



Hotel Brokers International hbihotels.com

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Hotel Brokers International Holds 56th Annual Meeting and Recognizes Top Sales Achievers

KANSAS CITY, Missouri, USA – March 10, 2015 – Hotel Brokers International, the nation’s leading Hotel Brokerage Organization, held its 56th Annual Meeting in Las Vegas at the Tropicana.

HBI members and industry executives participated in the conference events, which included brokerage best practice discussions, workshop-type sessions, presentations from industry franchisors and lenders and review of industry data. Program speakers included: Mike Muir, Vice President North American Development, Best Western International; Kelly Ryan, Loan Officer, CDC Small Business Finance; Roger Bloss, President and CEO, Vantage Hospitality Group, Inc.; Dan Uhl, Vice President, Lending, PMC Commercial Trust; Jordan Marshall, Director of Brand Development and KC Cook, Director of Global Business Development, Magnuson Worldwide; Jeff Higley, Vice President, Digital Media & Communications and Editorial Director, STR / STR Global / Hotel News Now; and Bill Linehan, Executive Vice President & Chief Marketing Officer, Red Lion Hotels.

“When HBI’s eight founding members organized in 1959, their mission was to build a highly specialized network of hotel brokers to exchange listings and referrals, collaborate on sales and share knowledge and resources,” said Tony DeGeorge, President of HBI, and principal broker of Clearwater, Florida-based Greene, Canfield, DeGeorge, Ltd. “Today, this remains a cornerstone of the Association’s mission. HBI programs such as this meeting provides member brokers opportunities to increase their market expertise and fine tune their brokerage skills. Every session on the program is designed to benefit the HBI Broker in their daily profession from the networking events to the variety of guest lectures and roundtable discussions.”

“HBI membership has proven beneficial to the CIP sales team,” said Joe Kennedy, President of Crystal Investment Property, LLC, whose brokerage joined HBI approximately one year ago. “We have enjoyed a very successful first-year with HBI. Niche industries can sometimes feel isolating and the highly specialized discipline of hotel brokerage is no exception. Access to a large network of like-minded professionals with whom one can exchange ideas has proven invaluable. And, the program HBI presented during this meeting featured relevant, informative sessions that we can use immediately in our brokerage business.”

During the meeting’s ceremonies, HBI President Tony DeGeorge announced the top-performing hotel brokers and hotel brokerage offices of 2014 as follows:

Joseph P. Kennedy, President and lead Broker of Crystal Investment Property, LLC, was recognized for structuring 2014’s **Unique Deal of the Year** - the sale of the fifth and final asset in a five-property portfolio of independent, underperforming hotels in Washington State. The properties have all now been repositioned and are enjoying a strong market presence.

Dick Lopez, CHB, president of Lodging Brokers Network, Inc. located in Napa, California, was recognized for his brokerage achieving their collective best in both **Record Number & Dollar Volume of Transactions** during the awards year.

Awards were given to the **Top Sales Associates by U.S. Region in 2014**. Recipients included: Bill Moyer, Donohoe Real Estate Services for the U.S. Eastern Region; Darin Brock, CHB, Brock Hotel Group for the U.S. Central Region; and Steve Ferrarini, CHB Vice President of ProCom Lodging Brokers, Inc. for the U.S. Pacific Region.

The **Top Brokers by U.S. Region in 2014** were also recognized as follows: Errol D'Souza, CHB, Laurel Real Estate Company – U.S. Central Region; Errol was also recipient of the **Most Cooperative Sales** award in honor of one of the founding principles of HBI – facilitating cooperation in transactions. And, Richard C. Ehmer, President and Principal Broker of San Francisco-based The Ehmer Group – U.S. Pacific Region. Richard was also awarded **Single Asset Sale of the Year** for his involvement in the sale of The Baldwin House located in San Francisco as well as being recognized for his firm's collective best in both **Number of Sales & Dollar Volume of Transactions** produced during the year.

Sales Associate of the Year – top recognition for an associate broker or salesperson – was awarded to Kathryn Seo, Lodging Brokers Network, Inc. Kathryn was also named **New Associate of the Year**.

Broker of the Year 2014 – the most prestigious sales achievement award given to an hotel broker – was awarded to H. Brandt Niehaus, president of Huff, Niehaus & Associates, Inc. Brandt was also recognized for his firm's disposition of the **Portfolio of the Year** – sale of five Candlewood Suites and Suburban Extended Stay hotels totaling 583 rooms and selling for nearly \$37 million.

Founded in 1959, Hotel Brokers International is the leader in hotel real estate sales. HBI's hotel brokerage specialists have successfully negotiated more than 10,000 hotel real estate transactions and annually account for the largest percentage of all mid-market and economy hotel sales in the United States. The organization's database currently comprises more than 75 property listings and the HBI website attracts more than 45,000 monthly site visitors from approximately 45 different countries. Founder and host of the popular Hotel Investor's Marketplace Webcast, HBI also developed the Certified Hotel Broker designation program. In addition to broker services, HBI offers affiliate membership to professionals in allied fields, including franchising, lending, appraisals and investment services. For more information about HBI's hotel listings or to become a broker or affiliate member, visit www.hbihotels.com.

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