

Mark A. Waltrip

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A seasoned development and operations executive with a rare blend of strategic vision, hands-on execution, and performance-driven leadership. Over the course of a distinguished career spanning hospitality, real estate, aerospace, and government service, Mark has directed over \$3 billion in development, construction, and acquisitions and consistently delivered transformational growth, operational excellence, and large-scale project success.

Hospitality, Real Estate & Destination Development

Mark played a pivotal role in expanding Westgate Resorts from a small regional operator into a nationally recognized brand with 23 resorts and over 100 restaurant, retail, and entertainment venues.

He is known for transforming traditional resort models into immersive destination experiences, integrating themed environments with amenities, activities, and revenue-generating operations that elevate both guest satisfaction and financial performance.

- Delivered industry-leading cost control systems and operational efficiencies
- Designed and implemented innovative customer experience strategies that significantly improved third-party service ratings
- Led development and operations across resorts, mixed-use properties, restaurants, retail, office space, and call centers

Mark led all aspects of design, development, and construction, including land acquisition, entitlements, site planning, and execution. He also founded and scaled an asset management division overseeing diverse holdings such as multifamily, office, agricultural, and advertising assets. Notable projects include:

- 52-story high-rise luxury condo development on the Las Vegas Strip
- 400 unit Ski-in/ski-out luxury mixed-use resort with condo, hotel, timeshare, retail and restaurants
- 1,700 acre dude ranch resort with live rodeo, equestrian center, full-service marina, retail village and restaurants
- Multiple phases of unique Glamping projects, including safari tents, teepees and conestoga wagons
- Large oceanfront destination resort with integrated entertainment and retail
- 3,500-unit destination mountain resort featuring a 60,000 sq ft indoor water park
- 200,000 sq ft Call Center Facility supporting over 1,800 agents with advanced infrastructure

Executive Leadership & Corporate Development

He built corporate infrastructure across multiple disciplines including development, procurement, logistics, and HR, introducing systems that improved efficiency, reduced costs, and enabled scalable growth.

Education

Master of Science, Aerospace Engineering, *University of Colorado*

Bachelor of Science, Aerospace Engineering, *University of Colorado*

Associate in Applied Science, *Air Force Community College*

Associate in Arts, *Brevard Community College*

Aerospace, Technology & Government Programs

Before transitioning into hospitality and real estate, Mark built a strong foundation in aerospace engineering and large-scale program management.

Computer Sciences Raytheon

- Managed financial and program operations for developing the launch infrastructure at the Eastern Test Range
- Led IT and software development supporting over 1,200 engineers and scientists
- Served as a key liaison with U.S. government stakeholders

General Dynamics, Atlas Centaur Program

As a Propulsion and Pneumatics Engineer, contributed to the successful launch of 12 commercial space vehicles and improvements in launch processing systems.

Military Service & Leadership

Mark served with distinction in the United States Air Force (Active Duty and Reserves) for two decades.

- Led organizational transformation initiatives introducing commercial best practices into military operations
- Earned Project of the Year (Air Force Reserves) eight consecutive years
- Selected Officer of the Year three times
- Distinguished graduate of Officer Training School
- Specialized in advanced scientific monitoring systems supporting national defense missions

Core Strengths

- Large-Scale Development & Construction
- Hospitality & Experience Design
- Operational Efficiency & Cost Optimization
- Strategic Growth & Business Transformation
- Cross-Industry Leadership
- Customer Experience Innovation

Organizations & Memberships

Tau Beta Pi, National Honor Society for Engineers

Sigma Gamma Tau, National Honor Society for Aerospace Engineers

Phi Theta Kappa, National Honor Society for Junior Colleges

Urban Land Institute (ULI) *(past)*

American Resort Developers Association (ARDA) *(past)*

Board of Directors, Westgate Resorts Foundation *(past)*

Board of Directors, Special Olympics Florida *(past)*

International Advisory Board, University of Nevada Las Vegas *(past)*