

■ “We think 2010 will be a better year, but it will be 2011 before we see significant improvement.” MARK LOMANNO, STR

MANAGEMENT SURVEY

H&MM's 2010 Third-Party Management Company Survey

This survey is intended specifically for companies that manage hotels in the United States for other owners. Companies that manage their own portfolios are included only if they do not have 100-percent ownership of 100 percent of the properties managed. Companies must have third-party contracts to be included. We do not include the management arms of franchise companies that service only their own properties. Figures are as of Dec. 31, 2009.

2010 Rank	2009 Rank	Company name Company website	Contact name Contact e-mail	Rooms managed	Properties managed	Revenue
1	—	Westmont Hospitality Group www.whg.com	Dorraine Lallani dorraine.lallani@whg.com	50,816	380	NA
2	1	Interstate Hotels & Resorts www.ihrco.com	Carrie McIntyre Carrie.McIntyre@ihrco.com	40,893	206	\$1.5 billion
3	3	White Lodging Services Corp. www.whitelodging.com	Deno Yiankes dyankes@whitelodging.com	20,259	144	\$595 million
4	4	The Procaccianti Group www.tpgcompanies.com	Ralph V Izzì Jr rizzi@tpgcompanies.com	15,080	57	NA
5	5	Crestline Hotels & Resorts www.crestlinehotels.com	Edward Hoganson edward.hoganson@crestlinehotels.com	13,519	66	\$550 million
6	8	Pyramid Hotel Group www.pyramidhotelgroup.com	John Hamilton jhamilton@pyramidhotelgroup.com	13,236	40	\$523 million
7	16	GF Management www.gfhotels.com	Jeffrey Kolessar KolessarJ@gfhotels.com	11,893	73	\$305 million
8	15	Crescent Hotels & Resorts www.chrco.com	Michael George mgeorge@chrco.com	11,263	55	\$428 million
9	10	Sage Hospitality www.sagehospitality.com	Brad Robinette brad.robinette@sagehospitality.com	11,075	53	\$398.7 million
10	9	Island Hospitality Management www.islandhospitality.com	Peter Willis pwillis@ih-corp.com	11,018	80	NA
11	11	Davidson Hotel Co. www.davidsonhotels.com	Steven Margol smargol@davidsonhotels.com	10,420	37	\$406.3 million
12	13	Aimbridge Hospitality www.aimbridgehospitality.com	Christy Jernigan christy.jernigan@aimhosp.com	9,906	52	\$260.3 million
13	38	Value Place Property Management Co. www.valueplace.com	David Redfern dredfern@valueplace.com	9,280	78	\$63.3 million
14	14	Royco Hotels www.roycohotels.com	Terrance Royer troyer@roycohotels.com	8,708	103	\$94 million
15	17	Remington www.remingtonhotels.com	Rob Haiman roberthaiman@remingtonhotels.com	8,614	50	\$309 million
16	23	Hersha Hospitality Management www.hershahotels.com	Naveen Kakarla naveen.kakarla@hersha.com	8,200	69	\$228.8 million
17	40	Concord Hospitality www.concordhotels.com	Kevin McAteer k.mcateer@concordhotels.com	8,027	62	\$215.9 million
18	18	Hostmark Hospitality Group www.hostmark.com	Jerome F. Cataldo jcataldo@hostmark.com	7,420	31	NA
19	19	Destination Hotels and Resorts www.destinationhotels.com	Nancy Kern nkern@destinationhotels.com	7,133	32	\$527.6 million
20	22	Alliance Hospitality Management www.alliancehospitality.com	Rolf Tweeten rtweeten@alliancehospitality.com	6,903	52	\$170 million
21	21	Marshall Hotels and Resorts www.marshallhotels.com	Mike Marshall mikem@marshallhotels.com	6,782	51	\$163.4 million
22	71	Winegardner & Hammons www.whihotels.com	Mike Conway mike.conway@whihotels.com	6,405	26	NA
23	33	First Hospitality Group www.fhginc.com	Robert Habeeb rhabeeb@fhginc.com	5,916	38	\$152 million
24	34	Kineth Hotel Corp. www.kineth.com	Jeff Schrader jschrader@kineth.com	5,790	47	NA
25	28	Horizon Hotels www.horizonhotels.com	Cynthia Olcott colcott@horizonhotels.com	5,785	26	\$105 million
26	32	LBA Hospitality www.lbahospitality.com	Beau Benton beaub@lbaproperties.com	5,708	62	NA
27	—	Stonebridge Companies www.sbcos.com	Scott McChesney smcchesney@sbcos.com	5,432	39	NA
28	31	Janus Hotels and Resorts www.janushotels.com	Michael M. Nanosky mnanosky@janushotels.com	5,258	31	\$115 million
29	29	Marcus Hotels & Resorts www.marcushotels.com	J. David Merritt davidmerritt@marcushotels.com	5,146	19	NA
30	26	Richfield Hospitality www.richfield.com	Greg Mount gmount@richfield.com	4,755	23	NA
31	59	CUSA www.1cusa.com	Deborah L. Cannon dcannon@1cusa.com	4,581	65	NA
32	35	Benchmark Hospitality International www.benchmarkhospitality.com	Greg Champion gchampion@benchmarkmanagement.com	4,417	28	\$264.6 million
33	45	HP Hotels www.hp-hotels.com	Kerry Ranson kranson@hp-hotels.com	4,034	40	\$74 million
34	44	Regency Hotel Management www.regency-mgmt.com	Greg Schjodt info@regency-mgmt.com	3,783	27	\$118 million
35	49	Newport Hospitality Group www.nhghotels.com	Michael L. Pleninger mlp@nhghotels.com	3,639	31	\$56.5 million
36	46	Hospitality Management Corp. www.hospitalitymgt.com	Leo Spriggs lspriggs@hospitalitymgt.com	3,627	21	\$102 million
37	41	Integral Hospitality Solutions www.integralhospitality.com	Nancy Galloway nancy@integralhospitality.com	3,605	41	\$60.2 million
38	42	Coakley & Williams Hotel Management Co. www.cwhotels.com	Kevin B. Sawatsky ksawatsky@cwhotels.com	3,578	23	\$88 million
39	52	Hotel Equities www.hotelequities.com	Mary Beth Cutshall mcutshall@hotelequities.com	3,525	35	\$48.8 million
40	43	Waterford Hotel Group www.waterfordhotelgroup.com	Rob Winchester rwinchester@waterfordhotelgroup.com	3,490	24	\$121.5 million
41	39	New Castle Hotels & Resorts www.newcastlehotels.com	David Buffam info@newcastlehotels.com	3,256	20	\$140.9 million
42	47	ZMC Hotels www.zmchotels.com	Bill DeSanto zenith@zmchotels.com	3,120	30	\$63 million
43	—	PM Hospitality Strategies www.pmhs.com	Greg Miller GMiller@pmhs.com	3,067	18	\$102.9 million
44	85	Lane Hospitality www.lanehospitality.com	Bill Chambers bchambers@lanehospitality.com	3,044	19	NA
45	96	The Dow Hotel Co. www.dowhotelco.com	Randall M. King info@dowhotelco.com	3,021	10	\$106.5 million

Special Report

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“From an operations side, we’ve all gotten pretty thin. There’s no room left to cut.” THOM GESHAY, DAVIDSON HOTEL CO.

2010 Rank	2009 Rank	Company name Company website	Contact name Contact e-mail	Rooms managed	Properties managed	Revenue
46	48	The North Central Group www.ncghotels.com	Jonathan Bogatay jbogatay@ncghotels.com	3,003	28	\$67 million
47	51	Delaware North Companies Parks & Resorts www.experienceDNC.com	Scott Socha ssocha@dncinc.com	2,942	15	\$228 million
48	—	MHI Hotel Management www.mhihotels.com	Chris Sims chrissims@mhihotels.com	2,865	13	\$95 million
49	50	Strand Development Company www.stranddevelopment.com	John Pharr jpharr@sdchotels.com	2,856	41	\$48.1 million
50	20	InterMountain Management www.intermtn.biz	Kevin Dwyer KevinD@intermtn.biz	2,839	30	\$69.8 million
51	56	Vista Host www.vistahost.com	Kathie Long kathie.long@vistahost.com	2,762	24	\$77.1 million
52	—	Wright Investment Properties www.wrightinvestments.com	Brandon Birkhead bbirkhead@wrightinvestments.com	2,584	14	\$68.2 million
53	57	Milestone Hospitality Management www.milestonehotels.com	Mason W. Mednick mason.mednick@worldnet.att.net	2,552	15	\$72.5 million
54	62	Donohoe Hospitality Services www.donohoehospitality.com	Chris Bruch chrisb@donohoe.com	2,477	11	\$135 million
55	37	The Hotel Group www.thehotelgroup.com	Douglas Dreher info@thehotelgroup.com	2,429	20	\$59.1 million
56	—	Gateway Hospitality Group www.ghghotels.net	Robert Voelker bvoelker@ghghotels.net	2,338	15	\$80.9 million
57	—	Mercury Hotels Group www.mercuryhotelsgroup.com	Jeffrey Obomeghie jeffrey@mercuryhotelsgroup.com	2,312	21	\$82 million
58	—	Kelly Inns www.kellyinns.com	Brenda Schmidt info@kellyinns.com	2,244	21	NA
59	68	Associated Hotels www.associatedhotelsllc.com	Jay Fishman jay@assochotels.com	2,012	9	\$57.1 million
60	66	Hospitality Specialists www.hospitalityspecialists.net	Keith Osborne kosborne@hospec.com	1,986	21	\$36.4 million
61	67	Expotel Hospitality Services www.expotel-usa.com	Mark J. Kucera mkucera@expotel-usa.com	1,862	10	\$48 million
62	79	Ardent Hotel Advisors www.ardenthotels.com	James P Evans jevans@ardenthotels.com	1,747	11	NA
63	—	Charlestowne Hotels www.charlestownehotels.com	Michael Tall mtall@charlestownehotels.com	1,744	24	\$32 million
64	70	Good Hospitality Services www.goodhsi.com	Jeff Good JGood@goodhsi.com	1,720	19	\$31.6 million
65	81	Paramount Hotel Group www.paramounthotelgroup.com	David Simon dsimon@paramounthotelgroup.com	1,705	8	NA

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“The domestic management contract business is incredibly competitive.” STEVE JOYCE, CHOICE HOTELS

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66	—	Urgo Hotels www.urgohotels.com	Richard Riccio richard.riccio@urgohotels.com	1,652	10	\$67.4 million
67	—	SSN Hotel Management www.ssnhotels.com	Peter Bhai peterbhai@ssnhotels.com	1,600	16	NA
68	—	Kokua Hospitality www.kokuahospitality.com	Bruce Blum Bruce.Blum@ChartresLodging.com	1,490	4	\$62 million
69	63	Leisure Hotels www.leisurehotels.com	Steve Olson solson@leisurehotel.com	1,469	16	\$37.2 million
70	58	Gemstone Hotels & Resorts www.gemstoneresorts.com	Tom Prins tprins@gemstoneresorts.com	1,448	11	\$71.3 million
71	82	Growth Properties Management www.gpim.net	Vince Ciro vince@gpim.net	1,438	22	NA
72	—	ETC Enterprises www.etcenterpriseinc.com	Matt Williams mattw@etcenterpriseinc.com	1,403	25	\$18.3 million
73	69	InnSuites Hospitality Trust www.innsuites.com	Inez Schloss ischloss@innsuites.com	1,394	9	\$21 million
74	—	HVS Hotel Management www.hvshotelmanagement.com	Jeff Crowley JCrowley@HVS.com	1,393	10	NA
75	76	IMIC Hotels www.imichotels.com	Kathy Rabune krabune@imichotels.com	1,367	15	\$27.8 million
76	78	Park Place Hospitality Group www.parkplacehg.com	Ron McCauley ron.mccauley@parkplacehg.com	1,350	11	\$44 million
77	65	Jackson Hospitality Services www.jacksonhospitality.com	Neal Jackson Neal@jacksonhospitality.com	1,324	13	NA
78	90	Hospitality Ventures Management www.hospitalityventures.com	Robert S. Cole rcole@hospitalityventures.com	1,298	9	\$25.7 million
79	113	Schahet Hotels www.schahethotels.com	Greg Schahet info@schahethotels.com	1,202	10	NA
80	83	InnSight Hotel Management Group www.innsightmg.com	Shelley Maiden smaiden@sycon.com	1,137	12	\$24.2 million
81	—	Saunders Hotel Group www.saundershotelgroup.net	Jeffrey G Saunders jsaunders@saundershotelgroup.net	1,126	6	\$33.1 million
82	80	MacCall Management www.crystalinns.com	Chuck Maggelet info1@crystalinns.com	1,113	12	\$22.1 million
83	88	Great Lakes Management Group www.glmghotels.com	Neil Densmore neil@glmghotels.com	1,083	14	\$16 million
84	77	Gulph Creek Hotels www.gulphcreekhhotels.com	Derek Sylvester dsylvester@gulphcreekhhotels.com	1,007	6	NA
85	—	The Providence Group www.providencegrp.com	Jed C. Heller jcheller@providencegrp.com	1,000	6	\$12 million

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Special Report

MANAGEMENT SURVEY

Owners “want more information ... because there’s more risk for them.” **NAVEEN KAKARLA, HERSHA HOSPITALITY MANAGEMENT**

2010 Rank	2009 Rank	Company name Company website	Contact name Contact e-mail	Rooms managed	Properties managed	Revenue
86	92	Jackson Hotel Management www.jacksonhotelmanagement.com	Thomas M. Jackson Tom.Jackson@JacksonHotelManagement.com	963	7	NA
87	—	Western States Lodging & Management www.wslm.biz	Andy Pettingill andyp@wslm.biz	814	7	NA
88	101	Dellisart www.dellisart.com	Douglas Artusio douglas.artusio@dellisart.com	767	6	\$20 million
89	106	EPH Management & Development www.ephmanagement.com	Jay Poole jpoole@ephmanagement.com	765	10	\$10.8 million
90	—	Buffalo Lodging Associates www.buffalolodging.com	Ron Kendall rkendall@buffalolodging.com	720	7	\$11 million
91	100	Venerts Hotel Management www.venerts.com	Mike Woitas m_woitas@hotmail.com	660	9	NA
92	103	SharCon Hotel Management & Development Co. www.sharcon.com	William R. Conway wconway@sharconmgt.com	659	5	\$14.5 million
93	—	Denihan Hospitality Group www.denihan.com	Ellen Brown ellen.brown@denihan.com	642	3	\$45.4 million
94	104	Dune Management Company www.duneresorts.com	Kenneth C. Kalafut kckalafut@dunemanagement.com	603	10	\$11.9 million
95	112	Midas Hospitality www.midashospitality.com	David Robert david@midashospitality.com	589	7	\$5.9 million
96	109	Coastal Hotel Group www.coastalhotels.com	Yogi Hutsen yhutsen@coastalhotels.com	521	5	\$13 million
97	—	Kelco Management and Development www.kelcohoteles.com	Rick Spillett rspillett@kelcohoteles.com	465	4	\$10 million
98	—	Excelsior Hospitality Management International www.excelsiorhospitality.com	Raffaele Ormeccio ExcelsiorHM2@aol.com	437	9	\$49 million
99	—	Grace Hospitality www.gracehospitality.com	Jody Harwood jharwood@gracehospitality.com	400	8	\$13 million
100	116	Southwest Hospitality Management www.swhm.com	Ash Patel ashpatel@swhm.com	361	3	\$6 million
101	—	Twenty / Twenty Worldwide Hospitality www.twentytwentyworldwide.com	Fred Hirschovits fhtwenty@cs.com	344	3	\$6.3 million
102	74	Vesta Hospitality www.vestahospitality.com	Rick Takach rtakach@vestahospitality.com	342	3	\$6.2 million
103	30	Sonesta Collection www.sonesta.com	Philp M. Silberstein development@sonesta.com	225	1	\$9.4 million
104	114	Senate Hospitality www.senatehospitality.com	Glenn Malone glennmalone@senatehospitality.com	203	1	\$12.2 million

NA means not applicable or not answered. — means the company was not ranked in the 2009 survey.

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