started in conference sales and worked thru Director of Marketing to Resort General Manager, ultimately responsible for the resort's hospitality division.

Owner, President, Straight Up Films (1996-2000) - A ski film production company that produced and distributed 6 documentary style ski and alpine mountaineering films.

Professional Skier (1989 – 2000) - As a member of the North Face athlete team, skied in over 25 ski films and on all 7 continents.

Passionate Pursuits

Father of two amazing girls and Husband to Kit DesLauriers, acclaimed professional athlete.

Selection of Ski Achievements:

- * **October 18, 2006, Mt. Everest, Nepal, Summit and ski descent - 29,035'**
- * Spring 2006, Kilimanjaro, Tanzania – 19,340'
- * Fall 2005, Vinson Massif, Antarctica – 16,067'
- * Spring 2005, Mt. Elbrus, West summit, north side, Russia - 18,590'
- * Spring 2004, Denali, Alaska 20,320'
- * Editor: *Skiing Magazine*; Author *Ski the Whole Mountain* 2003 book release
- * December 1998, Powder Magazine's 50 Best Skiers in North America

Education

Cornell University, Ithaca, New York

Bachelor of Science, School of Hotel Administration 1987