



STEVE MENDELL

CO-FOUNDER & PARTNER, CD STRATEGIES

Steve is Co-Founder of HEI Hotels & Resorts, one of the leading hotel investment and management companies in the United States. Founded in 1985, HEI grew to 28 hotels before being sold to Starwood Hotels in 1997 — along with 18 assets — for \$376 million. The company was reestablished in 2002, and between 2004 and 2011, HEI raised three successive institutional hotel funds totaling \$1.215 billion in committed capital from university endowments including Yale, Harvard, Princeton, and Dartmouth. Fund III alone generated a 43% gross IRR, placing it in the top quartile of all private real estate funds of its vintage. HEI today manages a portfolio of over 100 hotels across the United States.

Steve is also Founder and Executive Chairman of HVS Europe, Asia & Middle East. HVS is one of the world's leading hospitality consulting firms, with approximately 50 offices globally. Steve established and currently oversees the firm's offices in London, Athens, Milan, Singapore, Dubai, Riyadh, and Tel Aviv.

Steve's institutional fund management track record at HEI, combined with his deep network of relationships across the Middle East and Israel, positions him uniquely to source, evaluate, and structure opportunities for CD Strategies' investments. Steve serves as Advisory Board Member for the Creative Defense Foundation.