

Hotel Brokers International
50 Years and Counting...

1959	First professional organization of hotel brokers established, Motel Brokers Association of America, with eight founding members signing original charter: Mr. H. William Brash, Brash Realty Co., Inc.; Chicago, Ill., Mr. Carroll B. Chapin, C.B. Chapin & Associates, Detroit, Mich.; Mr. W.E. "Bill" Hoyt, Southwest Hotel Brokers, Oklahoma City, Okla.; Mr. Orville W. Kreiger, Kreiger Nationwide; Peoria, Ill.; Mr. Carl Smith, Smith Realty Company, Milwaukee, Wisc.; Mrs. Billie Squire, Moon Realty Company, Denver, Colo.; Mr. Bill Swoboda, Swoboda and Associates; Phoenix, Ariz.; Mr. Wayne Westgor, Westgor Realty Company, Windom, Minn.
1963	Developed and launched formal PR program to introduce the investment industry to hotel brokerage as a highly specialized discipline
1972	Darcy Fellows receives organization's first scholarship to School of Hotel Administration at Cornell University, in recognition of the importance of management development skills and leadership training in hospitality industry
1978	Elected Helen Naugle as first female president
1981	Established organization's headquarters in Kansas City, Missouri
1983	Launched the Affiliate Membership Program, extending the organization's reach to the universe of industry service providers
1984	Elected first international member
1985	Launched a centralized computer system connecting all HMBA offices through the executive office; changed name to Hotel & Motel Brokers of America (HMBA)
1986	Introduced new member orientation and sales training program, reflecting the organization's mission to maintain the highest standard of professionalism by focusing on continuing education
1990	Published first issue of <i>Hotel Journal</i> in a joint venture
1992	Published first edition of <i>TransActions by HMBA</i> , an annual report on hotel real estate sales that has become the definitive resource for the industry
1994	Introduced first Hotel Investor's Marketplace held in Atlanta, Ga. Launched Certified Hotel Broker (CHB) program, the industry's only certification broker education program
1997	Organization's market share consistently between 40 and 50 percent of total hotels sold in U.S., markets itself as HMBA: America's Hotel Broker
2001	Changed organization name to Hotel Brokers International (HBI) to reflect accelerating globalization of hotel real estate brokerage

2008	Sells 10,000 th hotel, a \$10.2 million package deal of two Holiday Inn Express hotels
2009	Celebrates 50th anniversary with election of Jeff Westgor, son of surviving founding member Wayne Westgor