

Alan Fairbairn Bio

Alan Fairbairn received his Bachelors degree from Cornell University where he majored in Hospitality Management. His career encompassed corporate positions in Sales, Marketing and Operations for Companies such as Pan American Airways and regional restaurant chains. He served as the General Manager for the Hawksbill Beach Hotel in Antigua in the 1970's. Upon returning to the states he developed, designed, opened and operated ½ dozen restaurant concepts for himself and associates. One of which was awarded Four stars. He also consulted in the purchase and development of dozens of others for his clients.

In the 1980's he started teaching Hospitality Management at New York Institute of Technology where he went on to attain his Masters in Communication Arts.. In addition to teaching most of the original courses in Hospitality Management at NYIT, he designed numerous additional courses and was part of the team to design and propose a Master's program in Hospitality Management to be offered at NYIT and seven world-wide campuses. Professor Fairbairn spent summers in the late 80's and early 90's as a visiting Professor for UNLV teaching at Lausanne 'Ecole Hoteliere in Switzerland. The Professor has received the Certified Hotel Administrator designation from the American Hotel and Lodging Association.

While continuing to teach Professor Fairbairn was licensed as a commercial Real Estate broker and personally responsible for marketing over \$100 million in hotel assets in the late 90's. He went on to open his own management company which was contracted from ground breaking through opening and operating the first Wingate Inn on Long Island. Under his tutelage this hotel won the National award for Best Wingate Inn of over 100 similar hotels in the nation. Professor Fairbairn currently continues his full-time teaching load and serves as the Regional Director of Staff Development for Arcadia Management which operates five assisted living communities serving over 2000 meals every day with over 500 employees and over 500 residents.