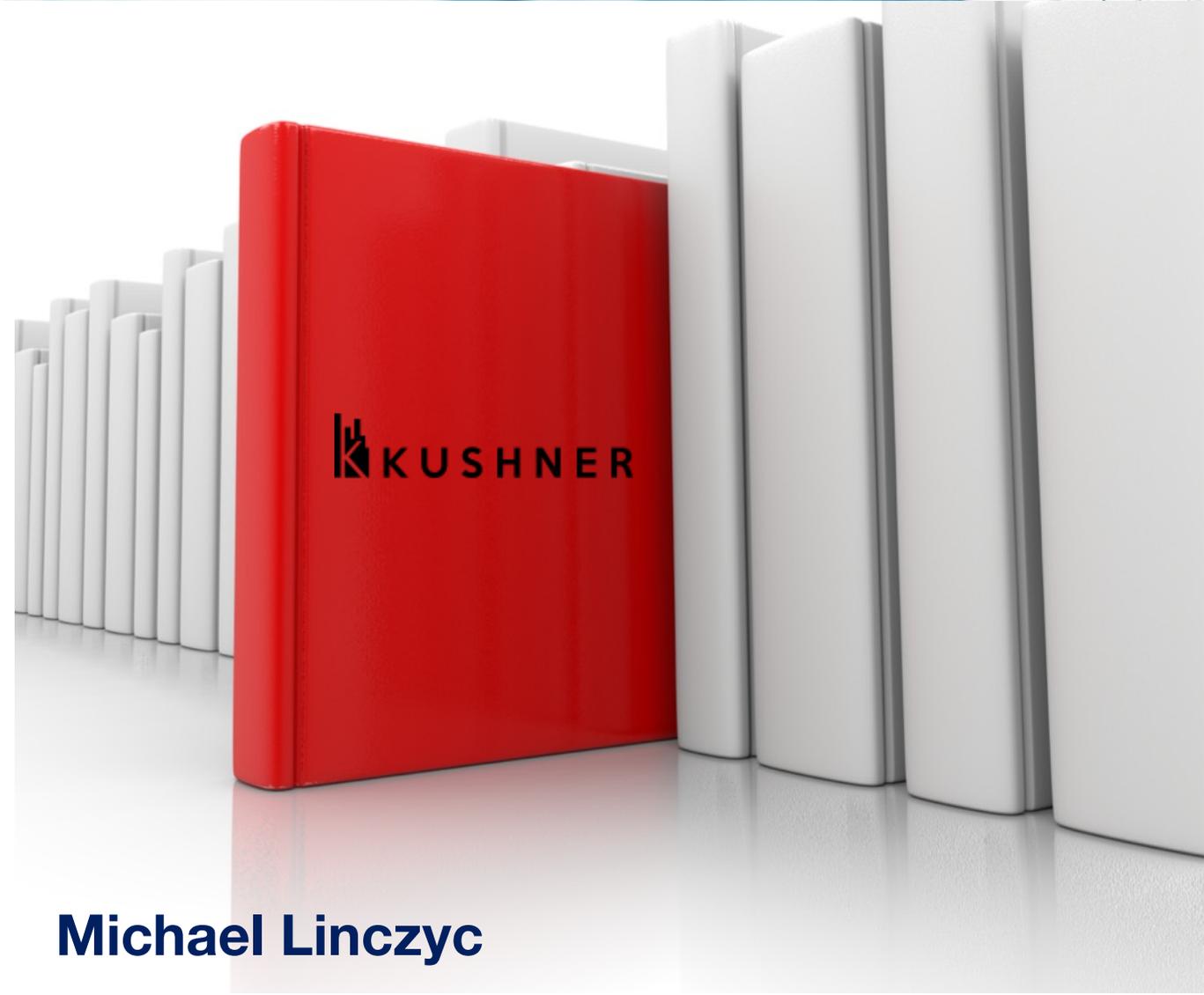


**candidate  
submission**



 **KUSHNER**

**Michael Linczyc**

APRIL 2017

KUSHNER



COMPANIES



# KUSHNER



MICHAEL D. LINCZYC

MARCH 2017



Architecture - Design  
Corporate Leadership  
Real Estate Development



"This is a very exciting point in time. We have the opportunity to create astounding environments that connect new technologies and multi-faceted lifestyles with the traditional goals of delivering great design and experiences."

## Michael D. Linczyc

Michael Linczyc's hallmark of success is his ability to translate sophisticated business strategy, design knowledge, and competitor insights into tactical business plans and customer-centric design solutions that have delivered substantial gains in revenue, profit, and ROI for clients in the intensely competitive luxury and lifestyle sector.

"It is a privilege and my good fortune to be involved in an industry that has such a positive impact on the lives of peoples, cities and the global economy."

With 25 years of leadership experience, Michael has excelled over an extended period of time both as a Managing Director and as the Transformation Catalyst for new business methodologies, new ventures, and new opportunities in large, geographically dispersed markets and regions. An expert in influencing how individuals spend their leisure time, Michael's ability to work collaboratively and constructively within the often complex framework of exacting clients has been a driving force in his career and contributed to his stature globally as a force in architectural design and real estate development.

**Without doubt, Michael's greatest achievement has been his unwavering ability to seamlessly lead through change, transition, revolution, innovation, and action. He and his teams have consistently delivered profitable and sustainable world-class destinations to clients that have delivered a market advantage and enabled them to outpace and outperform their competition.**

Michael's career has supported substantial global luxury and lifestyle companies as they transitioned and repositioned themselves, continually evolving their corporate vision, brand, image, and goals.

In acknowledgement of his remarkable leadership capabilities, he has been hand-chosen for several high-profile assignments and has been a key member of teams that have earned numerous industry accolades, including multiple Gold Key Awards for Excellence in Hospitality Design.

Others have characterized Michael as an energizing and engaging business leader, equally successful in building collaborative partnerships with senior client executives, Boards of Directors, and investors as well as front-line operating teams around the globe. He is a unique combination of strategist, visionary, operating executive, and entrepreneur.

A noted keynote speaker with recent engagements in the USA, Australia, and China, Michael strongly supports developing the next generation of leaders in an organization and plays an important role in acting as a lifelong mentor to the teams he oversees.

An avid runner, Michael and his wife live with their two children in the greater New York area.

"The best part is listening to a Client's goals, ideas and aspirations and then challenging myself and the team to deliver a solution beyond everyone's expectations."



## Michael D. Linczyc

BSc (Arch), B Arch (Hons), ARB (UK)

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+1 646 279 4845

### LEADERSHIP IN REAL ESTATE DEVELOPMENT, CONSTRUCTION AND DESIGN SOLUTIONS IN THE LUXURY & LIFESTYLE SECTOR

An energizing and proven leader in the hospitality industry with 25+ years 360-degree global expertise in real estate development, architecture, design and construction.

Constantly seeking new and greater challenges, consistently demonstrating the creativity, drive and determination to deliver outstanding, award winning, high profile developments, ranging from \$50m to \$5bn, with a track record of empowering sustainable, collaborative world class teams to lead and dominate their key markets.

<b>Experience</b>	<b>MLX Consulting</b>	2002 – 2008 2014 – To Date	<b>Founder &amp; Principal</b>
	Guiding developers to create engaging, experience-driven, sustainable and profitable environments.		
	Assembling world-class teams to deliver actionable strategies covering design, feasibility, branding and development management with a focus on driving participation and sharing in diverse markets.		
	<b>Consulting Clients:</b>		
	<b>Pico PRO Inc</b>	2015 - 2016	<b>President &amp; CEO</b>
	A passion to create unique experiences and environments that are engaging and profitable.		
	Established a new business division for Pico Group, one of Asia's leading brand activation, events and exhibition company; focused on the hospitality, restaurant, real estate and retail industries.		
	<b>Kushner Companies</b>	Feb-Dec 2007 2002 - 2003	<b>EVP, Managing Director VP, Design &amp; Development</b>
	Diversified real estate company, with \$10bn of residential, office and hospitality portfolio investments		
	Recruited by the Principals to establish the hospitality group, execute a strategic action plan and manage all aspects of investments and developments.		
	<b>Morgans Hotel Group</b>	2005 - 2007	<b>EVP, Development</b>
	Creators of the boutique hotel segment, owner / manager of 13 hotels in the United States and Europe.		
	Spearheaded ground up construction for new properties in South Beach, Scottsdale and Las Vegas and renovations to existing properties in London, Los Angeles and Miami.		
	<b>KEO International</b>	Jun – Oct 2005	<b>Director, Hospitality Development</b>
	Largest architecture and engineering infrastructure designers and project managers in the Middle East.		
	Owner's Representative for \$300m mixed-use 5* hotel/condominium & retail development in the Diplomatic District in Doha, State of Qatar, on behalf of the client, the Minister of Finance.		
	<b>James Hotels / BR Guest</b>	2003 - 2004	<b>SVP, Development</b>
	Leading restaurant group with properties in New York and Las Vegas expands into hotels and resorts.		
	Identified, retained and directed the consultant teams for design, sourcing and construction projects across the United States, including hotel renovations, repositionings and new builds.		
	<b>Starwood Hotels &amp; Resorts</b>	2001 - 2002	<b>Project Director, Architecture &amp; Construction</b>
	One of the largest hotel companies in the world, owns and operates 1,100+ hotels in 93 countries.		
	Managed all aspects of design and construction including consultants, contracts, permits, site operations and tenant coordination for \$60m flagship W Times Square Hotel		
	<b>Wilson Associates</b>	2008 - 2013	<b>Principal, Corporate Director of Development</b>
	<i>Leader in hospitality interior design for luxury hotels and resorts, with 350 staff in 7 international offices.</i>		
	Executed a detailed strategic plan for business and corporate development, enhancing project and studio leadership and represented the firm on its largest high-profile international projects.		
	<b>Rockwell Group Architecture</b>	1997 - 2001	<b>Associate Director</b>
	New York's go to designers for unique immersive environments for hospitality, culture and entertainment.		
	Directed and mentored the dozen project managers, architects and designers within my studio, responsible for budgets, schedules, client liaison, presentations, manpower and profitability.		
<b>Projects</b>	<p>Montpelier Estate, Antigua</p> <p>Food Theatre Concept</p> <p>B/spoke Solutions</p> <p>Puck Building, NYC</p> <p>Westminster Hotel, NJ</p> <p>Mondrian Scottsdale</p> <p>Mondrian South Beach</p> <p>Mondrian/Delano LV</p> <p>Mixed-Use Development Doha, Qatar</p> <p>James Hotel Scottsdale</p> <p>James Hotel Chicago</p> <p>Blue Fin, Chicago</p> <p>W Hotel Times Square NY</p> <p>Blue Fin Restaurant</p> <p>Whiskey Bar</p> <p>Presidential Palace, Abu Dhabi</p> <p>20 Hotels in Makkah, KSA</p> <p>Yanqi Lake, Beijing</p> <p>Samba Grill, LV</p> <p>Cirque de Soleil, HKG</p>		



# Michael D. Linczyc

## Projects

- New York Palace Hotel
- Le Cirque 2000
- Harrods Opticians
- Park House Hotel
- Daisen Golf Club Japan
- Exchange House
- ICI World HQ, London
- Texaco, Canary Wharf

### New York Palace Hotel

1995 - 1997

Owner's Representative

Purchased by the Brunei Investment Authority, Amedeo Hotel Group acting as asset managers. Key member of the management team responsible for the \$120M renovation of the 55 story, 950 room, 5\* Star Hotel, including the renovation of the interiors of the landmark historic Villard House.

### Linczyc Oppenheim Architects

1991 - 1995

Principal & Co-Founder

Established innovative UK architectural and interiors practice focused on offices, retail and hospitality.

### Asahi Juken Company

1990 - 1991

Senior Architect

The European headquarters of a leading Japanese developer of condominiums, hotels and golf courses.

### Skidmore, Owings & Merrill

1989 - 1990

Senior Architect

London office of one of the most influential global multi-disciplinary architecture and engineering firms.

### GMW Partnership

1985 - 1988

Senior Architect

Prestigious UK practice with award-winning experience on offices, urban redevelopment and airports.

## Qualifications

University of Dundee, Scotland

1982 - 1987

Bachelor of Science (Arch)

Bachelor of Architecture (Hons)

ARB Chartered Architect (UK)

## Awards

- Industrial Design Excellence Award 2000 Samba Grill, Las Vegas
- Gold Key Awards for Excellence in Hospitality Design 2001 Alma de Cuba, Philadelphia
- Gold Key Awards for Excellence in Hospitality Design 2002 Blue Fin, New York
- Hospitality Design Winner Upscale Hotel Award 2004 Westminster Hotel, New Jersey

## Speaking Engagements

- Boutique Design Conference, New York 2012 Hi Tech High Touch
- DesignInn Symposium, Sydney, Australia 2012 The Asian Century
- International Hotel Investment Forum, Macau 2011 Great Design Good Business
- US Chamber of Commerce, Houston 2010 US Saudi Design Symposium
- HD Boutique Exposition, Miami 2008 Boutique Design What's Next

## Achievements

DEVELOPMENT MANAGEMENT	PROJECT MANAGEMENT	CONSTRUCTION MANAGEMENT
Led world-class consultants to deliver feasibility study for <b>\$300m</b> mixed-use development in under 5 months. KEO INTERNATIONAL	Principal-In-Charge of <b>100</b> member multi-disciplinary team for <b>\$4bn</b> Presidential Palace Project, Abu Dhabi. WILSON ASSOCIATES	Mobilized FM/CM teams to complete <b>\$250m</b> of construction on multiple new build and renovation projects across the US. MORGANS HOTEL GROUP
OPERATIONS	BUSINESS DEVELOPMENT	STRATEGY / BRANDING
Grew management and operations team from <b>Zero to 65</b> in 3 months. KUSHNER COMPANIES	Generated over <b>\$35m</b> of billable revenue in US, China and Middle East during 5 year plan. WILSON ASSOCIATES	Authored and presented development strategy to Government of Antigua with <b>\$60m+</b> direct economic impact. FICO PRO

Mobilizing, mentoring and motivating multi-disciplinary teams for **25+** years to consistently deliver **authentic, remarkable** and **sustainable** experiences and environments across different cultures, markets and industries.



LOS ANGELES

SCOTTSDALE

CHICAGO

NEW YORK

MIAMI

RESORTS  
HOTELS

LONDON

IBIZA

MARSEILLE

CANNES

MUNICH

ZURICH

NIGHT CLUBS - BARS  
RESTAURANTS

PRAGUE

ROME

ISTANBUL

DOHA

ABU DHABI

DUBAI

COMMERCIAL  
RESIDENTIAL

NEW DELHI

MUMBAI

SINGAPORE

HONK KONG

SHANGHAI

BEIJING

MIXED-USE  
OFFICES



Capabilities



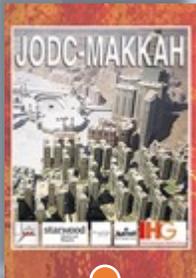
New York Palace Hotel



Mixed-Use Doha Qatar

CREATE

CONNECT



20 Hotels Saudi Arabia



Mondrian South Beach

DESIGN MANAGEMENT

DEVELOPMENT MANAGEMENT

DESIGN

DEVELOP

RELEVANT EXPERIENCE

DELIVER

DREAM

CONSTRUCTION MANAGEMENT

BUSINESS DEVELOPMENT

Process

Strategy



W Times Square Hotel



Puck Building New York

COLLABORATE

CURATE



James Hotel Scottsdale



Mondrian / Delano Las Vegas



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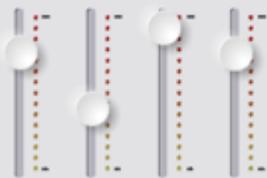
Expertise



Thank you.



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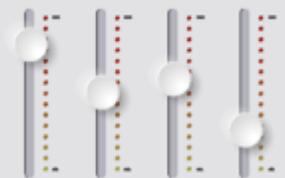
authentic



remarkable



sustainable



profitable