



### **Project Data**

#### **Key Scope Items:**

- Review of Management Contract
- Monthly Performance Reviews

**HSP Professionals Involved in Project:** Don Massagli

**Time of Service:** 1998 – 2000

## **Hyatt McCormick Place Asset Management**

*Chicago, Illinois*

Chicago's McCormick Place Convention Center is the largest facility of its kind. Due to the size and prestige of the convention center, a well-run hotel integrated into the complex is an important factor. The Metropolitan Pier and Exposition Authority (MPEA) sought to review its current contract with Hyatt to assess its effectiveness running the center's primary hotel.

Mr. Massagli served as asset manager for the 800-room Hyatt McCormick Place for the MPEA after the hotel opened in the late 1990s. The duties included:

- Reviewing the management contract with Hyatt
- Conducting monthly performance reviews
- Presenting results to the MPEA board as well as making recommendations for improved performance.

In addition, due to the extreme highs and lows in the convention hotel's performance, a strategy for generating business during 'down' convention times was initiated. Today, the hotel is one of the most successful convention hotels in the country and is the most profitable asset in the MPEA's convention arsenal.