

GREGORY STAUFFER

DIRECTOR OF DEVELOPMENT AND STRATEGIC PLANNING



Gregory Stauffer resides in St. Clair Shores, Michigan. Stauffer is a 1990 graduate of Michigan State University with a Bachelor of Sciences degree in Engineering. In addition, Stauffer has completed graduate work in relationship and organizational management, psychology, and accounting. Stauffer's employment record is as follows.

April 2001 – present: District Manager of Operations for Concorde Inns of Michigan. This company owns and manages three hotels in metropolitan Detroit, consisting of 400 room, two full service health clubs, and two conference centers. Stauffer's responsibilities include all operational and financial support and guidance to the hotels. He has developed extensive training programs and procedural protocol for the hotel operations. During his tenure he has overseen the implementation of a variety of marketing programs, which have created positive cash flow scenarios for the current ownership.

January 1993 – April 2001: Hotel Manager at the Best Western Sterling Inn Banquet and Conference Center. This property was then a 160 room full service lodging property. Stauffer's responsibilities included the day-to-day operations of the entire facility including customer relations, marketing, sales, accounting, housekeeping and maintenance. During his stay with the Sterling Inn, Gregory was instrumental in the development and opening of the 15,000 square foot banquet and conference facility, making it the largest such facility in Macomb County.

Stauffer is known within the hospitality community for his aggressive approach to yield management, training, and marketing. He brings with him over 13 years of hospitality leadership and experience to venture.

Stauffer has been appointed as a Regional Governor for Best Western International. He also serves on an Advisory Committee for the Best Western International Board of Directors. In 2001 Stauffer chaired the Education and Training Advisory Committee and has been the Chair or Vice-Chair of the Regional Marketing Co-Op during the past three years.