

August 15, 2013



NEWSLETTER

-----Mission Statement-----

TO CREATE CUSTOMER LOYALTY BY DELIGHTING OUR GUESTS AND ENABLING OUR TEAM MEMBERS.

-----Core Values-----

We are a company grounded in the Christian values of **integrity**, **respect**, and **motivation**. We strive to reflect this in how we do business and how we care for our team members - our greatest asset.

Welcome.

This is the FIRST EVER HSMVP Newsletter! Thanks to all the team members who took the time to take many of the photos you will see in this issue.

We enjoy seeing each property grow uniquely and we are proud of your hard work. The purpose of this newsletter is to share ideas, recognize outstanding performance and build a sense of community among our family of ten Value Place Extended Stay Hotels. Our hope is to see every property grow in character and service as we share our core values and have fun in the meantime.

Keep up the good work and enjoy the first HMSVP Newsletter ever!

Philip Cox



Paula Hollins



David Schools



Look Who's Who

EVANSVILLE, IN



GREENVILLE, SC

ELGIN, SC



Look Who's Who

CHAMPAIGN, IL



MACON NORTH, GA



LEXINGTON, SC

Look Who's Who



DUNCAN, SC



MACON SOUTH, GA



SIMPSONVILLE, SC

Look Who's Who

JOHNSON CITY, TN



Property Profile:



April Adams
Housekeeper
Enjoys living life.

Darryl Love
Safety Attendant
Enjoys riding his Harley Davidson.

David Panganiban
Facility Supervisor
Enjoys 49ers football and billiards.

Todd Lamberson
Property Manager
Enjoys football, basketball and ping-pong.

Lacey Fair
Guest Attendant
Enjoys playing tennis and hiking.

Gustia Hartley
Housekeeper
Enjoys UT football.

Tim Hayes
Facility Supervisor
Enjoys Nascar and fishing.

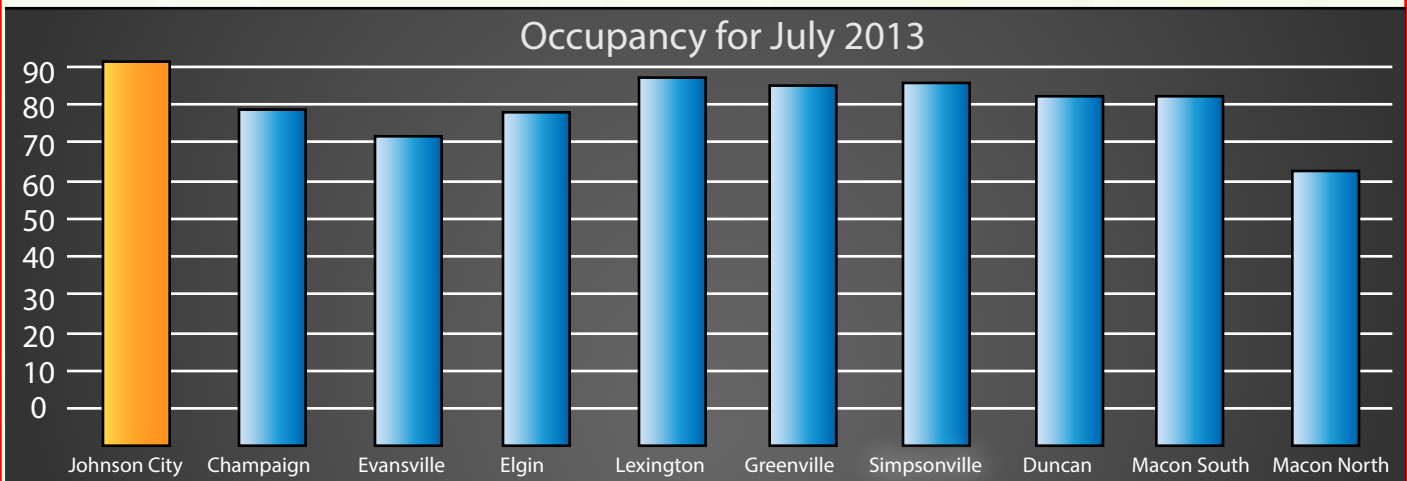
SOCIAL MONSTER



Out of all the HMS Value Place Hotels, Evansville is leading the way with 28 Facebook Likes!

Occupancy Champion

LOOK OUT! There's a full house over at JOHNSON CITY. They are operating at 91% occupancy, more than the rest of the HMSVP Hotels!



Don't be the Kid in the Corner! It's no fun.

Macon North was chosen to be the Kid in the Corner because they don't have a single TripAdvisor review! Positive TripAdvisor reviews are CRITICAL in attracting and retaining business in the hotel industry.

We believe you can get out of the corner, Macon North! Get THREE TripAdvisor reviews before the next HMSVP Newsletter, and you will NOT be the Kid in the Corner!

Kid in the Corner



MACON
BOWMAN ROAD, GA





WINNER

SIMPSONVILLE

In June 2013, Simpsonville had four TripAdvisor reviews and 2.5 stars out of five. Now, Simpsonville has **ELEVEN** reviews and **FOUR** stars out of five!

FUNNY

Innkeeper:

The room is \$20 a night. It's \$7 if you make your own bed.

Guest:

I'll make my own bed.

Innkeeper:

Good. I'll get you some nails and wood.



FELIPE DE WITT

Property Manager, VP Champaign

Employee Spotlight

On July 25th, 2013, Felipe moved from Property Manager of the Macon North property to Property Manager of the Champaign property. He has worked in the hospitality industry since 1973, including managing six Value Place Hotels across the nation. He specializes in turning properties' performances around.

Value Place Champaign is a revived hotel. With occupancy rates soaring and price rates high, the most isolated property in the HMS system is experiencing growth in multiple areas.

"Felipe is an incredible asset and a team player," said Paula Hollins, VP of Operations for HMS. "His training style and heart to see others succeed not only benefits his property but also pours into other properties as well." Felipe has invested in and groomed two current HMS Property Managers, **Cassie Hall** and **Lacey Bates** (see below!).

His interests are philosophy, astronomy, and climbing volcanoes. "But no volcanoes in the Grand Prairie!" he says.

Bonus Opportunity



ATTENTION EVERYONE.

Effective August 15th, a new hiring bonus opportunity is available to all HMS Value Place employees.

Here's how it works:

1. Refer an individual (for any position) to any HMS Value Place.
2. The individual you referred applies and gets hired.
3. The individual you referred works for 90 days.
4. **YOU GET \$100!**

THE VOICE

”

My stay at Value Place has been one of the best experiences I have had in a long time the studio cleanliness is excellent the staff go above and beyond to make you feel welcome and at home...I feel safe and I'm happy.

“

-Sandra, *Guest*
Value Place Greenville (Central)



Lacey Bates

Lacey Bates started as a Guest Attendant at the Macon North property in September of 2010. In June 2012 she was promoted and transferred to Macon South. On Monday, August 12, 2013, Lacey was transferred back to Macon North.

“Without Value Place I wouldn’t have a house,” Lacey said. “I ‘grew up’ working at Value Place. I really came out of my shell and I hope to stay for many more years.”

Paula Hollins, VP of Operations for HMS, said, “Lacey exemplifies motivation and dedication to our core values which is exactly why we are so pleased to promote a team member from within the company.”

Lacey enjoys floating down the Ocmulgee River, bike riding and spending time with her husband and two children.

Rising STARS



Cassie Hall

Cassie Hall’s Value Place story begins as a Guest Attendant at the Macon North property in September of 2011. She worked hard as a Guest Attendant for 13 months.

On August 12, 2013 Cassie was transferred and promoted to Property Manager at Macon South. In regard to the new position, she said, “It’s a lot of work. But I’m happy and I am looking forward to the challenge.”

She also commented, “It’s a great opportunity for me to better the lives of my three kids.”

Cassie’s favorite thing to do is spend time with her family.



CHAMPAIGN

Evansville INDIANA

SIMPSONVILLE

COLUMBIA SC

SPARTANBURG -DUNCAN-

COLUMBIA SC

Johnson city TENNESSEE

ELGIN greenville CHALMERS ROAD, SC

LEXINGTON

MACON HARRISON ROAD, GA

MACON BOWMAN ROAD, GA