M&T Bank Provides Mirbeau Inn & Spa with Financial Solutions

SKANEATELES, N.Y. — M&T Bank announced it is working with Mirbeau Inn & Spa, located in Skaneateles, New York, to provide custom financial solutions to support the success and expansion of its concept, the integration of award-winning French-inspired resort and spa destinations in community developments.

M&T has refinanced the maturing mortgage on Mirbeau's Skaneateles property, which will free up capital for new investment in Skaneateles as well as additional branded developments. Mirbeau is actively exploring new projects across the state and Northeastern U.S.

"Since it opened in 2000, Mirbeau Inn & Spa has offered its guests an opportunity to unwind and relax at a world-class resort getaway in picturesque Skaneateles," said Allen Naples, M&T Bank Regional President for Central New York. "It has become an important driver for the tourism industry in Central New York and across Upstate. We're excited to join owners Gary and Linda Dower and their team to help fuel their success and expand the Mirbeau concept."

The refinancing of the Skaneateles property is an important step in the developers' vision to bring the Mirbeau concept to more regional communities. This exciting expansion process is already in motion.

In 2014, Mirbeau Inn & Spa at The Pinehills opened in Plymouth, Massachusetts, and construction is now underway at the Spa Mirbeau at Crossgates Mall in Albany, their new concept offering the same full complement of services in a "day resort" facility. Spa Mirbeau will be a first-of-its-kind offering for Mirbeau Hospitality Services. It will transform its space at Crossgates Mall in Albany into a day resort that will offer a similar experience to the full-service Mirbeau Inn & Spa resorts in Skaneateles and Plymouth.

"Mirbeau Inn & Spa was designed as a regional getaway destination to instill a sense of balance and relaxation in our customers' busy lives," said Michael Dal Pos, Chief Executive Officer, Mirbeau Hospitality Services. "We believe our brand is truly unique and we are thrilled to partner with M&T Bank to further expand our concept throughout the region and beyond. With M&T, we know we have a reliable banking partner who understands our business and has helped to develop financial solutions to fulfill our goals."

As Mirbeau Hospitality Services continues to expand the Mirbeau brand, the company intends to work closely with M&T Bank on financing options for future projects, including Spa Mirbeau at Crossgates Mall.

About Mirbeau Inn & Spa in Skaneateles, N.Y.
The 34-room Mirbeau Inn & Spa is an intimate, year-round destination retreat for rejuvenation and romance, offering gracious hospitality, award-winning cuisine, and world-class spa treatments in the heart of New York's Finger Lakes wine region. Steeped in elegant French country style, Mirbeau is tucked into 10 acres of Monet-inspired pond gardens, surrounded by spruce forests, rolling hills, crystal clear lakes and more than 100 wineries.

The AAA Four-Diamond winner has also received the Wine Spectator Award of Excellence; has been named among the Top Ten Spas in the World in the categories of romance, boutique, yoga and cuisine in Spa Finder's Annual Readers' Choice Awards; Top Five Spas for Couples in the World in back-to-back years of Spa Magazine's Silver Sage Readers' Choice Favorites; has been awarded a spot on Condé Nast Traveler's Top 30 Small Resorts in the US for three consecutive years; and won a SpAWARD for Most Romantic Spa. For more information visit www.mirbeau.com.

About M&T Bank
M&T Bank Corporation is a financial holding company headquartered in Buffalo, New York. M&T's principal banking subsidiary, M&T Bank, operates banking offices in New York, Maryland, New Jersey, Pennsylvania, Delaware, Connecticut, Virginia, West Virginia and the District of Columbia. Trust-related services are provided by M&T's Wilmington Trust-affiliated companies and by M&T Bank.

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