

Susan Mann, CFA **Manager, Government Services**

Ms. Mann has over 10 years of government and hospitality consulting experience. As a Manager within CHM's Government Services group, Ms. Mann analyzes investment opportunities in, and the deal structure of, commercial hospitality and other real estate enterprises ranging from \$200,000 to over \$50 million in revenue. She is responsible for creating financial and investment models and providing due diligence support for single and portfolio asset transactions. She makes valuation recommendations based on risk/return parameters and portfolio policy. Originally from South Africa, Ms. Mann served as a South African Diplomat from 1997 to 2001. She has since worked with HVS International, Credit Suisse First Boston, and most recently with PricewaterhouseCoopers (PwC). At PwC, Ms. Mann conducted investment analyses and feasibility studies for hospitality assets within the U.S. National Park Service and other U.S. federal land management agencies. During her career, Ms. Mann has authored a number of papers addressing ecotourism operations and ecotourism investment. In addition, Ms. Mann holds the distinction as a Charter Financial Analyst and speaks several languages including French, Arabic, and Afrikaans.

Professional Experience

- CHM-Government Services: Manager, Ithaca, NY
- PricewaterhouseCoopers: Senior Associate, Boston, MA
- HVS International: Associate, Boulder, CO
- Credit Suisse First Boston: Associate, New York, NY
- Department of Foreign Affairs: Chargé d' Affaires, Pretoria/Cairo/Ramallah

Education and Credentials

- Master of Management of Hospitality (MMH), School of Hotel Administration, Cornell University
- MBA, Johnson Graduate School of Management, Cornell University
- BA (Hons), University of Natal

Areas of Expertise

- Financial and investment analysis and modeling
- Market research
- Benchmarking and best practices
- Ecotourism and sustainable tourism
- Full spectrum of recreation real estate: marina, golf course, campground, lodging, visitor centers etc.
- Operational analysis and market positioning

Professional Affiliations and Activities

- CFA Institute
- Conservation Finance Alliance
- Cornell Hotel Society
- Net Impact