



CITY AND COUNTY OF DENVER

PRIVILEGED AND CONFIDENTIAL WORK PRODUCT

Michael B. Hancock
Mayor

To: Mayor Michael B. Hancock
From: Romaine Pacheco, Director
Date: August 24, 2022

BOARD: Tourism Improvement District

POC: Allison Kohn

BACKGROUND:

Members: 7
Terms: 3 Years (No more than two terms)
Confirmation: Yes

In 2017, this quasi-government district was created, and businesses agreed to assess a tax/fee to pay for specific projects. The fees generated by this District will provide funds for future improvements at the Convention Center and support marketing efforts.

RECOMMENDATION:

Christopher M. Cheney, Denver (M)(C) to serve as a representative of Visit Denver for a term expiring August 31, 2025, appointed;

Allen Paty, Centennial (M)(C) to serve as a representative of the Hotel and Lodging Association for a term expiring August 31, 2025, reappointed.

ACTION NEEDED:



Appoint Cheney



Reappoint Paty



Please provide additional candidates to consider.



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BAC-8335

Contact Information

Contact Name	Allen Paty	Home Address	18041 E. Dorado Drive
Preferred Phone	3038038029	Home City	Centennial
Preferred Email	apaty@pyramidglobal.com	Home State	CO
Other Phone		Home Zip	80015
Other Email	allen.paty@hilton.com	County	Arapahoe
DOB		Hispanic or Latino origin or Descent?	No
SSN		Race/Ethnicity	Caucasian
Gender	Male	Other Ethnicity	
Other Gender		Salutation	Mr.

Board Information

Board Name	Tourism Improvement District	Other boards or commissions served	Tourism Improvement District
Status	New	Resigned	
Term Start Date			
Term End Date			

Work Information

Employer	Pyramid Global Hospitality Doubletree Hotel Denver	Work Address	3203 Quebec Street
Position	General Manager	Work City	Denver
Business Phone #	303.321.3333	Work State	CO
Work Email	apaty@pyramidglobal.com	Work Zip	80207

Additional Information

Are you a registered voter?	Yes	Objection to appointment?	No
If so, what county?	Arapahoe	Special Information	
Denver City Council District No	6		

Education and General Qualifications

Name of High School	DU Fletcher HS	Name of Graduate School	
Location of High School	Jacksonville Beach Fla	Location of Graduate School	
# of Years Attended High school	4	# of Years Attended Graduate School	

Did you Graduate
High School

Yes

Did you Graduate

Graduate Major

Name of College

Georgia State Univ

Location of College

Allanta GA

of Years Attended
College

4

Did you Graduate
College

Yes

Undergrad Major

BBA Marketing

Reference Details

Reference Name #1

Chuck Freije

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Owner

Romaine Pacheco

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Notes & Attachments

Alien Paty Resume.doc

Type Attachment

Last Modified Denver Integration

Description

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ALLEN PATY

18041 East Dorado Drive
Centennial, Colorado 80015

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303-329-5200 work

allen.paty@hilton.com

EXPERIENCE

2011-PRESENT HILTON HOTELS CORPORATION

GENERAL MANAGER – *Doubletree Hotel Dual Complex, Denver Colorado*

Responsible for daily operation of one 561 Room Hotel, and one 300 Room Hotel. Combined revenues \$38.5M, 50K Square feet meeting space, 3 Restaurants, 3 Bars, 2 pools, 330 team members. Hilton North America Hotel of the Year 2014. Numerous Sales, Catering, Events Circle of Excellence Awards by Hilton over the years.

2008-2011 PYRAMID HOTEL GROUP

GENERAL MANAGER – *Hilton Hotel Colorado Springs, Colorado*

Responsible for daily operation of 292 room full service, four diamond downtown hotel. Annual revenues of \$14 million, operating profit of \$4.2 million, and RevPar Index of 147% which leads the market in Colorado Springs. Hotel features include 27,000 square feet of meeting space, two restaurants, full-service fitness facility, gift boutique, and indoor pool. Hotel of the Year Award (aka Care Cup) 2010.

2005-2008 KIMPTON HOTELS AND RESTAURANTS

GENERAL MANAGER – *Hotel Monaco Denver*

Responsible for daily operation of 189 room full service, four diamond downtown hotel. Annual revenues of \$18 million, operating profit of \$7.3 million, and RevPar Index of 118% which led all luxury hotels in downtown Denver. Hotel features include a full-service day spa, award-winning restaurant, and women's fashion boutique. Voted Best Boutique Hotel in 2008, 2007; Best Luxury Hotel 2007.

1986-2005 HILTON HOTELS CORPORATION

GENERAL MANAGER – *Doubletree Hotel, Denver Southeast*

Responsible for daily operation of 248 room full service hotel. Managed a \$3.2 million renovation and repositioned the hotel as a leader in the market. Yearly revenues of \$8.1 million, operating profit of \$2 million, RevPar Index of 143%. Hotel features include 13,000 square feet of meeting space, full service restaurant and lounge.

GENERAL MANAGER – *Doubletree Hotel, Tri-Cities, Washington*

Responsible for daily operation of 279 room full service hotel. Annual revenues of \$9.2 million, operating profit of 35%. Hotel features include 18,000 square feet of banquet space, two full-service restaurants, lounge, two outdoor pools, and a 12-unit apartment facility.

GENERAL MANAGER – *Doubletree Hotel, Durango, Colorado (formerly Red Lion Hotel)*

Responsible for daily operation of 160 room full service hotel. Yearly revenues of \$6 million, operating profit of 37%. Rated number one company-wide in customer service for three years. Hotel features include 5,000 square feet of banquet space, full-service restaurant, lounge, indoor pool, and outdoor summer restaurant facility.

RESIDENT MANAGER – *Doubletree Hotel, Salt Lake City, Utah (formerly Red Lion Hotel)*

Responsible for room's division operation of 500 room hotel with annual room revenues of \$9 million. Duties focused on financial aspects of the division, guest and employee relations. Acted as General Manager in his/her absence.

EXECUTIVE ASSISTANT MANAGER – *Doubletree La Posada Resort, Scottsdale, Arizona (formerly Red Lion Hotel)*

Assist General Manager with operation of 265 room full service resort. Responsible for hotel financials, quality standards, guest and employee relations, enforcement of company policies and procedures. Also responsible for resort operations during absence of general manager.

1981-1986 TRANS WORLD SERVICES

ASSISTANT GENERAL MANAGER – *Old Faithful Inn, Yellowstone National Park*

Assist General Manager with operation of 335 room historic resort hotel with yearly revenues of \$16.5 million. Responsibilities included monitoring all financial aspects of company, maintaining quality control standards, employee and guest relations, and maintaining company policies and procedures.

EDUCATION

1977-1981 GEORGIA STATE UNIVERSITY, ATLANTA, GEORGIA

Bachelor's Degree in Business Administration

PROFESSIONAL

Board Member: Colorado Hotel Lodging Association, Visit Denver Convention Bureau, Metro Denver Lodging Association, Colorado Springs CVB, Colorado Springs Downtown Partnership, Pikes Peak Lodging Association.
Past President: Colorado Lodging Association, Metro Denver Hotel Association, Tri-Cities Visitor and Convention Bureau, Durango Colorado Lodging Association.

Awards: Hilton North America Hotel of the Year, 2014. Colorado Lodging Association Hotelier of the Year, 2014. Pyramid Hotel Group Hotel of the Year (aka Care Cup), 2011.



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BAC-8338

Contact Information

Contact Name	Christopher Cheney	Home Address	8009 E Vassar Dr.
Preferred Phone	720-725-5808	Home City	Denver
Preferred Email	ccheney@sbcos.com	Home State	CO
Other Phone		Home Zip	80231
Other Email	chrisbucks2007@yahoo.com	County	Arapahoe
DOB		Hispanic or Latino origin or Descent?	No
SSN		Race/Ethnicity	Caucasian
Gender	Male	Other Ethnicity	
Other Gender		Salutation	Mr.

Board Information

Board Name	Tourism Improvement District	Other boards or commissions served	
Status	New	Resigned	
Term Start Date			
Term End Date			

Work Information

Employer	Stonebridge Companies	Work Address	4949 S Niagara St. #300
Position	Vice President - Hotel Performance and Analytics	Work City	Denver
Business Phone #	303-785-3100	Work State	CO
Work Email	ccheney@sbcos.com	Work Zip	80237

Additional Information

Are you a registered voter?	Yes	Objection to appointment?	No
If so, what county?	Arapahoe	Special Information	
Denver City Council District No	N/A		

Education and General Qualifications

Name of High School	Valley Center High School	Name of Graduate School	
Location of High School	Valley Center, KS	Location of Graduate School	
# of Years Attended High school	4	# of Years Attended Graduate School	

Did you Graduate
High School

Yes

Did you Graduate

Graduate Major

Name of College

Friends University

Location of College

Wichita, KS

of Years Attended
College

4

Did you Graduate
College

No

Undergrad Major

International Business

Reference Details

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Owner

Romaine Pacheco

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Notes & Attachments

Chris Cheney Resume 2022.doc

Type Attachment

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Description

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Christopher M. Cheney

Objective

To contribute my skills and expertise to help others achieve success through mutual growth.

Employment

2018-Current Stonebridge Companies Denver, CO

Vice President of Hotel Performance and Analytics

- Lead the Revenue Management department consisting of 13 team members to support a portfolio of 68 hotels and 12,000 rooms in 12 states
- Direct the Digital Strategy team consisting of 4 team members supporting optimization and monetization of online distribution channels.
- Build and oversee a new Business Analytics team of 2 tasked with finding operational and financial improvement through data analytics, platform refinement and internal and external benchmarking.
- Rollout new systems and processes to hotel and corporate teams by developing roadmaps, training the trainers, and fostering collaboration.
- Provide operational oversight in all areas of measurable hotel performance, to include Service Scores, Revenue, Operating Expenses, Labor Efficiency, Return on Ad Spend, Sales Efficiency, Recruiting and Retention, Revenue Pace, Financial Forecasts, and other KPIs.
- Assist with asset management, business interruption insurance claims, competitive set selection budget guidance and analysis, customer acquisition cost reduction strategies.
- Report and present operational performance to ownership and boards.
- Represent Stonebridge Companies to industry groups, franchisors, investors and partners at executive meetings, conferences, symposiums, speaking engagements and roundtables.

2011-2018 Stonebridge Companies Centennial, CO

Vice President of Revenue Management

- Directed the Revenue Management Department consisting of 9 team members to support a portfolio of 60 hotels and 9,500 rooms in 11 states
- Maintained working knowledge of multiple operating systems and brands including: Hilton, Marriott, IHG, Starwood, Carlson and Wyndham
- Provided performance review and strategy guidance to the revenue management, sales and marketing, ecommerce and operations teams.
- Collected and analyzed internal and external data for use in strategic revenue planning and tactical execution of marketing and revenue plans.
- Assisted with asset management, business interruption insurance claims, competitive set selection budget guidance and analysis, customer acquisition cost reduction strategies.
- Fostered and maintained partnerships with brand support contacts and distribution partners
- Directly oversaw revenue strategy and tactical operations for new openings, conversions and acquisitions (Denver, Austin, New York, Seattle, Boston, DC, LA and San Francisco)

2009-2011

Stonebridge Companies

Denver, CO

General Manager—Hilton Garden Inn Cherry Creek

- Managed the opening of 210 guest rooms, Restaurant, Lounge, 4,000 sq. ft. of Meeting Space, 11,000 sq. ft. of Retail Space
- Opened the hotel 3 weeks ahead of schedule and under budget
- Exceeded budgeted Revenue, GOP and NOI goals consistently
- Ramped to a RevPAR index over 100% in six months
- 122% RevPAR index and ranked 1 of 7 for 2011 (second year open)
- Stonebridge Companies RevPAR Excellence award for 2011
- Top 10% of the brand in service scores
- Appointed as a GSS/SALT Champion to coach other GMs
- Maintained a Top 15 (of 147) ranking consistently on Trip Advisor

2007-2009

Stonebridge Companies

Anchorage, AK

General Manager—Homewood Suites by Hilton

- Recipient of Stonebridge Companies 2008 President's Award
- Won a brand award for Extended Stay Occupancy in 2009
- Surpassed revenue and NOI goals in RevPAR index and flow through
- Managed a 5-shuttle transportation department serving 4 hotels
- Finished 2008 with a 10% YOY Revenue gain; 19% YOY NOI gain; 4 point increase in service scores
- Rated #1 on Trip Advisor and #2 on Expedia uninterrupted for 2 years
- Promoted to open a new property in Denver after 2 years

Education

Friends University

Wichita, KS

International Business

- 3.87 GPA in the International Business program, minor in Music
- Participation in Business Club, Honors Society, Jazz Band and Choir
- Several medals in state and national competitions held by Future Business Leaders of America

**Professional
Associations and
Involvement**

- Past Member - HSMAI Americas Board
- HSMAI Executive Roundtables (Revenue and Digital)
- Past Member - AHLA Consumer and OTA Task Force
- Marriott Franchise Revenue Management Advisory Board
- Visiting lecturer to the hospitality programs at the University of Denver, Metro State University and Washington State University
- Past Member - Anchorage Alaska Commuter Rail Advisory Council