

# Premier Partnership Opportunities

### Representing all Segments of the Hotel Industry



3.2 MILLION **ROOMS** 



30,000 + **MEMBERS** 



TOP HOTEL **COMPANIES** 

### **OWNERS**



















































### **BRANDS**



























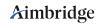




### **MANAGEMENT COMPANIES**







































### **INDEPENDENT PROPERTIES**











# **Value Proposition**

# Shape the Future of Hospitality

An efficient platform to speak to all segments of the US hotel industry

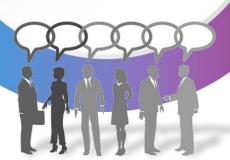


### **Broaden Visibility**

Intimate networking with industry CEOs and top decision-makers via events and committee meetings



Opportunities to demonstrate thought leadership, showcase data and innovations, and reinforce brand visibility in front of your target customers







# AHLA Board OF DIRECTORS



Chair of the Board Mitch Patel Founder & CEO. Vision Hospitality Group



Vice Chair Liam Brown Group President, U.S. and Canada. Marriott International



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President & CEO, Extended Stay America

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SVP, General Counsel, Corporate Secretary & External Affairs. Choice Hotels International

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B.F. Saul Company Hospitality Group

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Managing Principal & CEO, Peachtree Group

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CEO, Sunstone Hotel Investors, Inc.

Ash Kapur

Head of US Hotel Asset Management, Starwood Capital Group

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CEO & Co-Founder. Chartres Lodging Group, LLC

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& Treasurer, RLJ Lodging Trust Michael G. Medzigian

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Rockbridge

Tyler Morse Chairman & CEO, MCR Steven Nicholas

Managing Principal, Noble Investment Group

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President, Baywood Hotels Mehul Patel

Chairman & CEO, Newcrestlmage

Tarun Patel Principal, Sonari Capital Partners

Azim Saiu CEO, Ark Holdings Group

Steven Siegel

Partner & Chief Operating Officer, KSL Capital Partners, LLC

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Provenance Hotels

Jonathan Stanner

President & CEO. Summit Hotel Properties, Inc.

Richard Stockton President & CEO. Braemar Hotels & Resorts

Nate Tyrrell EVP & CIO. Host Hotels & Resorts

Shai Zelering

Managing Partner, Brookfield

#### MANAGEMENT COMPANY REPRESENTATIVES

Jean-Luc Barone

President & CEO, White Lodging

Joseph Bojanowski President, PM Hotel Group

Jeffrey Brown

CEO. Schahet Hotels, LLC

Alex Cabanas

President, Pyramid Global Hospitality

James A. Carroll

President & CEO, Crestline Hotels & Resorts, LLC Sloan Dean CEO & President.

Reminaton Hotels Prem Devadas

President, Salamander Collection

David Duncan

President & CEO, First Hospitality

Gregg Forde

President & COO, Island Hospitality Management Dawn Gallagher

President, Hospitality, Crescent Hotels & Resorts

Clark Hanrattie Partner, HEI

Michael Heaton

President, Waterford Hotel Group, LLC Naveen Kakarla

President and CEO. Hersha Hospitality Management

Mark Laport

President & CEO, Concord Hospitality Enterprises Company, LLC

Bakulesh (Buggsi) Patel President & CEO, BHG Hotels

Pete Patel President & CEO. Promise Hotels

Thomas Penny President.

Donohoe Hospitality Services Brad Rahinsky President & CEO, Hotel Equities

Rob Smith

President & CEO, Stonebridge

Rick Takach Chairman & CEO, Vesta Hospitality

Jonathan Wang

Founder & CEO, EOS Investors

#### ASSOCIATION REPRESENTATIVES

Michael Jacobson (IHLA) President & CEO. Illinois Hotel & Lodging Association

Luis Segredo (HTNG) CEO, Data Travel, Hapi

Chad Sorensen (HAMA) CEO, CHMWarnick

#### REPRESENTATIVES

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ALLIED

SVP. Oracle Hospitality

Ben Erwin President & CEO, Encore SVP/GM, Global Client

Group, American Express

North America, **ECOLAB** Walt Sheffler President, Mary Ellen Jelenek

Avendra Hospitality and Europe, Avendra

EVP & GM. Institutional

Kris Kielsa

#### INDIVIDUAL REPRESENTATIVES

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Alexi Khajavi President, Hospitality, Travel and Wellness. Questex

Ravi Patel President. Hawkeye Hotels

Vinay Patel President & CEO, Fairbrook Hotels

Jay H. Shah Executive Chairman. Hersha Hotels & Resorts

Scott Steilen President & CEO, Sea Island Company, LLC

Lindsey Ueberroth CEO, Preferred Hotels & Resorts

### Service Provider/Supplier Engagement Opportunities

Premier Partner Long-term strategic engagement with key decisionmakers; touchpoints throughout the year for maximum visibility. Tiered level program.

Event Sponsor

Support and recognition per event or committee meeting; pricing varies based on event/meeting and level of participation.



Choose from a range of options -- introductory memberships, tech-focused memberships, Allied+ and more.



## Partnering to Advance the Industry



**Executive Engagement** 

Increased brand visibility

Deliver thought leadership



### Premier Partner Program

**AHLA/AHLAF Event Discounts** 

	AHLA	AHLA	AHLA	AHLA
PARTNER TIERS/BENEFITS	Platinum Partner	<b>Gold Partner</b>	Silver Partner	Associate Partner
<b>Board Presence</b>	✓			
Executive Engagement	$\checkmark$	✓		
Relationship Management	✓	✓	✓	✓
Committee Participation	✓	✓	✓	1 Committee only
Marketing & Communications	✓	✓	✓	✓
AHLA Membership	$\checkmark$	✓	✓	✓
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# Contact the Strategic Partnerships and Business Development Team to learn more

### PARTNERS@AHLA.COM