



## Northcott Hospitality Fact Sheet

Northcott Hospitality builds, develops, and operates successful restaurant and lodging concepts throughout the United States. With its roots as owner and developer of the popular Perkins brand, the privately held Minnesota-based company's holdings today include the AmericInn chain with more than 250 locations open and under development, and Perkins and Houlihan's restaurants throughout the country.

### *Our Brands*

- **AmericInn:** Since Northcott Hospitality acquired the mid-scale hotel chain in 1994, AmericInn has grown from 35 hotels to more than 250 locations open and under development nationwide. Based on number of locations, AmericInn is one of the top twenty players within the “mid-scale without food and beverage” segment of the U.S. hotel industry
- **Perkins:** With 20 U.S. locations, Northcott Hospitality is the third-largest franchisee of the Perkins Restaurant chain, a leading full-service family dining concept with nearly 500 restaurants in 34 states and Canada. Northcott Hospitality's Perkins Restaurants are strategically located in the Midwest, Mid-Atlantic and South, areas that have a strong Perkins brand awareness and long-standing restaurant performance. Our franchise has been recognized by the Perkins organization for performance, including winning the brand's Chairman's Award.
- **Houlihan's:** With four Houlihan's locations based in the greater Minneapolis-St. Paul metropolitan area, Northcott Hospitality is one of the full-service casual dining brand's leading franchisees in the Upper Midwest. Since its founding in 1972, the Houlihan's brand has been a leading full-service casual dining restaurant concept specializing in the sale of high-quality, moderately priced food and alcoholic beverages in an attractive and casual setting. Recent franchisee awards received from Houlihan's corporate include the Brand Stewardship Award in 2008 and Excellence in Operations.
- **Three Rivers Hospitality:** Provides hospitality management services – including hotel management and operations, sales and marketing, financial management and more – to AmericInn franchisees and other leading hotel brand operators. Since 1995, Three Rivers Hospitality has grown from three AmericInn franchisee clients to a client portfolio of two dozen properties representing more than 1400 rooms.
- **Design & Construction Services:** Northcott Hospitality's Design & Construction Services division provides full design, procurement and general contracting construction services to AmericInn franchisee owners. The team is responsible for interior designs of new AmericInn properties and remodeling existing properties. With a full staff of interior design experts, Design & Construction Services creates a beautiful hotel atmosphere and provides FF&E product procurement services.

## *History*

Northcott Hospitality's 50-year history of growth and success in the hospitality business began with Wyman Nelson, a young Minneapolis entrepreneur who invested in a Perkins Pancake House restaurant in the late 1950s. After developing a national reputation over the years within the Perkins system for creativity and business acumen, Wyman ultimately acquired and later sold the chain of successful restaurants.

Another Minnesota entrepreneur, Jim Graves, began building the first AmericInn hotel locations in the 1980s. After owning and operating successful AmericInn properties as a franchisee, Northcott Hospitality acquired the AmericInn brand along with 35 franchised properties in 1994. AmericInn now has more than 250 locations open and under development nationwide, concentrated in Minnesota and throughout the Midwest. Today, Northcott also owns and operates 20 Perkins locations, making it the family dining chain's third-largest franchisee, as well as four Houlihan's restaurants.

## *Executives*

**Paul S. Kirwin** | President and Chief Executive Officer

**Brian J. Schwen** | Chief Financial Officer

**Mark S. Nicpon** | Vice President of Marketing, Distribution and Chief Information Officer

**Ron Burgett** | Executive Vice President of Development

**Mark A. Clarey** | Vice President of Construction

**John W. Synstegaard** | Vice President of Franchise Services

**Nasir Raja** | Senior Vice President of Operations

**Robin O'Neill** | Vice President of Operations – Houlihan's

**Clark Cummings** | Vice President of Operations – Perkins

## *Corporate headquarters*

250 Lake Drive East

Chanhassen, MN 55317

If you have further questions about Northcott Hospitality or any of its holdings, please contact:

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