

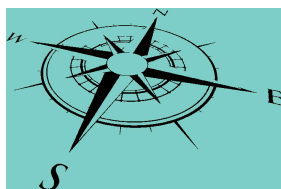
# About RMCG

In a world where resort management choices are limited due to mergers and acquisitions that make management companies larger, it can be difficult to find a company that takes the time to customize a strategy of service for your needs. Resort Management & Consulting Group recognized this lack of presence in the market and decided to create a company that provides unparalleled service to properties, homeowners and board of directors.

## Contents

|                                 |   |
|---------------------------------|---|
| Vision.....                     | 4 |
| Mission.....                    | 4 |
| Values .....                    | 4 |
| Resort Management .....         | 5 |
| <b>1.</b> Risk.....             | 5 |
| <b>2.</b> Rentals.....          | 5 |
| <b>3.</b> Owners .....          | 5 |
| <b>4.</b> HR .....              | 5 |
| <b>5.</b> Reservations .....    | 5 |
| <b>6.</b> Operations .....      | 5 |
| <b>7.</b> Finances.....         | 5 |
| <b>8.</b> IT .....              | 5 |
| <b>9.</b> Funding.....          | 6 |
| <b>10.</b> Projects.....        | 6 |
| Administrative Information..... | 6 |

DEMONSTRATION ONLY



## Resort Management & Consulting Group (RMCG)

### Stakeholder(s):

#### RMCG Team :

Take a moment to meet our team of experienced individuals at Resort Management & Consulting Group.

#### MICHAEL SCHRAIBMAN :

Chairman — Michael is Chairman of Resort Management & Consulting Group, LLC. He was Chairman and CEO of SPM Resorts Inc. for 23 years. SPM Resorts Inc. is a professional management company operating over 40 resorts from Cape Cod to St. Thomas. Michael is also Director of Ward Services, a benefits and communications company providing services across the country. Michael resides in Columbia, South Carolina with his wife and three children. He is active in his church and community by serving on several nonprofit board of directors.

#### LANSE MCCOLL :

President & CEO — Lanse in his position as President & CEO of RMCG is responsible for all of the day to day operations of the resorts. He has been in the timeshare and hospitality industry for over 17 years. He began his career with SPM Resorts Inc. in 2001 as part of their manager trainee program, where he was quickly promoted to the role of transition coordinator. After successfully transitioning newly acquired resorts on behalf of SPM Resorts Inc. in South Carolina and North Carolina, Lanse was promoted to the position of Regional Vice President of Operations. In this role, Lanse oversaw SPM's family of resorts in the majority of South Carolina, North Carolina and Tennessee; working directly with the board of directors, resort staff and homeowners to streamline operations. Lanse is a graduate of Clemson University and holds a South Carolina real estate license as well as a Florida CAM license. Lanse resides in Murrells Inlet, South Carolina with his wife and three children.

#### MICHAEL GRAHAM :

Director & Corporate Counsel — Michael Graham helps RMCG serve our clients by providing experienced insights and services on a wide array of legal matters. Michael's legal work focuses on organizations and business management. His experience comes from not only advising businesses but also from being a business owner and manager for over 25 years. As a practicing attorney he focuses on helping organizations and business owners from all over the world organize and manage their businesses effectively and efficiently. Michael works with non-profits as both an advisor and board member. He also serves as an Officer in the U.S. Army Reserve and has deployed to both Iraq and Afghanistan as a Judge Advocate and has been recognized for his service with awards that include the Bronze Star Medal and the Meritorious Service Medal. Michael holds a Bachelor's degree in Finance from the University of South

Carolina, a Master's Degree in Public Administration from Troy State University and a Juris Doctorate from Campbell University School of Law. He is admitted to practice in South Carolina and before the U.S. Federal District Court for South Carolina.

#### KURT MOORE :

Director & CFO — Kurt is a business owner and licensed CPA. Current businesses include manufacturing, retail, recycling and heavy industrial. Past role was as the President of STC Holdings for eighteen years and selling a majority stake to a NYC based private equity firm. Also founder Camp Legacy in Pine-wood, SC and enjoy investing in various philanthropic organizations. Kurt lives in Sumter, SC and Married for over 25 years with three children, two daughters at Clemson and a son in high school. Member of Young Presidents Organization (YPO).

#### ANDREW GRAZIANO :

Director of Revenue Management — Andrew Graziano is a 10-year veteran of the resort management industry, having served in a variety of organizational and operational roles at both independent and branded vacation ownership properties. He holds a Masters degree in Hospitality Administration from the Harrah's School of Hospitality at the University of Nevada, and has been recognized by the Hotel Sales and Marketing Association (HSMAI) as a finalist for their revenue management professional of the year award. Andrew provides oversight to the Resort Management and Consulting Groups eCommerce efforts, including inventory management, price optimization, and social media content monitoring. He currently resides in Murrell's Inlet, SC with his wife and three children.

#### PAT JOYNER :

Director of Human Resources — Pat Joyner is a knowledgeable HR professional with a demonstrated record of accomplishments across twenty years of experience. While serving as VP of Human Resources at STC Industrial, LLC he oversaw various Human Resource projects from conceptualization to completion. Pat is a graduate of the University of South Carolina with a Bachelor of Science: Business. Completed numerous SHRM training courses and certifications throughout his career keeping up to date with the most recent trends and legal requirements. He currently serves on the Prisma Tuomey Hospital Foundation Board. He and his wife, Wanda, reside in Lexington, SC near the grandchildren. They attend Lexington Baptist Church and have two grown children and two grandchildren, boys, a 7-year old and a 1-year old. Pat enjoys running and playing golf.

#### Resort Property Boards of Directors

— continued next page

Stakeholders (continued)

### Resort Property Owners

#### RMCG-Managed Properties :

*With a dedication to our clients, we take pride in helping resorts reach their full potential. We are a full-service management and consulting group that works with resorts of all sizes. Our team has years of experience in resort management, which gives us an edge in the industry. We are knowledgeable about the processes involved in operating a resort, and we are ready to show how we can help you today.*

#### Primus Villas :

*Of Latin origin, Primus Inter Pares is an honorary title meaning "first among equals." Combining the freedom and space of a private estate with the personalized attention of a professional concierge, Primus Villas offers a unique blend of opulent seclusion and exceptional service that is second to none.*

#### The Ocean Club on Smuggler's Beach :

*Explore Cape Cod while staying oceanfront on beautiful Smuggler's Beach – located at the mouth of the Bass River. We have the ideal location for swimming, sunning, walking, and relaxing.*

#### Schooner II Beach & Racquet Club :

*Schooner II Beach & Racquet Club boasts one of the finest luxury penthouses in Myrtle Beach as well as tastefully appointed one and two bedroom suites. The Resort provides direct beach access, outdoor swimming pool and tennis and racquetball courts for your outdoor entertainment while fully equipped kitchens, king size beds, whirlpool tubs and wireless internet access make you feel right at home.*

#### Royal Dunes :

*Hilton Head Island, SC*

## Vision

Unparalleled service to properties, homeowners and board of directors

## Mission

To provide resort management and consulting services

## Values

### Service

**Identity:** At Resort Management & Consulting Group, our resorts are not just a number in our portfolio, but an individual resort with its own identity.

**Customization:** Our services are customized to best suit each resort's needs today and in the future.

## Resort Management

### *Offer resort management services*

At Resort Management & Consulting Group, we offer a variety of management services that are customized to each client's individual profile. Because we are a privately-owned and operated resort management company, we take the time to get to know our clients in order to provide the services that will help them grow. We understand that every resort, board of directors, property owner and guest is different; our services are strategically tailored for what your resort needs today and in the future.

#### **1. Risk**

*Provide risk management services*

#### **2. Rentals**

*Offer a full-service rental program*

#### **3. Owners**

*Provide owner services*

#### **4. HR**

*Offer human resource management*

#### **5. Reservations**

*Manage reservations*

#### **6. Operations**

*Provide full-service operations management, including billing & assessment collections*

#### **7. Finances**

*Provide financial services*

#### **8. IT**

*Offer IT Services*

**9. Funding**

*Offer long-term & short-term capital funding*

**10. Projects**

*Plan and Implement capital projects*

**Administrative Information**

**Start Date:**

**End Date:**

**Publication Date:** 2020-11-14

**Source:** <https://resortmcgroup.com/about.php>

**Submitter:**

**Given Name:** Owen

**Surname:** Ambur

**Email:** [Owen.Ambur@verizon.net](mailto:Owen.Ambur@verizon.net)

**Phone:**