



NEWS

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Hotel Brokers International celebrates 45th anniversary, installs new Board of Directors at Annual Meeting

KANSAS CITY, Mo.—February 3, 2004—Hotel Brokers International, the country’s leading hotel realtor organization, celebrated its 45th year in the industry during HBI’s 2004 Annual Meeting Jan. 29-Feb. 1 at the St. Anthony Hotel in San Antonio, Texas.

More than 60 HBI members and top industry executives participated in the meeting’s events, which included educational sessions, the installation of a new Board of Directors, a panel discussion with HBI founding members, and an awards ceremony. Special guests included representatives from the meeting’s co-sponsors, La Quinta Inns, Choice Hotels International, and Carlson Hospitality Worldwide, as well as Hotel Valuation Services (HVS) International and FIABCI International. Darrell Innes of Resort Brokers Australia and Gordon McGregor of New Zealand Tourism Brokers Limited also attended as invited guests.

“This has been a phenomenal meeting,” said Teague Hunter, CHB, of Hunter Realty Associates in Atlanta. “The educational sessions have been very informative, and I’ve been able to make new contacts and solidify existing relationships.”

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Ron McCord, CHB, HBI president, said that relationships had formed the foundation on which HBI was built and remained a cornerstone of the association's mission today.

“Forty-five years ago, eight hotel brokers from across the country united to build a network of brokers who would exchange listings and referrals, collaborate on sales transactions and share ideas,” he said. “Since then, that vision has grown into the largest and most successful hotel brokerage organization in the nation. Today, our resources and services have become more sophisticated, but our goals remain the same. In 2004, we will continue to actively recruit new members, and we will strive to build a membership that represents every corner of the United State and abroad.”

Meeting participants brushed up on their brokerage skills and market expertise at a variety of guest lectures and roundtable discussions. During the meeting's closing ceremonies, HBI presented achievement awards to the top-performing brokers and brokerage offices of 2003 and an honorary membership to Alan Tallis, executive vice president and chief development officer of La Quinta Inns.

The membership also installed its 2004 Board of Directors at the meeting. The new 11-member board includes four officers: McCord, Milmark Hotel/Motel Investments, reelected president; Dick Lopez, CHB, Lodging Property Brokers, reelected vice president/president elect; Hunter, reelected treasurer; and Charlie Fritsch, CHB, MBA Hotel Brokers, newly elected secretary. Seven other HBI members fill the remaining board seats: Tony DeGeorge, CHB, Greene Canfield DeGeorge; Brandt Niehaus, CHB, Huff Niehaus & Associates; Jeff Westgor, CHB; Westgor & Associates; Arvind Patel, CHB, Everest Hotel Brokers; Steve Blue, CHB, Scoggin Blue; Darin Brock, Alan Brock and Associates; and Matthew Hamilton, Spectrum Hotel Group.

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