



NEWS

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Hotel Brokers International bestows sales achievement awards on illustrious members

KANSAS CITY, Mo—February 6, 2004—Hotel Brokers International, the country's leading association of hotel brokers, honored its top-performing brokers, sales associates and brokerage offices of 2003 at an awards ceremony on Saturday, Jan. 31, in San Antonio, Texas. The ceremony was part of the association's 2004 Annual Meeting, held at the St. Anthony Hotel.

"These awards serve as ways to inspire the recipients and the recipients' peers to greater performance levels," said Ron McCord, CHB, HBI president. "They also help drive the recipients, their peers and the entire association toward accomplishing their overall goals."

Chuck Nester, CHB, Brown Hotel Group, received HBI's highest honor—Broker of the Year. Nester, who last year closed more than 10 transactions, earned the honor based on outstanding sales volume and participation in HBI programs and activities. He also received the Largest Single Hotel Sale Award for the \$10.2 million sale of a 200-unit Best Western Green Tree in Victorville, Calif.

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Chuck LaPorte, Brown Hotel Group, received the association's most prestigious award for a sales associate—Salesperson of the Year—for his involvement in six hotel sales.

Brandt Niehaus, CHB, Huff Niehaus & Associates, presented HBI's Noah L. Canfield Distinguished Service Award to Tony DeGeorge, CHB, Greene Canfield DeGeorge, who has played an active leadership role in the association for nearly 20 years.

“As an HBI member and leader, Tony has dedicated countless hours toward helping the association execute its vision and reach its goals,” Niehaus said. “He always has HBI's best interests at heart and truly is committed to serving the general membership and fulfilling its wants and needs.”

HBI presented its New Associate of the Year Award to Matthew Hamilton, Spectrum Hotel Group. Boasting 11 listings and participating in three hotel sales in 2003, he was the top-performing sales associate to have completed his first year with the association. Additionally, Hamilton received HBI's Unique Deal of the Year Award for the distinctive sale of a 38-unit Lakeview Inn in Brownwood, Texas, which, among other complicating factors, was struck by a tornado just before the 10-month transaction was completed.

HBI also honored the most successful brokers in each region. Joe McCann, CHB, Optimum Hotel Brokerage, topped the New England/Mid-Atlantic Region. Tony DeGeorge, CHB, topped the South Atlantic Region. Scott Brash, Brash Realty Co., topped the North Central Region. Heather Hamilton, CHB, Spectrum Hotel Group, topped the South Central Region. Steve Blue, CHB, Scoggin Blue, topped the Mountain/Pacific Region.

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HBI presented Regional Salesperson Awards to the most successful sales associates. Vinit Mody, MBA Hotel Brokers, won for the South Atlantic Region. Jennifer Church, CHB, Milmark Hotel/Motel Investment, won for the North Central Region. Matthew Hamilton won for the South Central Region. Greer Lee, CHB, Scoggin Blue, won for the Mountain/Pacific Region.

Two sales associates and two brokerage offices received Record Number of Transactions Awards, which recognize the achievement of personal bests in transaction volume. Winners included Kurt Mockenhaupt, Donohoe Real Estate Services; William Moyer, Donohoe Real Estate Services; Donohoe Real Estate Services; and Scoggin Blue.

Record Dollar Volume Awards for personal bests went to Chuck LaPorte; Michael Mason, MBA Hotel Brokers; and Vinit Mody.

Record Number of Transactions and Dollar Volume Awards for combined personal bests went to Jennifer Church, CHB; Robert Flake, Western Hotel Motel Brokers; Lili Gewargis, Brash Realty Co.; Milmark Hotel/Motel Investments; and Western Hotel Motel Brokers.

The award for the Largest Portfolio Sale was given to Fred Ferrarini, CHB, and Steve Ferrarini, CHB, ProCom Lodging Brokers, for a nearly \$8 million portfolio sale that consisted of the Sea Coast Lodge in San Simeon, Calif., and the Sands Pebble Inn in Cambria, Calif.

Brash Realty Co. received the Most Co-Op Sales Award, which recognizes the HBI brokerage office involved in the most cooperative sales with fellow HBI offices.

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