

# RONALD J. NAPLES

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## EDUCATION:

### MONTCLAIR STATE UNIVERSITY

Upper Montclair, New Jersey  
B.A. May 1981

Majors: Speech and Theater  
Political Science  
Minor: English

### PACE UNIVERSITY

New York City

Graduate Work  
in Management & Human Resources

## QUALIFICATIONS:

- Strong background in oral and written communications
- Strong organizational and planning skills
- Excellent interpersonal skills
- Business Development and sales experience
- Experience with hospitality and facilities operations and management
- Experience with delivery of multiple employee services
- Creative

## EMPLOYMENT:

### MAPLE MOUNTAIN HOSPITALITY, INC.

P.O. Box 1874

Manchester Center, Vermont 05255

OWNER AND PRINCIPLE CONSULTANT

Established in 1998 Maple Mountain Hospitality, Inc. offers consulting services and education to the hospitality industry. The company specializes in business planning, development, operations and education for conference centers and meeting planning departments.

Present

### NEW YORK UNIVERSITY

Tisch Center for Hospitality, Tourism, and Travel

10 Astor Place

New York, New York

ADJUNCT PROFESSOR

Develop curriculum and instruct in the Meeting Certificate Program. Instructor for five classes, Meeting Technology, Budgeting and Finance for Meeting Professionals, Negotiations, Business Planning, and Developing A Meeting Management Team.

September 1990 - Present

### FOURWINDS COUNTRY MOTEL

7379 Main Street

Manchester Center, Vermont 05255

Co-OWNER, with my wife, AND OPERATOR since July 1998

The FourWinds offers elegant country lodging in 18 rooms overlooking the Green Mountains. The property covers 7.5 acres and includes 5 buildings. and In-ground pool, Responsible for marketing, revenue, operations, staffing, facilities, and grounds. Also maintain relationship with local ski areas and our neighbor, the Manchester Country Club. Business sold in March of 2002.

July 1998 - March 2002

### MILLENNIUM BROADWAY HOTEL

MILLENNIUM CONFERENCE CENTER & HUDSON THEATER

145 West 44th Street

New York, New York 10036

DIRECTOR, BUSINESS DEVELOPMENT, MILLENNIUM CONFERENCE CENTER / HUDSON THEATRE:

Responsible for the day to day operation and physical plant of this 33 room 100,000 square foot conference center and 700 seat landmarked Broadway theater. This included conference and catering planning, set-up, for rooms and all technology. Also required to develop creative programs to increase business during slow periods along with marketing, public relations and promotional opportunities for the conference center and theater. Approved and signed all sales contracts and was very involved in client negotiations with sales staff. Sales budget of \$15 million including rent, technology and related food and beverage. Staff of approximately 100.

April 1996 - August 1997

Also served as corporate expert on conference centers for MILLENNIUM AND COPTHORNE (CDL Hotels). Was sent to London to review policies and procedures for opening of Millennium Conference Centre there and have been in discussions to consult on Paris and Singapore opportunities as well.

**EMPLOYMENT** cont:

**SMITH BARNEY INC./ TRAVELERS GROUP**

June 1989 - April 1996

388 Greenwich Street  
New York, New York 10013

**FIRST VICE-PRESIDENT CONFERENCE SERVICES:** Began career at Shearson Lehman Brothers as Manager of the Conference Center and was promoted throughout my tenure and through two mergers of the company. Responsible for all aspects of management for the Smith Barney corporate non-residential conference center in New York City, a 35,000 square foot facility, and the Travelers Education Center, a 125,000 square foot stand alone building in Hartford, CT. My department managed the physical plants and planned and executed over 6000 meetings and events annually in these facilities.

Also responsible for all corporate food services including a main cafeteria, two satellite operations and the trader meal program, all of which serviced over 10,000 employees in New York City. The operation of the internal audio-visual department and a centralized meeting room scheduling system servicing all New York operations also reported to me.

From Oct. 1990 to May 1993 I was responsible for the management, marketing and revenue of a 27 bedroom, 12 unit, luxury resort called SADDLERIDGE in Beaver Creek, CO. which was owned by the Firm and sold in 1993. I handled budgeting, community relations, negotiation with the management company and all property maintenance, vehicles and valuable artifacts. The resort also had an 80 seat dining room, lounge, library, and health and fitness center.

**HAMILTON PARK EXECUTIVE CONFERENCE CENTER**

July 1988 - June 1989

175 Park Avenue  
Florham Park, New Jersey 07932

**CONFERENCE DIRECTOR:** Responsible for the conference department of this executive conference facility. This department included; space allocation, conference planning, food and beverage arrangements for clients, set-up services, and audio-visual, as well as computer support for the employees and clients.

**VIACOM INTERNATIONAL, INC.**

October 1982 - July 1988

1515 Broadway  
New York, New York 10036

**FACILITY AND CONFERENCE MANAGER:** Responsible for overseeing the final construction phase and opening operation of the VIACOM NATIONAL BROADCAST CENTER AND THE CONFERENCE AND TRAINING CENTER. This facility housed the conference operations, Broadcast division offices, and the studios and offices for WLTW radio. I was ultimately responsible for the maintenance, housekeeping, security, and engineering staff along with sales, food and beverage, entertainment, audio-visual, and overall operation of the conference center as a business and the broadcast offices and radio station for the delivery of building services to employees, celebrities, and clients of the company.

**ASSOCIATIONS:**

- Meeting Professionals International Greater New York Chapter
- International Association of Conference Centers (Instructor/former Board member)
- Instructor: Cornell University Professional Development Program
- American Hotel/Motel Association
- Vermont Lodging and Restaurant Association
- Southern Vermont Lodging Association
- Immediate Past President, Manchester Kiwanis Club
- Board Member, The Dorset Players

REFERENCES AVAILABLE UPON REQUEST