

Christopher Baxter

195 South Mountain Avenue • Montclair, NJ 07042 • Cell: 1(908) 783 0713 • chris@southmountainworksllc.com

Objective

Align and work in partnership with an Owners objective to advance hospitality developments. With thirty-three years of experience and having successfully built and managed diverse development teams, I'd like to apply this project delivery experience to achieve the Owners and Investors mutual goals and protect their interest.

Experience

South Mountain Works, LLC – Managing Partner / Founder

June 2026 – Current

Development consultancy specializing in Due Diligence, Cost Reconciliation, Design Management, Distressed Developments, Value Engineering, and Development/Project Management.

citizenM – Managing Director – US Development

Nov. 2022- June 2026

Direct lead for all US development projects for citizenM (owner/developer/brand/operator) reporting to the Chief Global Development Officer and CEO / CFO. This included:

- Established and managed the project management team (PMT) in the delivery of (7) developments in 2023-2026. During this period the team opened Menlo Park, Austin, Boston Back Bay, Miami South Beach and Washington Georgetown. San Diego, Denver and Nashville are entitled with GMPs established and awaiting shareholder approval or partnership.
- Structured and led a Global brand cost reduction program (Dev. Cost 2.0) sponsored by the CEO resulting in a 10% reduction to the brand standards and a cost model for a US based citizenM.
- Established best practice standards for the management of key issues; design management; design reviews; lessons learned, cost control/reporting and GC procurement.
- Led and supervised all development budgets and due diligence for prospective development deals in US.
- Held positions on the citizenM Strategic Council; and presented the US developments to the CEO / CFO in the Monthly Business Review.

Lightstone Group – Senior Vice President – Hospitality Development

Sept. 2014 – May 2021 - +6 yrs

Supervised hospitality development from the initial Moxy concept brand design with Marriott in 2015 through to the roll out in (7) locations. This included:

- Develop brand concept, pro-formas, cost models and program requirements
- Established a team to support initial site studies, due diligence, design, construction, pre-opening and hotel opening.
- Developing detailed hotel development budgets (land, soft inc. FF&E, OS&E, construction and financing)
- Extensive experience in all elements of a luxury and lifestyle hotel; Food+Beverage, Public Space.
- During this period, Moxy Times Square, Moxy Chelsea, Moxy East Village, Moxy Miami. Moxy Bowery, Moxy Los Angeles, and Moxy Williamsburg.

Faithful+Gould – Senior Vice President/Director of Project Management Jan. 1999-Dec. 2014 – 16 yrs

Senior Vice President responsible for project management services in the US across (26) offices for Faithful+Gould, a leading global consultancy. Clients during this period ranged from major developers, institutions, and financial service companies.

- Responsible for the New York office (50 employees) and specialized in the delivery of Project Management, Cost Estimating, Value Engineering and Project Controls.
- Provided development and project services on Residential, Hospitality, Commercial, and Institutional.

Faithful+Gould (continued)

- As a global provider, project experience spans the US, UK, Asia, and South America.
- Responsible for the development of the former Metlife Clocktower at Madison Square Park in New York City to the award-winning Edition brand hotel, the lifestyle brand hotel conceived by Ian Schrager in partnership with Marriott.

Education

University at Buffalo

BPS Architecture 1988-1993

BA Environmental Design 1988-1993

Skills

Development Management; Due Diligence (site study, planning, programming, development budget); Entitlement/Permitting (zoning, lot mergers, environmental, historic approvals); Program Management; Design Management; Cost Estimating; Value Engineering, Procurement (construction, FF&E, OS&E, IT, pre-opening); Scheduling (development; pre-opening); Cost Models / Benchmarking; Lessons Learned; Team and Best Practice development.