



EDMUND J. BURNS, JR.

MANAGING DIRECTOR,
ASSET MANAGEMENT AND HOTEL DEVELOPMENT
Sunago Advisory Group, Inc.



<https://www.linkedin.com/in/edmund-burns-jr/>

SPECIALTIES

- Luxury Hotel/Resort Operations
- Asset Management
- Value Creation
- Contract Negotiations
- Board of Director Leadership
- Strategic Planning
- Hospitality Real Estate Development
- Hospitality Asset Acquisitions/ Dispositions
- Ownership Representation
- Property Management
- Project Management
- Leadership
- Hotel Expert Witness for Litigation
- Hotel Pre-Opening
- Management Transitions

EDUCATION AND QUALIFICATIONS

BS Hospitality Management,
Paul Smith's College

CONTACT DETAILS

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Sunago Advisory Group, Inc.
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EXPERIENCE

An award winning, career hotelier with 40 years of experience leading hotel/ resort/ executive conference center operations, hospitality real estate development/ re-development, principal orientated asset management/ ownership representation and strategic capital investment. Has a demonstrated ability to build talented hospitality teams, re-culture operating environments and drive performance with a proven track record of maximizing the transactional value of hospitality real estate. Over the course of his career, he has organically enhanced the transactional value of hospitality assets by \$200+ million, asset managed market leading hotels (including the largest privately owned Ritz Carlton Hotel portfolio in the world), led the new development/ re-development of a \$1.5 billion luxury hotel portfolio, led the pre-opening/ opening of nine world class luxury hotels, managed \$150+ million in capital investment projects and was instrumental in the acquisition/ re-capitalization/ refinancing and/or sale of \$2+ Billion in hospitality real estate.

HIGHLIGHTS AND AWARDS

- Chronicled in a 2001 Harvard Business School case study that remains a number one best seller taught in many academic programs today.
- Selected as an advisor by Team Oracle 2014 in their successful bid to secure Bermuda as the host country for the 35th running of the Americas Cup Race in 2017
- Led the award-winning interior redesign of the Ritz Carlton, Georgetown (finalist for the coveted Gold Key Award in 2002)
- Awarded Triple AAA's Five Diamond awards within the first year of operation for The Ritz Carlton
- Received five Westchester County Certificate of Distinguished Service awards from the Office of the Westchester County Executive (1993 – 1998)
- Earned a "Captain of Wines" certificate from the Sommelier Society of America 1992
- Board Member of Doral Arrowwood Resorts and Conference Center (1998 – 2015)
- Board Member of The Westchester Arts Council (1992 – 1998)
- Board Member of the Westchester Performing Arts Center (1992 – 1998)

PROFESSIONAL BACKGROUND

- Sunago Advisory Group, Inc. – Managing Director, Asset Management and Hotel Development (2017 – Present)
- BGI Hospitality Advisors – President and Founder (2002 – Present)
- Millennium Partners New York – Head of hotel development (1998 – 2002)
- Doral Arrowwood Resort and Conference Center (1985 – 1998)
 - Various positions from Banquet Captain to General Manager

REPRESENTATIVE CLIENTS AND PROJECTS

- The Trump Organization
- Ocean House Management Collection
- Doral Arrowwood Resort and Conference Center
- Makshaff Services LTD
- Elbow Beach Hotel and Development Company, LTD - Bermuda
- Seagate Realty, NYC
- Bizzi and Partners, NYC
- Setia Fifth Avenue, NYC
- The Jumeriah Essex House, NYC
- Extell Development Company, NYC
- Long Dock Beacon Associates, NYC
- Doral Plaza, Chicago
- Millennium Partners, NYC