



COMPANY OVERVIEW

Patrick M. Nesbitt is Founder, Chairman and CEO and Bill Upshaw is President and COO of **Windsor Capital Group Inc. and Windsor Management Services**, based in Santa Monica, CA.

Patrick M. Nesbitt created Windsor Capital Group over 36 years ago. Mr. Nesbitt began his real estate career renovating residential projects in his native Detroit, Michigan. Click here for more information on Mr. Nesbitt's background: [BIO Link](#)

Bill Upshaw is a 32-year hotel industry veteran with in-depth and diversified experience operating branded hotels, independent resorts, conference centers, spa and golf resorts and has extensive food and beverage expertise. Mr. Upshaw began his hotel career with Marriott starting in 1978. He has managed Marriott full service hotels at all levels, including serving as Hotel General Manager at several properties, and in Executive level positions as Regional Vice President and Senior Vice President. He continues to oversee both Hilton Marriott Brand hotels with Windsor Capital Group, Inc., as President and COO. Click here for Mr. Upshaw's bio: [BIO Link](#)

Windsor Capital Group, Inc. is approved by Marriott to manage full-service hotels, which we currently own and operate in addition to focused-service Marriott hotel product. Additionally, Windsor Capital Group, Inc. is the largest private owner of Embassy Suites hotels and is approved to manage full-service Hiltons, Doubletree Hotels and all Hilton brands. The Company has extensive experience in operating independent, boutique and resort hotels, full service IHG and Starwood Hotels.

Because Windsor Capital Group, Inc. operates as both owners and third party managers, our Windsor Management Services team has a unique perspective on operating high performing, high quality assets while increasing their value and profitability. Our hotel portfolio RevPar Index, in aggregate, is 130, utilizing top-of-class hotel sales, marketing and revenue management services. We take great pride in our strong sales and marketing/revenue management corporate structure, an area in which we excel over other management groups.

Because we are hotel investors and developers, we understand the owner and lender priorities. We know what it takes to be successful and our strategies are guided by one goal; **maximizing the bottom line**. We operate hotels for our owners as intensively as our own, utilizing all the drive, determination, experience and knowledge our company collectively provides.

At Windsor Management Services we offer a "one-stop" source for all aspects of hotel management. Our broad experience in financing, renovation, operations, accounting, sales and marketing and employee relations offer a distinct competitive advantage.

Windsor Capital Group, Inc. and Windsor Management Services are confident that we will deliver a higher level of profit for your asset.

For more information please visit:

www.windsormanagementservices.com and www.wcghotels.com

[Click Here To View our Online Presentation](#)



Company Fact Sheet

Founded

1974

Founder, Chairman, CEO

Patrick M. Nesbitt

President and COO

Bill Upshaw

Headquarters

Santa Monica, CA

Regional Offices

Portland, OR - Santa Ana, CA – Asheville, NC – Atlanta, GA

Current Hotel Portfolio

22 hotels in 11 states throughout the U.S.

5898 rooms

Marriott, Renaissance, Courtyard, Embassy Suites and Crowne Plaza Brands

Owners Hotel Brand Board Seats

We hold Owner's board seats with Marriott (MINA), Hilton and Embassy Suites Brands

Employees

2500 (approximate)

Experience

30 + years managing hotels

250 collective years experience within the Windsor Executive Team alone

Experience with Marriott, Hilton, Starwood, IHG brands, as well as

Independent, Boutique, Conference Center, Golf and Spa Resorts

Senior Management Experience

Over 30 years of Marriott and Hilton in-depth experience

Operations-Sales-Marketing-Revenue Management-Public Relations

Human Resources-Finance-Asset Management