

# Our Journey

Futurestay was founded by two entrepreneurs with a **passion for travel, collaboration and problem solving**. Philip Kennard & Jonathan Fabio ran separate consulting firms in technology and marketing (respectively), and frequently collaborated on tough client projects.

Being a “techie”, Philip volunteered to help a fellow globetrotting friend connect their vacation home to HomeAway, Airbnb and their own website - so they could easily manage from one place while they travelled the world.

3 months, several thousand lines of code and countless brainstorming sessions with Jonathan later, the two realized that **there was no “automatic” way to connect and market vacation rentals** for the small rental entrepreneur - even though they own or manage over 70% of properties. Futurestay was born.

Via serving clients from local mom-and-pop stores to Fortune 500 brands, Phil & Jon learned that small businesses had the same needs as enterprise firms. However, small firms lack specialized staff, leaving founders stuck in day-to-day operations, instead of growing their business.

By automating repetitive tasks like updating calendars on sites like Airbnb, writing dozens of identical guest emails, managing payments and coordinating cleaning crews, **Futurestay allows rental entrepreneurs to focus on what matters to them** - hospitality, growth & freedom.

Phil & Jonathan envisioned a world where **Self-Renting Homes™** allow flexible lifestyles for millions. Futurestay's global team of travel loving, problem solving entrepreneurs is making that world a reality.

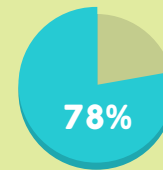
## 2014



Year of Futurestay's launch. **Our mission: to automate the process of renting out a vacation home.**

Futurestay connects a vacation or short-term rental home to platforms like **Airbnb, Booking.com and Homeaway**, and automates the dozens of interactions like payments, emails, inquiries, and refunds/cancellations that occur between booking and check-out.

## \$115B



In an **\$115B** industry where **78%** of reservations are manually scheduled, tracked, paid or managed, Futurestay's groundbreaking vision and technology bridges the gap between scaling traveler demand and lagging vacation rental supply.

Most importantly, Futurestay helps rental entrepreneurs grow thriving businesses centered around their own goals; hospitality, growth or lifestyle flexibility, instead of repetitive management tasks.

## 55K



Reaching **55,000** properties in over **120 countries**, partnering with **HomeAway/VRBO, Booking.com, Wix.com, Weebly and more**, Futurestay is the leading management solution for rental entrepreneurs worldwide.

## \$1.8M



Futurestay has raised **\$1.8M** in angel and venture funding via New York Angels, Newark Venture Partners and New York Venture Partners and has built a team of 20 inspired entrepreneurs around the globe dedicated to creating The Self-Renting Home™.



## Our Founders

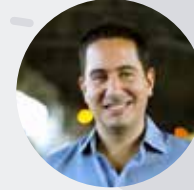


### S. Philip Kennard

Co-founder and CEO of Futurestay, the world's leading business automation solution for rental entrepreneurs, with over 50,000 properties in more than 120 countries. Philip has led the company from a concept to a dominant force in the \$115B vacation rental market with 20 team members around the globe.

Philip is a lifelong coder and entrepreneur who earned his first contract from Sega at the age of 15. He built and deployed real-time site plan software used in millions of square feet of enterprise real-estate developments and launched critical applications for globally recognized & Fortune 500 clients including Columbia University, Brookfield Properties & The Zuckerman Institute.

Philip graduated from the University of Virginia with a concentration in social psychology. He's also an avid amateur chef who travels the world in search of new recipes to share with his friends and family at incredibly loud dinner parties.



### Jonathan Fabio

From Jazz musician to Co-Founder & COO of Futurestay, Jonathan is helping lead a global travel-tech company that is proving it's not afraid to take the reigns in re-shaping the massively opportunistic vacation rental industry.

Jonathan's entrepreneurial journey began over 20 years ago at Rutgers University's esteemed Mason Gross School of the Arts, where he quickly learned how to develop & sell *himself* as a business. Here, he began to uncover a natural instinct suited to thrive in a variety of business settings. Coupled with his inherent creative talents, this provided a vehicle for opportunity; from years of excelling in a sales career in the highly competitive wine & spirits industry to a subsequent decade of operating his own marketing consulting firm.

As a Co-Founder & COO, Jonathan has helped lead Futurestay from inception, through two rounds of financing raising \$1.8M, and growth into a global team of 20 who's product services over 50,000 vacation rental properties in over 120 countries.



Want to learn more about Futurestay? →

Photos

Our Team