



**CoHo•Services**  
Connect Hospitality Services

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CoHo•Services, brings a level of expertise and reputation unmatched by any other hotel management company in the market. CoHo has the ability to offer a wide variety of management services directed to meet the complex needs of each individual operation and investor group in the most cost-effective manner.

We are committed to the success of the property and to engage your team through a hands on approach focused on real time results, managed by real people. Our hotel management services are available as a complete package, or can be individually tailored to a properties or owners specific projects needs.

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## OUR SERVICES



### Full Service Management

Our leadership approach begins with building a three part culture that is always focused on employees, owners and customers. We strive to uphold the fundamentals of what hospitality means to the long term health and success of our business. We engage employees in the process and enlist them to take on an owner approach in their day to day operations.



### Receivership Services

Services has the ability and experience in the area of hotel receivership for distressed hotels. We represent on neutral ground both the owner and the bank and can provide hotel receivership services to ensure that troubled assets operate in a smooth cost effective manner during this critical transition phase.



### Brand Relations

Our experience in the market has given us the inside advantage and knowledge to properly consult investors with multiple solutions to best fit the needs of their project based on location, amenities and objectives. Whether the decision is to operate as an independent, a brand or to create a new concept we can help provide leadership, guidance and develop a plan to make your project reality.



### A La Carte Consulting

We believe properties thrive with hands on, face-to-face management; our ability to provide support from *hotel operations, revenue management, sales & marketing, food & beverage, finance, human resources* and *IT* allow our owners to feel comfortable that we are thoroughly managing their asset and working to maximizing profits, customers and employees. Our consulting services allow our partners to hire our service for project based needs or as add on services to full management contracts.



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## MEET THE TEAM

**Kevin White**, Chief Executive Officer | [Kevin.White@cohoserv.com](mailto:Kevin.White@cohoserv.com) | 503.425.1505

Kevin White has spent over twenty years helping the Stevenson family build and develops its hospitality and real estate company. Since joining North Pacific Management as controller of the Heathman Hotel in 1985, Kevin has stimulated substantial growth and diversification. The board promoted him from CFO, to president and CEO, in 2000. White graduated from Pacific University with a bachelor's degree in business and economics.

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**Brett Wilkerson**, President | [Brett.Wilkerson@cohoserv.com](mailto:Brett.Wilkerson@cohoserv.com) | 360.608.3116

Brett began his career at the Red Lion Hotel Jantzen Beach in 1978 and worked his way up through several positions that culminated in the management of sales, marketing and catering for the Jantzen Beach and Columbia River Red Lion Hotels. At this point he was responsible for \$45 million in revenue and supervised 30 managers. With Brett as the leader of the sales teams at these two hotels they were awarded Sales Team of Year top honors. During the same time he was honored with the Marion Pericin Award for Integrity and Character. Brett joined North Pacific Management when he was named General Manager of the Heathman Lodge in Vancouver, Washington in 1997. He was later promoted to President Hospitality Division, responsible for all aspects of the division. Brett has served as Chair of the Board of Directors for both Travel Portland and Visit Vancouver USA Regional Tourism Office.

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**Don Stanton**, CPA, Chief Financial Officer | [Don.Stanton@cohoserv.com](mailto:Don.Stanton@cohoserv.com) | 503.425.1540

Don Stanton oversees the finance and accounting operations for all properties owned and managed by the Stevenson family. He began his business career with Deloitte Haskins & Sells and has been in the hospitality industry since 1985. Stanton worked for Red Lion Hotels for a total of 12 years, and was Controller for the Red Lion Hotel Jantzen Beach and soon after became Controller of the DoubleTree Hotel Lloyd Center. Don joined North Pacific Management in 1998 as corporate controller. In 2002, he was named Chief Financial Officer for the company. He graduated from Portland State University with a degree in Business Administration, and is also a Certified Public Accountant.

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**John Taffin**, Chief Operating Officer | [John.Taffin@cohoserv.com](mailto:John.Taffin@cohoserv.com) | 509.998.5439

John oversees the day to day operations of the managed Hotels and Restaurants for North Pacific Management. He originally joined the North Pacific team in a consultant role in 2009, opening and operating a luxury boutique property in the Pacific Northwest for a bank foreclosed property North Pacific was managing. Currently, in addition to his role as a Vice President, John is General Manager of the Red Lion on the River - Jantzen Beach. Prior to joining North Pacific John held the position of Executive Vice President for Red Lion Hotels, Inc. from 2003 to 2008. He spent many years as a General Manager in full service hotels throughout the west coast, as well as working as VP of Operations for Cavanaugh's Hotels and Senior Vice President Hotel Operations for West Coast Hospitality. He has served as the Commissioner for the Washington State Tourism Commission as well as the President for the Washington State Lodging Association. John was recognized for his service and dedication to the industry by the American Hotel & Lodging Association as their Most Valuable Volunteer in 1999.

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**Dex MacQuarrie**, Vice President of Human Resources | [Dex.Macquarrie@cohoserv.com](mailto:Dex.Macquarrie@cohoserv.com) | 503.425.1550

Dex MacQuarrie oversees all aspects of human resources for North Pacific Management. MacQuarrie began her career as an administrative manager at MACTEC, Inc., a consulting company in the engineering industry. She moved on to become Vice President of Human Resources and Facilities before joining North Pacific Management in 2004. Dex has a wide array of business experience including management, business law, accounting and contract negotiations. A current member of the Society for Human Resource Management (SHRM), the world's largest association devoted to human resource management, Dex continually strives to stay updated on industry best practices, legislative updates and ever changing labor relation laws.

## MEET THE TEAM CONTINUED . . .

**Brian McClary**, CHRM, Director of Revenue Management | [Brian.Mcclary@cohoserv.com](mailto:Brian.Mcclary@cohoserv.com) | 360.600.5579

Brian has worked in the hospitality field for the last 19 years in previous positions of; guest services, housekeeping, front office, revenue management, and room operations. Brian received a B.S. degree from Northern Arizona University. He has his Certificate in Hotel Revenue Management from Cornell University's School of Hotel Administration, and received his Certified Hospitality Revenue Manager through the Educational Institute of the American Hotel & Lodging Association. He is President of HSMAI Oregon Chapter, a hospitality marketing association. Brian also serves as the Past-Chair of the Board of Directors for the Vancouver USA Regional Tourism Office, is currently the President of the Clark County Lodging Association, and Chairperson of the Clark County Skills Center – Travel and Hotel Management Program.

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**Maili Morrison**, Senior Director of Business Development | [Maili.Morrison@cohoserv.com](mailto:Maili.Morrison@cohoserv.com) | 360.816.6114

Maili Morrison began her career in the hospitality industry at the DoubleTree Hotel Columbia River Complex as a Catering Sales Manager selling for over 50,000 square feet of meeting space. She became a part of the North Pacific team in 2001 as the Group Sales Manager for The Heathman Lodge. In 2006 she became the Regional Sales Manager for the CoHo collection and was later promoted to Senior Director of Business Development in 2011. Maili is a past president for the Oregon Chapter of Meeting Professionals International, and was awarded as the Outstanding Young Tourism Leader by the Clark County Board of Commissioners. She holds a Bachelor of Science degree from Oregon State University and a Master's degree in Public Administration.

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**Patrick Connolly**, Regional Director of Operations | [Patrick.Connolly@northp.com](mailto:Patrick.Connolly@northp.com) | 360.600.0480

Patrick joined the Steering Team for North Pacific Management in 2010 after completing what he calls the "world tour" of operations. His hospitality career has encompassed all areas of operations including line level and management positions for housekeeping, front office and laundry. Patrick's latest position was as General Manager of the Radisson Hotel Portland Airport; a 190 room hotel with a full service restaurant on-site. The culmination of this experience is being put to good use as he works with the General Managers at North Pacific's owned and managed hotels to maximize the tools and training available through NPM's systems. Patrick holds a Bachelor's degree from the University of Washington, where his heart remains for anything Husky related.

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**Karin Devencenzi**, Director of Food & Beverage | [Karin.Devencenzi@cohoserv.com](mailto:Karin.Devencenzi@cohoserv.com) | 503.326.1300

Karin directs the management teams of the restaurant properties owned or managed by North Pacific Management. Prior to joining North Pacific, Devencenzi was General Manager for Restaurants Unlimited, Inc. in Seattle. Later, Karin was Portland's General Manager for the Kimpton Group, a San Francisco based hotel and restaurant management company. She joined North Pacific in 1999, as General Manager of Southpark Seafood Grill & Wine Bar and was named Director of Restaurant Operations in 2004. Karin holds a degree in business management from Washington State University.

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**George Goodrich**, Director of Food & Beverage | [George.Goodrich@cohoserv.com](mailto:George.Goodrich@cohoserv.com) | 360.606.9165

Prior to joining North Pacific in 2009, George worked for Red Lion Hotels, Inc. for 21 years, his final position being the Regional Food & Beverage Director. George's enthusiasm for the hospitality industry grew through his love for quality service and superior food. Those two passions were brought together when he became a partner of Beaches Restaurant & Bar in Vancouver, WA. After 6 years of success, George decided to share his knowledge and became an independent Food and Beverage consultant. George has been an active member of the industry; he is a Past President of the American Culinary Federation as well as a past Board Member of the local chapter of the National Restaurant Association.

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**Whitney Taffin**, Revenue Manager | [whitney.taffin@cohoserv.com](mailto:whitney.taffin@cohoserv.com)

Whitney works with our managed properties as a Revenue Manager, assisting hotels in revenue analysis and yield management strategies. In addition Whitney has a dual role with our reservation division, CoHo•Res, and is responsible for property implementation and account management. Whitney comes to CoHo with a long history of hospitality experience, most recently as a Revenue Analyst for Red Lion Hotel Corporation. She is a graduate of Washington State University with a Bachelor Degree in Finance and a Minor in Hospitality Business Management.