

# ASIAN AMERICAN HOTEL OWNERS ASSOCIATION

*The Owners Association*



## ANNUAL REPORT

March 2007 - March 2008

*AAHOA promotes and protects the interests of its members by inspiring excellence through programs and initiatives in advocacy, industry leadership, professional development, member benefits and community involvement.*

**“THE voice of owners in the hospitality industry”**



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## Association Profile

The Asian American Hotel Owners Association (AAHOA) is THE voice of owners in the hospitality industry. Founded in 1989, AAHOA is now one of the fastest-growing organizations in the industry, with 8,700 members owning more than 22,000 hotels in this country, and totaling \$60 billion in property value. Of the hotels owned by AAHOA members, approximately 13,500 are franchised while 8,500 are independent.

AAHOA is a not-for-profit association 501 (c) (6) devoted to advancing the interests of hoteliers.

AAHOA's mission is to promote and protect the interests of its members by inspiring excellence through programs and initiatives in advocacy, industry leadership, professional development, membership benefits, and community involvement. As the owners association, AAHOA accomplishes this by engaging in advocacy efforts at the federal, state, and local levels, establishing fair franchising standards for the industry, providing year-round programs focusing on education and leadership, securing valuable products and services for its members, and engaging in humanitarian and community efforts. For more information, visit [www.aahoa.com](http://www.aahoa.com).



## AAHOA Vision Statement

### AAHOA's Five Year Goals

#### **Membership**

- Reach a membership of 16,000 owners
- Ensure an Asian American (Indian) hotelier membership of a minimum of 80%

#### **Advocacy**

- Create a political and advocacy fund in excess of \$1,500,000
- Institute a special needs fund (war chest) in excess of \$3,000,000
- Establish a PAC fund reserve of a minimum of \$500,000, with a minimum annual average expenditure of \$100,000

#### **Finance**

- Reach balanced budget operations with clearly established sources and uses for funds and operating reserves, with an annual income in excess of \$9,500,000

#### **Role in Lodging Industry**

- Confirm AAHOA as the voice of the hotel owner in America that takes care of the needs of owners and is the repository of owner views and concerns in the industry
- Lead the fair franchising environment
- Ensure that AAHOA is nationally noted and recognized for its initiatives, advocacy and positions
- Raise awareness so that the media recognizes AAHOA as the premier voice of the hotel owner

#### **Education and Professional Development**

- Establish a thriving, vibrant AAHOA-owned and operated education program offering a wide spectrum of education, professional development and research initiatives
- Provide an array of proficiency development for members to include negotiating and other tools
- Create professional development programs for association leadership and staff

#### **Member Services**

- Provide a portfolio of comprehensive relevant member benefits in the arena of member networking, advocacy, insurance, reservation services and procurement

#### **Governance**

- Establish AAHOA as a proficiently operated association that is the envy of the lodging industry and the associations of America
- Appoint department heads that are known and recognized as industry experts in their respective fields
- Lead with a visionary, dedicated, and committed team of volunteers



## AAHOA's Core Values

In keeping with our culture, traditions and history, WE the members and associates of AAHOA believe in:

### Professionalism

We are dedicated to ethical business practices and a code of conduct that protects, preserves and promotes the American Dream.

### Member Satisfaction

Ownership of the association does, and always will, reside in the membership. Satisfying the current and continuously changing needs of all association members is an association imperative and commitment.

### Networking

Member networking is a crucial support system that continuously promotes the success of our members.

### Transparency

For the association to practice and honor effective Governance, operate efficiently, preserve its integrity, continuously promote and nurture team work, and deliver on its commitments, it is crucial that open, honest and free flow of information is available to everyone and when needed. All decisions shall be published in an appropriate and timely fashion. Our members shall have the right to obtain and we shall make available as deemed necessary all records, decisions and decision-making processes in a timely fashion and appropriate forum.

### Accountability

We recognize and appreciate that accountability means taking ownership for results and outcomes. We further understand that for the achievement of performance and member satisfaction goals it is incumbent on the association's volunteer and staff leadership to be committed to operating in accordance with a Strategic Plan, to the continuous planning process, and to providing the resources necessary for associates to deliver on our commitments.



### **Chairman's Message**

Dilipkumar R. "Danny" Patel

It is a monumental effort to talk about the accomplishments of any year, and this year in particular. The numbers are clearly at their highest, but foremost in my mind is the concept of a NEW AAHOA.

Following the adoption of a goal-driven multiyear plan, the culture of AAHOA has changed, resulting in an association culture which is more accountable, progressive, and self-reinforcing. AAHOA is climbing to new heights before our eyes, and I am proud to have served as both contributor and witness to this transformation.

The numbers from 2007 themselves are impressive. Membership, both Lifetime and annual, is at an all-time high, and we head into the 2008 convention with an over 85% renewal rate. Combined with the grassroots network put into place by our successful Ambassador Program, our 10K/1K goal is within arm's reach, and AAHOA is well-positioned to move strongly into the future.

Membership numbers were not the only impressive ones—financially speaking, income and profits in 2007 were the highest ever in AAHOA's history. Moreover, our goals with regard to the office were realized in a big way. Today AAHOA operates from a brand-new headquarters with world-class facilities. With this infrastructure in place, we stand poised and ready to take on the role of the new AAHOA and serve our growing membership.

Anchoring this change, of course, was a certain amount of continuity, in recognition of our existing strengths. Success comes with the duty to give back, and in 2007 we continued to support our community through generous sponsorships and humanitarian efforts. Our eye and health fair in eastern Gujarat improved the quality of life of over 600 people, and our charity went far beyond that.

Accompanying this continuity, though, were targeted reforms designed to strengthen guidelines and increase the transparency of our association, driving home the overarching objective of accountability. Along these lines, we have included in this report an attendance record for each board member. We answer to you, and I am exposing our efforts.

Yes the New AAHOA has arrived, and our association is gaining the recognition it deserves—in Washington, D.C. and across the nation. In 2007, meetings with Secretary of State Condoleezza Rice and Senator Hilary Clinton, among others, both demonstrated and reinforced our growing strength. Where we once were weakest, we have made great strides, claiming our place in the business and socio-economic community at large. D.C. 2009 is a strong reality, in large thanks to progress made by AAHOA this year.

In this Annual Report, we offer our best attempt to convey to you the accomplishments of the past year, and the high standard which has been set for years to come. As "the Owners Association", we are also "THE voice of owners in the hospitality industry." Moving forward, we must entrench ourselves in this role, making AAHOA the message center and the inspiration for owners and the industry at large.

My regards to all; have a great convention.



#### **President's Message**

Fred Schwartz

The exercise of capturing a year's worth of accomplishments in just a few brief sentences gets no less staggering with time. As AAHOA makes continual strides towards the (elusive by design) goal of industry excellence, the task, if anything, increases. Luckily, so does the honor, and I am pleased to present this Annual Report as testament to the tremendous progress which our association has made this year.

The heart of an association, and in particular AAHOA, is its members, and this year was a banner year in terms of membership numbers. As this Report goes to press, we stand at over 1,000 Lifetime Members, and a current membership total which nips at the heels of 9,000. The opportunity to serve so many dedicated members is a privilege indeed—and no small feat. As always, I am thankful for the generosity of time and spirit of our volunteer Board, as well as the efforts of our dedicated staff.

Positive membership growth reflects a healthy association, but it should be kept in mind that numbers are not an end unto themselves, but rather a tool to use in pursuing the goals we set for ourselves. The importance of actively engaging our communities—both as an association and as individuals—cannot be overstated. If our livelihoods are to be preserved, it will be through cooperation and collective action, and AAHOA is well positioned to act accordingly.

Membership numbers are important, but an association of any size will rise or fall on the relevance and clarity of its mission. Since its inception in 1989, AAHOA has never lacked a clear set of objectives. Still, change is both a reflection and a requisite of a vibrant association, and as such, a threshold priority for AAHOA this year was to reinvigorate our Mission Statement to keep pace with our evolution, and to reflect our patent dynamism.

With our roots in the past, our feet in the present, and our eyes in the future, AAHOA is committed to a broad-based and focused approach to industry excellence, and our enhanced Mission Statement is designed to reflect this. I am proud of our association; its progress and prospects take my breath away. I thank you for your support, and I look forward to sharing a long and successful journey with you.





## AAHOA History

Asian Americans have a rich tradition of entrepreneurship, self-improvement, and family values. After India gained independence in 1948, many of its young people immigrated to the United States to pursue their education and the “American dream.”

The hospitality industry was a popular career choice because it offered immediate housing and a ready cash flow. At first, many of these hoteliers met with resistance – especially from bankers and insurance companies that discriminated against Asian Americans. To counter this problem, the Midsouth Indemnity Association was formed in 1985. It grew into a nationwide association and eventually changed its name to the Indo-American Hospitality Association.

Another group of Asian American hoteliers came together in Atlanta in 1989 with little more than 100 members. They, too, pursued the goals of addressing discrimination and increasing awareness of Asian Americans in the hospitality industry. They called themselves the Asian American Hotel Owners Association (AAHOA).

By the end of 1994, these two groups merged so that they could work together more efficiently on behalf of all Asian American hoteliers throughout the United States. Since then, AAHOA’s membership has increased exponentially and its members have become well-respected entrepreneurs and community leaders.



## AAHOA at a Glance: Benefits and Ongoing Initiatives

### Advocacy

AAHOA realizes that no organization can be successful without entering the political arena. Therefore, we support local and state associations and organizations that promote and protect our interests. Since AAHOA is a national organization, we must move forward at this level to make lawmakers aware of our contribution to both the economy and to the cultural and political landscape of the United States. AAHOA's online Advocacy Center provides members with key information concerning legislative issues that could have a direct impact on their businesses, other AAHOA members, the hospitality industry in general, and the Asian American community in particular. By visiting [aahoa.com](http://aahoa.com), members can learn about current legislation pending at the federal and state levels, identify state legislators and other key government officials, send a message to lawmakers, and contribute to AAHOA's Political Action Committee (PAC).

### Products and Services

AAHOA offers a wide range of products and services to its members to help them realize greater returns on their investments. Members are offered information about new and innovative products, leading-edge technologies, and industry best practices. AAHOA encourages all its members to take full advantage of the opportunities available to them. AAHOA consistently works to build strategic relationships with vendors in order to offer special packages and programs for the organization. As circumstances change and different needs arise, AAHOA negotiates new plans and provides new opportunities designed to deliver the best products and services possible to its members.

### Professional Development

AAHOA also provides hands-on educational opportunities for all its members, year round and at no charge. Topics include, but are not limited to, mediating franchise disputes, increasing revenue through improved marketing, and building leadership skills.

Members and their families can enroll free of charge in the Certified Hotel Owners program (CHO). This innovative professional development program, offered by the AAHOA Institute of Management (AIM), is designed to educate members so that they can receive certification in the hospitality industry. The CHO program is a focused eight-module program providing technical instruction and professional insight on both the day-to-day management of lodging operations and on the strategic management of hotel ownership. The CHO program is the first and only program of its kind in the country.

### Community Services

AAHOA reaches out to communities both in the United States and around the world. In the event that a hotelier's property is damaged by a natural disaster like a hurricane, AAHOA members come together to provide assistance by offering their time and financial support.

### Conferences

Regional conferences, averaging 15 per year, represent AAHOA's commitment to providing members with ongoing opportunities to network with vendors, colleagues, and friends. Like AAHOA's Annual Convention each spring, these shows feature industry speakers, timely workshops, educational seminars, and supplier exhibits. They also offer fine entertainment and authentic Indian cuisine.

### Legal Assistance

Through its Allied Attorneys, AAHOA is pleased to offer each member 30 minutes of complimentary legal consultation up to three (3) times per year, allowing for quick resolution of simple issues without unnecessary expense. In addition, through the 1-888-MY-AAHOA hotline, AAHOA's legal staff provides general answers to members' questions on issues which impact franchisees, including fair franchising, advocacy concerns, and vendor challenges.

## AAHOA Teams

Please note that all officers are a part of every team.

### 10K/1K Team

This committee is dedicated to increasing the number of AAHOA members to 10,000, with at least 1,000 new AAHOA Lifetime members. This goal will help establish further value for the AAHOA franchise. Our strength as independent hoteliers and franchise hoteliers, as single-unit owners and multi-unit owners, will be thereby increased.

#### Membership

This year's membership growth exceeded all years previous for AAHOA. In 2007, we ended with 8,744 hotelier members, including 1,091 Lifetime Members. Already in 2008, we are well above prior years' membership renewal rates. This year's efforts undertaken by the 10 K/1K Team to grow AAHOA membership included:

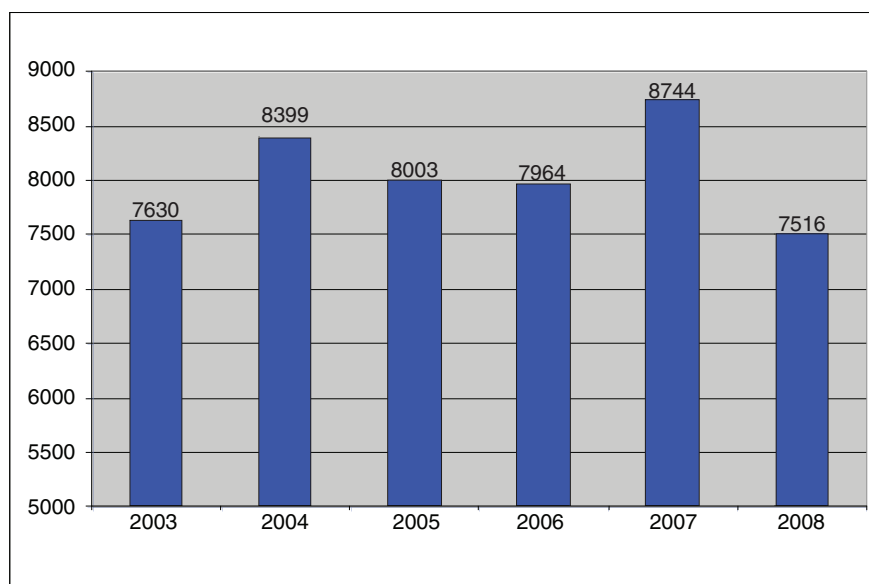
- Launching a conscious initiative to solicit lapsed and prospective members;
- Implementing an auto-renewal program;
- Implementing a Future Hoteliers membership card in 2008; and
- Kirrit R. Bhikha, CHO - Team Lead
 

Dharmesh V. (Dan) Patel - Team Lead	Hasu Patel
Kirit Bhakta, CHA	Hemant D. (Henry) Patel
Anthony A. Falor	Jay (Trini) Patel, CHO
Bobby D. Newman	Jayesh G. (Jay) Patel
Alkesh R. (Al) Patel, CHO	Kalpana Patel
Anil N. Patel	Suresh (Sam-Sarpanch) Patel
Atul M. Patel	Kirit K. Patidar
Chandra I. (C.K.) Patel, CHO	Gary A. Prema
Davang V. (Dave) Patel	Jonathan Albano

Implementing a renewal incentive program, featuring prizes such as a plasma television, laptop computers, and .mp3 players.



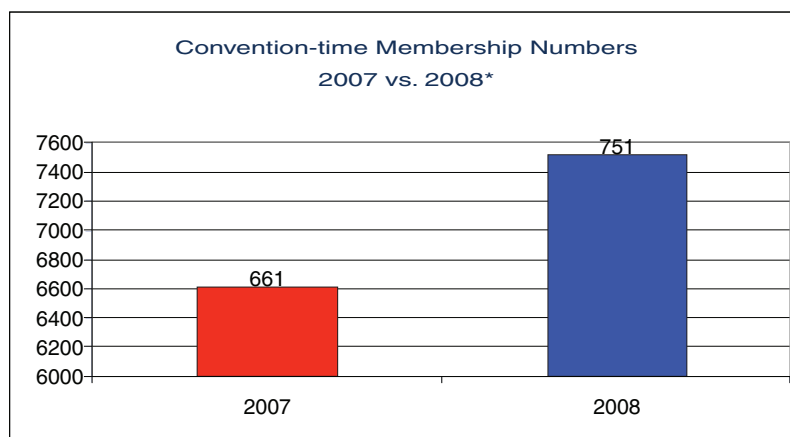
## Annual Membership Growth



2003-2005 adjusted for duplications and errors

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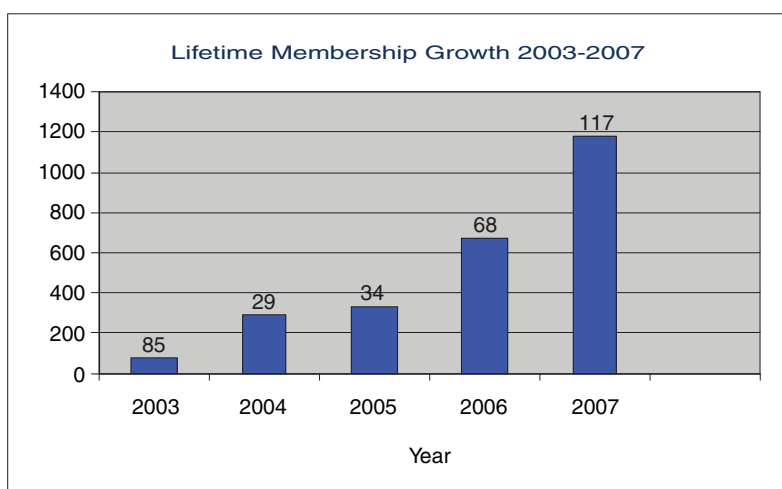
## Membership Renewal At Convention



\*With the exception of our Lifetime Members, AAHOA's membership resets to zero at the beginning of each new year. For this reason, a comparison of Convention-time membership numbers from year to year can be a useful tool to measure the rate of our membership growth.

6

## Life Membership Growth



\*2007 number includes year-to-date 2008 as well.

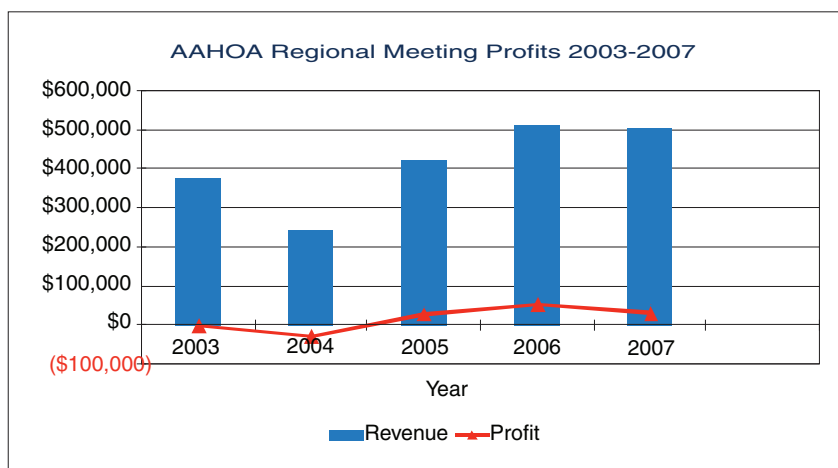
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### Events

Events such as meetings, conferences, and of course the Annual Convention and Trade show make up a large portion of the value which AAHOA offers to its members. Key events and milestones achieved in this area this year were:

- 18 Regional Meetings, consisting of professional development and networking opportunities, as well as trade shows; and
- 34 Town Hall meetings, designed to convene members in smaller groups to receive updates on local issues impacting member businesses.

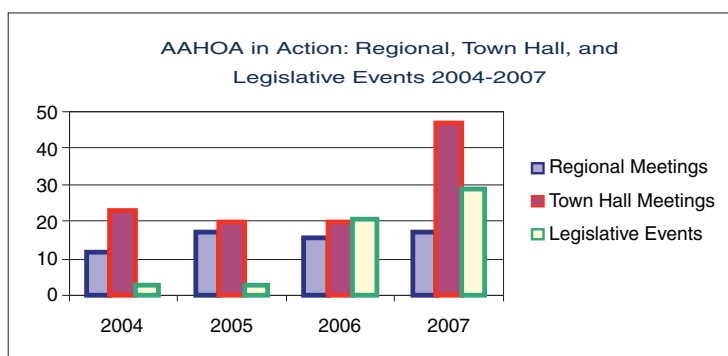
## Meetings Income & Profit



12



## Meetings



17 Regional, 47 Town Hall, and 29 Legislative Meetings - 2004-2007

9

## Ambassadors Team

The Ambassador Program was a new program in 2007, designed to increase and enhance AAHOA's presence at a local, grass-roots level, and thereby both drive membership and increase the efficacy of our association.

AAHOA is grateful for the generosity and hard work of the following inaugural AAHOA Ambassadors:

### Central Midwest:

(Kirit Bhakta, CHA)  
Deepak Parmar  
Anup J. (Andy) Patel  
Pinakin Patel

### Central Pacific:

(Kaushik S. Patel)  
Juti Ishwar  
Bhoopendra J. Mowji  
Chandrakant (Sam) Patel  
Jay Thakor

### Florida Region:

(Ishwar L. Patel)  
Jitendra (Jitu) Bhakta  
Danny L. Gaekwad  
Arvind Patel  
Ken Patel  
Nash Patel  
Nilesh Patel  
Piyush Mulji  
Vinod M. Patel

### Gulf Region:

(Anil N. Patel)  
Naran Desai  
Hasmukh Patel  
Jitendra Patel  
Shatish J. Patel  
Nimesh Zaver

### Mid East Region:

(Raj Parikh)  
Anil R. Patel  
Asvin S. Patel  
Atul M. Patel  
Bhavesh B. Patel  
Sanjay Patel  
**Mid South Region:**  
(Kirrit R. Bhikha, CHO)  
Steve Hari  
Chetan P. (C.P.) Kana  
Jayesh D. (Jay) Patel  
Naresh P. (Nick) Patel  
Pravin (Peter) Patel  
Sanjay D. Patel  
Sunil B. Patel  
Gary Prema

### North Carolina:

(Jay (Trini) Patel, CHO)  
Pratik Bhakta  
Anup Contractor  
Sudhir Patel  
Sunil N Patel  
Tushar Zaver

### North Central Region:

(Davang V. (Dave) Patel)  
Hemant Desai  
Amar Pandey  
Amul K. Patel  
Bipin (Bobby Das) Patel  
Dhiru Patel  
Dinesh Patel  
Dipak Patel  
Heena S. Patel  
Jayesh T. Patel  
Mukesh Patel  
Naresh K. Patel  
Robin Patel  
Dharmesh Surati  
Kirti (Kay) Surati  
**North Georgia Region:**  
(Dilipkumar R. (Danny) Patel)

David Jagirdar  
Arvindbhai Patel  
C.K. Patel  
Dhansukhbhai Patel  
Dharmesh (Dan) Patel  
Nancy Patel  
Nayna Patel  
Niranjan Patidar  
Kiran Shah  
Harshvina (Helen) Zaver

### North Pacific Region:

(Bobby D. Newman)  
Arvind M. Patel  
Bimal Patel  
Nalin K. Patel  
Pravin Patel  
Raj Patel  
Sam Patel

### Northeast Region:

(Dinesh C. (Dinsha) Patel)  
Janak Dhabuwala  
Kiran Parekh  
Arjun C. Patel  
Champak Patel  
Dilip K. (Phill) Patel  
Hasu Patel  
Mahesh (Mike) Patel  
Natu Patel  
Piyush D. Patel, CHO  
Bharat D. Trivedi

### Northwest Region:

(Alkesh R. (Al) Patel, CHO)  
Diptesh (Danny) Patel  
Hitesh (Harry) Patel  
Jaimini Patel  
Komal (Tina) Patel  
Nikhil (Nick) Patel  
Rakesh (Rocky) Patel

### North Texas Region:

(Mehul B. (Mike) Patel)  
Amrut I. Patel  
Chirag (Chuck) Patel  
Deepak B. Patel  
Ketan M. Masters  
Ragan L. Patel  
Ramesh Patel  
Suresh N. Patel  
Vinod Patel

### South Carolina Region:

(Suresh (Sam-Sarpanch) Patel)  
Anil Bhula  
Anil R. Parag  
Kanti Patel  
Vipin K. Shah  
Sangita S. (Gita) Patel  
**South Pacific Region:**  
(Bankim M. Patel)  
Kiran Patel  
Ramesh (Ray) Patel  
Rajendra Makan  
Mahendra N. Patel  
Harshad D. Patel  
Sharad Patel

### South Texas Region:

(Hasu Patel)  
Raman R. Das  
Ailesh Mulji  
Ajay Patel  
Ashwin Patel  
Dipak N. Patel  
Pratik R. Patel  
Sameer Patel  
Vinod Patel

### Southeast Region:

(Sanjay Patel)  
Sanjay Bhakta  
Anil Patel  
Chiman Patel  
Deepak (Dean) Patel  
Vikas (Ricky) Patel  
Sami Shah

### Southwest Region:

(Ashwin (Ash) Patel)  
Tushar Patel  
Girish C. Patel  
Indubhai Patel  
Ashok Patel  
Dinesh (Dan) Rama  
Jai Prakash (J.P.) Patel  
Hitesh Patel

### Upper Midwest:

(Satish (Sunny) Gabhawala)  
Kalpesh Joshi  
Dipan B. Patel  
Manu Patel  
Ravin A. Patel  
Veenod Patel  
Peter C. Shah  
John Trivedi

### Washington District:

(Paul (Prashant) Patel)  
Moreswar Bhagat  
Bhupendra (B.K.) Patel  
Bhupesh Patel  
Pinakin Patel  
Sonny Patel

(Regional Director)



### Feedback Team

Mukesh J. Mowji, CHO - Team Lead  
Chandra I. (C.K.) Patel, CHO - Team Lead  
Alkesh R. (Al) Patel, CHO  
Kaushik S. Patel  
Paresh K. (Perry) Patel

Sanjay Patel  
Suresh (Sam-Sarpanch) Patel  
Vipin (Bavaji) Patel  
Harshvina B. (Helen) Zaver  
Laura Lee Blake

With more than two thirds of all AAHOA members owning franchised hotels and having long-term franchise agreements with their franchisors, fair franchising is the lifeblood of the association. In 1998, AAHOA unveiled its 12 Points of Fair Franchising, and in 2006 prepared a substantially- updated version of the 12 Points with a summary of each one and commentary on the reasons why they are so important. With the updating of the 12 Points, AAHOA also launched a comprehensive Performance Appraisal Report (PAR) project that involved a detailed analysis of the Uniform Franchise Offering Circulars (UFOCs), standard franchise agreements, and business practices of several leading franchise companies with which our members have done business. Finally, AAHOA focused on the franchise advisory councils and brand-specific issues to develop even closer relations with those groups and persons who are addressing critical franchising matters on an ongoing basis.

### The Performance Appraisal Report (PAR) and Progress Report Project

- Built upon a comprehensive PAR project involving a detailed analysis of the UFOCs, standard franchise agreements, and business practices of several leading franchise companies, including Accor, Carlson, Choice, Holiday, InterContinental Hotels Group (IHG), La Quinta, and Wyndham in order to determine whether they complied with the 12 Points of Fair Franchising;
- Reviewed the updated UFOCs and standard franchise agreements for numerous hotel brand names;
- Attended meetings with the franchise companies concerning the PAR, and drafted several versions of the PAR following these negotiations;
- Based on the PAR, drafted several drafts of a new Progress Report, which assigns to certain franchise companies a grade and rating based on compliance with the 12 Points of Fair Franchising.

### Meetings with Franchise Company Executives

- Hosted numerous meetings and conference calls with executives from Accor, Carlson, Choice, Holiday, InterContinental Hotels Group (IHG), La Quinta, and Wyndham at locations around the country, including Dallas, Texas; New York City; New York; Chicago, Illinois; and Atlanta, Georgia to discuss the updated 12 Points of Fair Franchising, the PAR, and other important business issues.

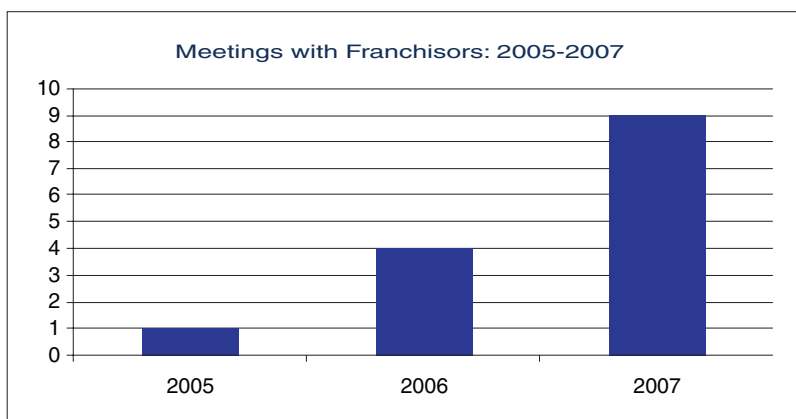
### Improving the Franchise Environment for Franchisees

- Focused on the franchise advisory councils and brand-specific issues to develop closer relations with those groups and persons who are addressing critical franchising matters on an ongoing basis;
- Led a brand meeting for Choice franchisee members in May 2007 during the Choice annual convention in Orlando, Florida;
- Exchanged honorary memberships with the Econo Lodge Franchisee Association (ELFA) and Rodeway Owners Association (ROA) during a meeting in Hartford, Connecticut on June 13, 2007;
- Hosted meetings with leaders of various franchise advisory councils (FACs) and executive leaders of franchise companies to address ways to recruit more AAHOA members to serve on their FACs, so the interests of Asian American hoteliers will be better represented and protected;



- Directed educational program on fair franchising for the AAHOA Annual Convention in Charlotte, North Carolina and at Regional meetings around the country with leading franchise attorneys, including Robert Zarco, Carmen Caruso, Mitch Miller, and Mr. Sharma;
- Lobbied for fair franchising legislation in Kansas;
- Launched a 12 Points of Fair Franchising Survey to obtain feedback from our members about their specific issues with the franchise companies and how they should be addressed;
- Presented a letter for members to sign as part of a letter writing campaign to urge the franchise companies to comply with AAHOA's updated 12 Points of Fair Franchising;
- Published informational and educational letters and articles about AAHOA's fair franchising efforts in the AAHOA Lodging Business (ALB) magazine;
- Provided information to members in response to calls concerning fair franchising, legal and advocacy issues;
- Orchestrated conference calls and meetings between AAHOA members and their franchise companies or outside vendors to assist in resolving disputes and ensuring that members' interests are well protected; and
- Cooperated with other franchisee groups and entities, including the American Association of Franchisees and Dealers (AAFD), on fair franchising issues and ways to address common issues that can negatively impact the franchise system.

## Franchisor Meetings



18



### **Freedom Team**

Alkesh R. (Al) Patel, CHO - Team Lead  
Hemant D. (Henry) Patel - Team Lead  
Shailendra N. (Sam) Devdhara  
Bobby D. Newman  
Raj Parikh  
Chandra I. (C.K.) Patel, CHO

Dharmesh V. (Dan) Patel  
Jay (Trini) Patel, CHO  
Mehul B. (Mike) Patel  
Sanjay Patel  
Vipin (Bavaji) Patel  
James Jenkins

The Freedom Team is premised on the recognition that one of AAHOA's most valuable assets in terms of revenue potential is the relationships which we cultivate with industry vendors. Along these lines, several accomplishments were marked this year, including:

- Developing a new partnership program based on fees and royalties;
- Establishing partnership levels such as platinum, gold, silver and bronze to generate income through value;
- Establishing mandatory requirements for franchisors to be platinum partners and their additional brands at \$10,000 each; and
- Adding 11 new partners, generating over \$350,000 in additional revenues and over \$660,000 in continuous revenues for AAHOA.

### **Independent Hotel Team**

Bobby D. Newman - Team Lead

Alkesh R. (Al) Patel, CHO - Team Lead

Hasu Patel

Ishwar L. Patel, CHA

Suresh (Sam-Sarpanch) Patel

Vipin (Bavaji) Patel

James Jenkins

The Independent Hoteliers team reflects the fact that AAHOA stands behind all of our members, both franchisees and independent owners. Team responsibilities include identifying and promoting the interests of independent hoteliers and including them in ways that enhance their professional growth and development.

This year's accomplishments include:

- Working to improve the AAHOA Independent Reservations System program (AIRS) to generate additional revenue for independent hotels through Internet reservations (currently 154 AAHOA member-owned properties are online with AIRS);
- Reviewing the existing AIRS contract, which was coming up for renewal; and
- Seeking estimates from several companies to identify potential alternatives to the current AIRS provider.



### Leadership/Education Team

Kalpesh (Kal) Patel - Team Lead	Hemalata (Hema) Patel, CHO
Mehul B. (Mike) Patel - Team Lead	Ishwar L. Patel, CHA
Harshvina B. (Helen) Zaver - Team Lead	Jayesh D. (Jay) Patel, CHO, CHA
Shailendra N. (Sam) Devdhara	Kalpana Patel
Chandra I. (C.K.) Patel, CHO	Tarun S. Patel, CHA
Dharmesh V. (Dan) Patel	

This team promotes cooperation among AAHOA's leadership. It locates avenues whereby our board members may become better leaders. It identifies industry standard leadership systems and education programs and makes them available to AAHOA board members. Activities this year included:

- Holding a well-attended and successful Leadership Conference in Atlanta, GA, in fall 2007;
- Holding Women Hotelier and Young Professional Hotelier panels at the Leadership Conference;
- Holding a Golf Tournament and Fashion Show in conjunction with the Leadership Conference; and
- Working to finalize an education program with New York University's Preston Robert Tisch Center for Hospitality, Tourism and Sports Management.

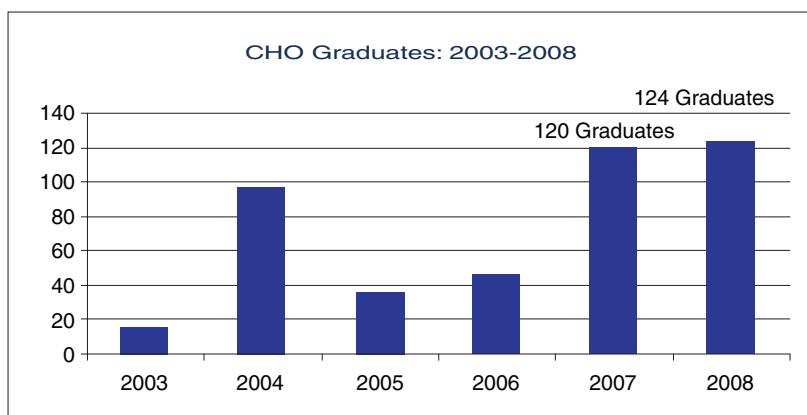
### Women Hotelier Team

Kalpna Patel - Team Lead	Sandhya K. Patel, CHO
Harshvina B. (Helen) Zaver - Team Lead	Sangita S. (Gita) Patel
Hasmita Patel	Saroj K. Patel, CHO
Hemalata (Hema) Patel, CHO	Sima P. Patel, CHO
Nayana (Nancy) Patel	Shama Patel

The team encourages women of the AAHOA membership to take a more active role in the industry and become leaders within and outside of AAHOA.

- Panelists at the Women's Panel at the Leadership Conference included Peggy Berg, Nancy Johnson, Janna Morrison, and Janie Wiltshire, addressing such subjects as work-life balance, and the importance of woman leaders.

## Education Initiatives



#### **D.C. 2009 Team**

Ashwin (Ash) Patel - Team Lead  
 Satish (Sunny) Gabhawala  
 Raj Parikh  
 Hemant D. (Henry) Patel  
 Hitesh Patel  
 Jay (Trini) Patel, CHO

Paul (Prashant) Patel  
 Shailesh (Sly) Patel, CHO  
 Tarun S. Patel, CHA  
 Anurag Varma  
 Laura Lee Blake

Embracing its position as THE voice for all owners in the hospitality industry, AAHOA spoke out on key legislative issues in 2007, and lobbied on issues that impacted its members at the federal, state and local levels. AAHOA also hosted events on Capitol Hill and around the country to showcase its advocacy efforts, raised money for its PAC fund, and kept its members informed about pending legislation and regulatory decisions.

#### Spotlight on legislative priorities

The association identified specific legislative priorities, and successfully raised the profile on these issues as follows:

- Reforming the U.S. immigration system to ensure an adequate supply of labor, especially during peak seasons, for the growing hospitality industry, and an employee verification system that does not put an undue burden on small businesses;
- Opposing legislation (such as the Employee Free Choice Act) which adversely impacts the ability of hoteliers and their employees to work together in a fair and equitable workplace for the benefit of the business operations overall;
- Ensuring that small business owners, their families and their employees have access to adequate and affordable health care for themselves;
- Stopping frivolous “drive-by” lawsuits filed against hotel owners under the guise of ADA enforcement;
- Promoting the enactment of fair franchising laws; and
- Supporting legislation that enhances the emerging partnership between the United States and India such as the U.S.-India Civilian Nuclear Cooperation Agreement.

#### Spotlight on Capitol Hill activities

We aggressively moved forward with key events designed to increase our presence on the Hill, and exhibit the strengths of the AAHOA community:

- Hosting a Capitol Hill Gala Reception and Dinner “Power Event” on September 19, 2007, with attendance by more than twenty influential U.S. Senators and Representatives, and almost 200 members from around the country;
- Directing two delegations of top AAHOA leaders to Washington, D.C. in May and July 2007 to meet with influential members of Congress;
- Leading two PAC breakfasts with U.S. Senator Johnny Isakson (R-GA), and Congressman Joe Crowley (D-NY)
- Sponsoring an AH&LA PAC breakfast with U.S. Senator Saxby Chambliss (R-GA);
- Participating in an exclusive briefing session with U.S. Under Secretary Nicholas Burns on the U.S. India Civil Nuclear Proliferation agreement that was hosted by the U.S. India Business Council;
- Serving as a panelist for a Legislative Staffer briefing session to address the concerns of the Indian American community on the proposed comprehensive immigration reform bills;
- Contributing to several key coalitions on important legislative issues, including the Coalition for a Democratic Workforce in opposition to the Employee Free Choice Act, the H-2B Visa Coalition in support of an extension of the H-2B Visa program, the Essential Worker Immigration Coalition (EWIC ) in support of comprehensive immigration reform, and the U.S. Chamber of Commerce coalition on proposed regulations involving the Americans with Disabilities Act (ADA);



- Leading an ADA Business Connections Meeting with at the 2007 Convention in Charlotte, North Carolina, with top government officials from the U.S. Department of Justice (DOJ) and several disability rights groups to discuss issues and concerns surrounding the ADA, including improving access for disabled guests in hotels and taking steps to stop drive-by lawsuits;
- Honoring Indian Ambassador Ronen Sen at an Indian Banquet in Atlanta, Georgia; and
- Blasting e-mails and fax transmissions to AAHOA members with Advocacy Alerts on issues involving comprehensive immigration reform, the Employee Free Choice Act, H-2B Visas, federal and state Minimum Wage issues, the updated I-9 immigration forms, and the Death Tax.

#### Spotlight on state and local activities

In addition to the achievements realized at the federal level, AAHOA also petitioned laws makers at the state and local levels to adopt legislation that would protect the interests of the hotelier members:

- Lobbying in Ohio for laws to allow guests to stay longer than 30 days in transient hotels; advocating in Florida for lowering property taxes on commercial properties; supporting initiatives in California to allow the sale of liquor in gift shops in limited service hotels; voicing our support in Kansas for fair franchising legislation; and
- Petitioning officials in Charlotte, North Carolina to revise a proposed Hotel Ordinance to protect hoteliers; caravanning to the state Capitols in Raleigh, North Carolina and Austin, Texas to lobby for state-wide legislation that would foster a better business climate and provide increased safety for hotel owners in these states; voicing our support in Los Angeles, California for changes to a new Hotel Ordinance; and directing meetings in Jackson, Mississippi to address issues involving price gouging arising from Hurricane Katrina.

#### Americans with Disabilities Act (ADA)

Hemant D. Patel (Henry) - Team Lead  
Anurag Varma

Laura Lee Blake

The ADA Team is dedicated to raising awareness of this important piece of legislation, in the interest of both protecting our members from frivolous litigation, as well as ensuring that disabled hotel guests are provided with the quality experience they deserve.

Due to the complicated and specialized nature of AAHOA's ADA initiative, Laura Lee Blake and Anurag Varma, along with the AAHOA legal staff, took the lead on this issue.

This year AAHOA continues to work closely with ADA attorney Carolyn Doppelt Gray, a partner in the law firm of Barnes and Thornburg, one of our Allied Attorneys. Ms. Grey has proven to be a valuable resource to our members who find themselves confronted with legal issues stemming from alleged violations of the ADA. In addition, several ADA seminars have been conducted at various Regional and Town Hall meetings, providing members with the opportunity to pose questions to experts in the field, and thereby protect their businesses.

#### PAC Fund Activities

AAHOA's Political Action Committee (PAC) exists to provide AAHOA members with a means of pooling their resources to make contributions to candidates for the United States Congress. Through their individual contributions to the PAC, AAHOA members can help to elect U.S. Senators and Representatives who support the hospitality industry and who recognize and appreciate the contributions of Asian Americans.

This year, AAHOA created special PAC "Clubs" to encourage donations, hosted PAC fund "raffles," and raised more than \$45,000 in PAC funds.

## 2007 PAC Fund Contributors

### D.C. 2009 Club: \$2,009 or more

Davang Patel (\$2,184)	Secretary Tarun Patel (\$2,009)
Chairman Danny Patel (\$2,009)	Paul Patel (\$2,009)
Vice Chairman Ash Patel (\$2,009)	Laura Lee Blake (\$2,009)

### President's 1000 Club: \$1,000 or more

Bakulesh Patel (\$1,001)	Himanshu Reshamwala (\$1,000)
Sanjay Patel (\$1,050)	Anurag Varma (\$1,000)

### Congressional 500 Club: \$500 or more

Gary L. Hong (\$500)	Dharmesh (Dan) Patel (\$500)
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### Flag 365 Club: \$365 or more

Jariwala Balvani (\$399)	Anil R. Patel (\$365)	Milind Patel (\$365)
CA Lodging Industry Ass'n PAC (\$385)	Bimal Patel (\$365)	Piyush Jayshree Patel (\$365)
Vimal Hardev (\$365)	Daryl Patel (\$365)	Rajesh Patel (\$365)
Anil Patel (\$365)	Falgun Patel (\$365)	Ushakant Patel (\$365)

### Stars and Stripes Club: \$100 or more

Anil Patel (\$151)	John Patel (\$101)	Raj P. Bhakta (\$200)
Anil Patel (\$100)	Kanta K.R. Kondur (\$150)	Rajal S. Patel (\$200)
Anjebhai Patel (\$101)	Kirit Desai (\$100)	Rajesh Patel (\$101)
Ashok M. Patel (\$100)	Kusumben A. Patel (\$151)	Ramanbhai Das (\$100)
Ashok Patel (\$100)	Mahesh Desai (\$100)	Rasesh Desai (\$200)
Baldev Patel (\$100)	Monica Sethi (\$100)	Ravi Jerath (\$101)
Balvant Jariwala (\$101)	Mukesh J. Patel (\$200)	Shantu N. Patel (\$100)
Dilip P. Patel (\$100)	Mukesh Patel (\$100)	Shaylesh Patel (\$101)
Dineshbhai Patel (\$100)	Navin Bhakta (\$150)	Sudhir Patel (\$100)
Dipak Shah (\$100)	Nayan Patel (\$100)	Suresh Patel (\$100)
Fred Schwartz (\$101)	Pankaj Patel (\$100)	Vijay Patel (\$100)
H.A. Patel (\$100)	Prakash Patel (\$101)	Vipin Patel (\$100)
Jaiprakash Patel (\$101)	Raj Champaneri (\$100)	Yogesh Sethi (\$101)

### Liberty Club: Any donation up to \$100

Ajay Champane (40)	Jay Patel (\$51)	Rajendra Patel (\$20)
Amit Patel (\$51)	Jay Shah (\$50)	Rajesh Patel (\$20)
Amritlal Champaneri (\$50)	Jayantibhai Patel (\$50)	Rakesh Patel (\$20)
Anil R. Das (\$50)	Joe Daly (\$50)	Raman Patel (\$50)
Arvand Patel (\$50)	John Salvatore (\$51)	Ramesh Patel (\$50)
Arvind Patel (\$50)	Kamlesh Patel (\$20)	Ramesh Shah (\$20)
Ashish Desai (\$50)	Kelly Harvel (\$20)	Sam B. Patel (\$15)
Ashok Patel (\$21)	Ken Patel (\$50)	Sam Patel (\$50)
Asvin (Ash) Patel (\$21)	Keshavlal Bavaria (\$25)	Sameer Mathur (\$20)
Barot Jay (\$60)	Mahendra Patel (\$20)	Sanjay Patel (AZ) (\$20)
Bharat Ghandi (\$50)	Mahesh Randerwala (\$50)	Sanjay Patel (GA) (\$50)
Bharat M. Bhakta (\$21)	Mainal Patel (\$50)	Sanjay Patel (WY) (\$50)
Bharat Patel (\$20)	Manmohan Patel (\$50)	Sanmukh Patel (\$50)
Bharat Patel (\$50)	Mark Williams (\$51)	Santosh M. Patel (\$50)
Bhupendra Patel (\$20)	Michael M. Weiner (\$50)	Satish M. Patel (\$20)
Carl Ohlsson (\$51)	Michael Marquez (\$51)	Shailish Kuber (\$20)
Charles Holliday (\$51)	Mukesh Patel (\$50)	Shantilal B. Patel (\$51)
Chetan Patel (\$25)	Mukund Patel (\$50)	Shashi Patel (\$20)
Darmesh S. Patel (\$50)	Naitak (Andy) Patel (\$25)	Shashikant N. Sheth (\$50)
Dave Harjung (\$51)	Naresh Champaneri (\$20)	Sudha Bavaria (\$25)
David Wilner (\$51)	Navin Patel (\$20)	Sudhir Mehta (\$25)
Deepak Poplai (\$51)	Navin Sarkari (\$50)	Sudhir Patel (\$50)
Denis Jesani (\$20)	Neil Patel (\$51)	Sumantrai Patel (\$20)
Desai Pallaw (\$51)	Nikunj Dalal (\$20)	Surendra Saurabh (\$50)
Dhansukh L. Patel (\$20)	Nilesh Patel (\$50)	Suresh Chandra Patel (\$20)
Dharmendra S. Patel (\$50)	Nitin Patel (\$20)	Suresh D. Patel (\$20)
Gerry Joubert (\$51)	Nitin Shah (\$25)	T.N. Patel (\$40)
Ghamanbhai N. Patel (\$21)	Nitin Vasi (\$20)	Tejas Mehta (\$20)
Ghanshyam Patel (\$30)	Pareesh Patel (\$50)	Tesh Patel (\$51)
Hemalata Patel (\$50)	Parimal Patel (\$50)	V.C. Naik (\$51)
Hemantkumar P. Patel (\$21)	Paul W. Bradley (\$21)	Vibhesh Patel (\$25)
Indy Patel (\$51)	Pius Patel (\$25)	Vinnie Patel (\$20)
J.B. Naik (\$50)	Prashant Patel (\$21)	Vinod Mistry (\$20)
Jagdish Patel (\$40)	Pravin Patel (\$50)	
Janak Desai (\$50)	Rahul Bhakta (\$10)	
Janak Patel (\$50)	Rahul Patel (\$25)	
Jay Jobanputra (\$20)	Raj Patel (\$51)	



2007 PAC Fund Contributors: AAHOA Board of Directors

Name	PAC Fund Contribution Amount
Dilipkumar (Danny) Patel (Chairman/North Georgia)	\$2,009
Ashwin (Ash) Patel (Vice-Chairman/Southwest)	\$2,009
Tarun Patel, CHA (Secretary/At Large)	\$2,009
Chandra (C.K.) Patel (Treasurer/At Large)	\$0
Alkesh (Al) Patel (Northwest)	\$0
Anil Patel (Gulf)	\$0
Anthony Falor (Allied at Large)	\$0
Bankim Patel (South Pacific)	\$0
Bobby Newman (North Pacific)	\$0
Davang (Dave) Patel (North Central)	\$2,184
Dharmesh (Dan) Patel (At Large)	\$500
Dinesh (Dinsha) Patel (Northeast)	\$0
Harshvina (Helen) Zaver (Female at Large, Eastern)	\$0
Hasu Patel (South Texas)	\$0
Hemant (Henry) Patel (At Large)	\$0
Ishwar Patel (Florida)	\$0
Jay (Trini) Patel (North Carolina)	\$0
Kalpana Patel (Female at Large, Western)	\$0
Kalpesh (Kal) Patel (At Large/Young Professional)	\$0
Kaushik Patel (Central Pacific)	\$0
Kirit Bhakta (Central Midwest)	\$0
Kirrit Bhikha (Mid South)	\$0
Mehul (Mike) Patel (North Texas)	\$0
Mukesh Mowji (Ex-Officio)	\$0
Paul (Prashant) Patel (Washington)	\$2,009
Raj Parikh (Mid East)	\$0
Sanjay Patel (Southeast)	\$1,050
Satish (Sunny) Gabhawala (Upper Midwest)	\$0
Shailendra (Sam) Devdhara (At Large)	\$0
Suresh (Sam-Sarpanch) Patel (South Carolina)	\$0
Vipin (Bavaji) Patel (At Large)	\$100



### Humanitarian Team

Hasu Patel - Team Lead

Hemant D. (Henry) Patel - Team Lead

Ishwar L. Patel, CHA

Jay (Trini) Patel, CHO

Sanjay Patel

James Jenkins

This team selects the charities and other entities that AAHOA endorses for four years. It coordinates the allocation of space in AAHOA Lodging Business magazine for humanitarian-related advertisements, sends quarterly mailings to membership for fundraising, and develops policies and procedures for giving sponsorship money.

AAHOA recognizes that along with success comes the obligation to give back to the community. Accordingly, this year AAHOA contributed to the following charities, initiatives, and causes:

- Donated \$90,000 to the Sankara Eye Foundation for use in part to build a new hospital in Anand, Gujarat (India);
- Launched donation initiative to a new charity, “Polio Children”; and
- Donated \$45,000 to the Sardar Hospital charity, and set the goal of raising more money in 2008 for the development of “Operation Theatre,” a more sophisticated and modern facility.



### **Sponsorship Team**

Kalpana Patel - Team Lead  
Tarun S. Patel, CHA - Team Lead  
Vipin (Bavaji) Patel - Team Lead  
Shailendra N. (Sam) Devdhara  
Bobby D. Newman  
Alkesh R. (Al) Patel, CHO  
Ashwin (Ash) Patel

Hasu Patel  
Hemant D. (Henry) Patel  
Paul (Prashant) Patel  
Sanjay Patel  
Suresh (Sam-Sarpanch) Patel  
James Jenkins

This team works to create and foster new sponsorship relationships. The Sponsorship Team is responsible for increasing AAHOA's name recognition while at the same time contributing to the community. This year AAHOA sponsored over 40 organizations, causes, and events, with donations totaling \$90,151.

### Health Team

Vipin (Bavaji) Patel - Team Lead  
Mayur T. Dalal  
Mukesh J. Mowji, CHO

Chandra I. (C.K.) Patel, CHO  
Nilkanth K. Patel  
Sanjay Patel

The Health Team is premised on an awareness of the health issues faced by the AAHOA and Indian communities. To this end, AAHOA is committed to directing some of its resources towards furthering the goals of increased health and quality of life. In 2007 efforts included:

- Raising over \$14,000 to hold a health fair in Gujarat;
- Sponsoring eye surgery for over 200 people; and
- Enabling medical checkups for close to 400 people.



#### **India 2008 Team**

Shailendra N. (Sam) Devdhara - Team Lead  
Alkesh R. (Al) Patel, CHO - Team Lead  
Raj Parikh  
Anil N. Patel  
Chandra I. (C.K.) Patel, CHO  
Chandu Z. (C.Z.) Patel, CHA

Dinesh C. (Dinsha) Patel, CHO  
Hasu Patel  
Shailesh (Sly) Patel, CHO  
Jonathan Albano  
James Jenkins

AAHOA's India Team was created to recognize, bolster, and extend the undeniable ties which exist between our association and India. To this end, there were several accomplishments this year, including:

- Planning for an India delegation in 2008 (the trip was ultimately postponed for logistical reasons);
- Expanding our CHP certification program to include Vallabh Vidyanagar at C.Z. Patel Hospitality School and Maliba Collage in Bardoli;
- Holding a successful Town Hall meeting in Ahmedabad, with Honorable Chief Minister Mr. Modi speaking as chief guest; and
- Visiting Sankara Eye Foundation's site in Anand.

### Communications Team

Kirrit R. Bhikha, CHO - Team Lead  
Kalpana Patel - Team Lead  
Raj Parikh  
Dharmesh V. (Dan) Patel  
Dinesh C. (Dinsha) Patel, CHO  
Jay (Trini) Patel, CHO  
Kalpesh (Kal) Patel  
Sanjay Patel

Tarun S. Patel, CHA  
Harshvina B. (Helen) Zaver  
Anthony Falor  
Jonathan Albano  
Tracey Anderson  
Janeé Brown  
James Jenkins  
Fred Schwartz

The communications committee develops and promotes new forms of communication with our members and with media sources. It is responsible for improving AAHOA's technology infrastructure to help establish a member communications system that meets the needs of all members, regardless of their current investment in technology.

A threshold item of business for the Communications Team this year was to hire a public relations firm and a new public relations manager, both of which were accomplished. Other accomplishments included:

- Ensuring that the mainstream, Indian, and industry press were kept informed of AAHOA news and events through regular press releases from the office (this year, 19 press releases were sent out); and
- Securing advertising space in lodging industry and mainstream publications.



#### **Governance/Bylaws Team**

Shailendra N. (Sam) Devdhara - Team Lead  
Mukesh J. Mowji, CHO - Team Lead  
Tarun S. Patel, CHA - Team Lead  
Kirrit R. Bhikha, CHO  
Satish (Sunny) Gabhawala  
A. V. Patel  
Ashwin (Ash) Patel

Hemalata (Hema) Patel, CHO  
Ishwar L. Patel, CHA  
Kalpana Patel  
Sanjay Patel  
Suresh (Sam-Sarpanch) Patel  
Vipin (Bavaji) Patel  
Laura Lee Blake

The Governance Team is responsible for implementing the multi-year governance model that AAHOA has recently established. This committee is charged with ensuring that AAHOA operates at its highest potential. This year, significant progress was made, including:

- Working with Kapoor and Kapoor to modify and enhance our governance model;
- Developing a new AAHOA Operations Manual;
- Developing policies and procedures for the office staff;
- Proposing revisions to the by-laws which are set to be voted on; and
- Generating a strategic plan which extends to 2015.

### Strategic Planning Team

Ashwin (Ash) Patel - Team Lead  
Mukesh J. Mowji, CHO\*  
Bakulesh G. (Buggsi) Patel\*  
Ravi C. Patel\*  
Hasmukh P. (H. P.) Rama\*  
Bharat Shah\*  
Nitin Shah\*  
Ramesh J. Surati\*  
Kirrit R. Bhikha, CHO  
Alkesh R. (Al) Patel, CHO

Chandra I. (C.K.) Patel, CHO  
Dinesh C. (Dinsha) Patel, CHO  
Kalpana Patel  
Sanjay Patel  
Suresh (Sam-Sarpanch) Patel  
Tarun S. Patel, CHA  
Laura Lee Blake  
Fred Schwartz

The Strategic Planning Team exists to ensure that AAHOA remains focused on its carefully selected goals and objectives, which are designed to further the success of both AAHOA and our individual members. Accomplishments this year included extending long-range goals and objectives to guarantee that AAHOA will remain on track through changing leadership and passing years. Tasks completed this year included:

- Redefining the AAHOA Mission Statement, Vision Statement, and Core Values; and
- Drafting and implementing new 5-year objectives.

\*Past Chairmen's Council members



#### AAHOA Office Team

Dharmesh V. (Dan) Patel - Team Lead  
Dilipkumar R. (Danny) Patel  
Ketan M. Patel

Chandra I. Patel, CHO (C.K.)  
Fred Schwartz

In light of AAHOA's expanded services and staff, last year the decision was made to seek a new office building, which following renovation became AAHOA's new headquarters in early December of 2007. The move was a welcome one, and more than doubled the square footage, from 2,800 to 6,800 square feet.



*AAHOA officers look on as Chairman Danny Patel and President Fred Schwartz cut the ribbon on the new office at an open house held February 11, 2008.*



## San Antonio 2008 Team



Shailendra N. (Sam) Devdhara - Team Lead  
 Ashwin Patel (Ash) - Team Lead  
 Satish "Sunny" Gabhawala  
 Kirit Bhakta, CHA  
 Alkesh R. (Al) Patel, CHO  
 Anil N. Patel  
 Bankim M. Patel

Dinesh C. (Dinsha) Patel, CHO  
 Hasu Patel  
 Hemant D. (Henry) Patel  
 Paul (Prashant) Patel  
 Suresh (Sam-Sarpanch) Patel  
 James Jenkins

Many tasks are required to put on a successful Convention each year, and this year was no different. Following months of preparation, AAHOA and the San Antonio 2008 Team were pleased to present the AAHOA 2008 Annual Convention and Trade Show, held March 26-29, 2008 at the Henry B. Gonzalez Convention Center in San Antonio, Texas.

Featured speakers included U.S. Secretary of Labor Elaine Chao, former Super Bowl and NCAA Championship winning coach Jimmy Johnson, and motivational speaking group Afterburner. Several of India's top Bollywood entertainers were also featured, as well as traditional Indian Cuisine.

### Food and Entertainment

Alkesh R. (Al) Patel, CHO - Team Lead  
 Hasu Patel- Team Lead  
 Kaushik Patel  
 Vipin (Bavaji) Patel  
 Shailendra N. (Sam) Devdhara  
 Harendra N. (H.N.) Mohan

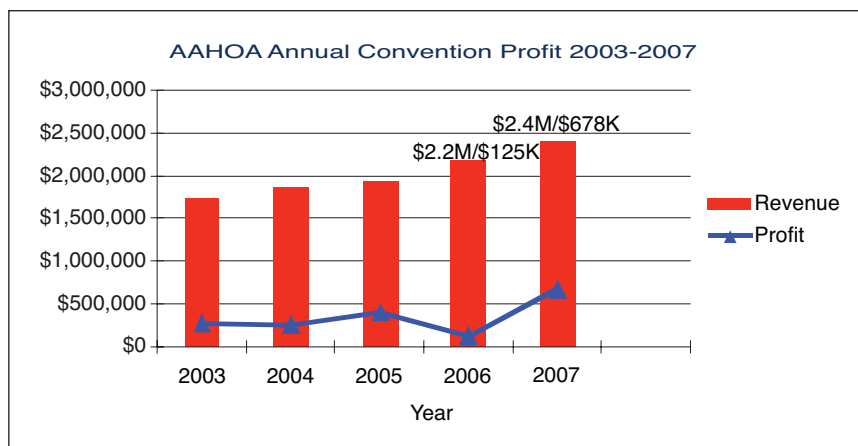
Ashwin (Ash) Patel  
 Bankim Patel  
 Anil N. Patel  
 Suresh (Sam-Sarpanch) Patel  
 Marie Stevens

Quality entertainment and refreshments are a regular feature of the Annual Convention, and this year the Food and Entertainment Team worked hard to ensure that members' high expectations were met, taking steps such as:

- Preparing guidelines for what is required from entertainment promoters; and
- Implementing processes for selecting entertainers, caterers, etc.



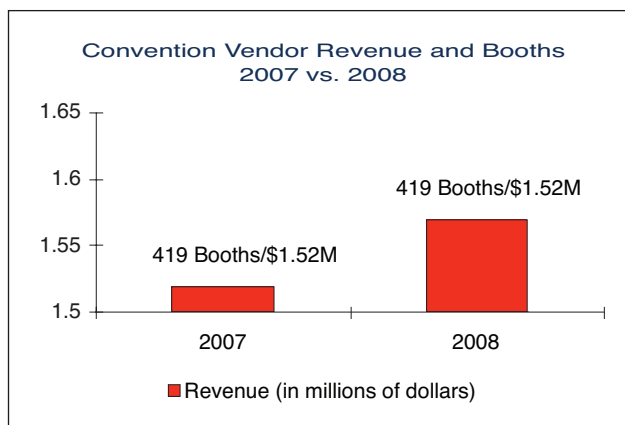
## Convention Income & Profit



Estimated profit for 2008 Convention \$638K

14

## Booth Income



13

#### **Audit & Budget Team**

Kirit Bhakta, CHA - Team Lead

Alkesh R. (Al) Patel, CHO - Team Lead

Ketan M. Masters

Bobby D. Newman

Chandra I. (C.K.) Patel, CHO

Hemant D. (Henry) Patel

Laarni Mata

Among other responsibilities, this committee participates in periodic auditing of revenues and expenses and is responsible for managing the annual budget.

This year the Audit & Budget team conducted a full audit of AAHOA's finances. In addition, as always, AAHOA's finances have been carefully audited both internally by our accounting staff, as well as by the officers and an outside accounting firm.

Tasks completed by the team included:

- Managing current cash holdings to maximize interest earned;
- Converting Certificates of Deposit (CDs) to those with a higher interest rate; and
- Moving Lifetime Member Dues to a separate high earning CD.



## Financial Statement

### Statement of Revenue and Support, Expenses, and Changes in Net Assets - Cash Basis For the Year Ended December 31, 2007

#### Assets

#### Current Assets:

Cash	\$2,085,410
Cash - temporarily restricted	8,120
Investments, at fair value	1,604,293

Total current assets	3,697,823
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#### Property and equipment, at cost:

Land	87,120
Building	704,880
Building improvements	150,287
Office equipment	47,395
Computer equipment and software	141,191
Furniture and fixtures	94,041

1,224,914

Less: accumulated depreciation	(209,348)
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Net property and equipment	1,015,566
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Building and land held for sale, net of accumulated depreciation of \$120,026	502,519
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Security deposits	2,195
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Total Assets	\$5,218,103
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#### Net Assets

Commitments and contingencies	0
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Net assets - unrestricted	\$5,209,983
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Net assets - temporarily restricted	8,120
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Total Net Assets	\$5,218,103
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## Financial Statement

### Changes in unrestricted net assets:

#### Revenue and support:

Dues and support	\$2,834,925
Convention and regional meetings	2,923,682
Educational programs	141,881
Royalty income	655,385
Interest income	186,950
Other income	66,738

Total unrestricted revenue and support	<u>6,809,561</u>
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#### Expenses:

Convention and regional meetings	2,817,870
Educational programs	489,999
Communications	288,543
Salaries and personnel costs	1,080,388
General and administrative	1,583,059
Unrealized loss on investments	2,545

Total expenses	<u>6,262,404</u>
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Increase in unrestricted net assets	547,157
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Decrease in temporarily restricted net assets	<u>(41,880)</u>
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Increase in net assets	505,277
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Net assets, beginning of year	<u>4,712,826</u>
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Net assets, end of year	<u><u>\$5,218,103</u></u>
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## New Founding Medal Partners

### AAHOA Platinum Founding Members



### AAHOA Gold Founding Members



### AAHOA Bronze Founding Members



## March 2007 – March 2008 Board of Directors



### Executive Committee

Chairman  
Dilipkumar R. (Danny) Patel  
North Georgia Regional Director

Vice Chairman  
Ashwin (Ash) Patel  
Southwest Regional Director

Secretary  
Tarun S. Patel, CHA  
Director at Large

Treasurer  
Chandra I. (C.K.) Patel, Treasurer,  
Director at Large

Ex-Officio  
Mukesh J. Mowji, CHO  
Alkesh R. Patel  
Northwest Regional Director

Dinesh (Dinsha) Patel  
Northeast Regional Director

Kalpana Patel  
Female Director at Large, Western  
Division

Kirrit R. Bhikha, CHO  
Mid South Regional Director

Sanjay Patel  
Southeast Regional Director  
Suresh (Sam-Sarpanch) Patel  
South Carolina Regional Director  
President  
Fred Schwartz

### Directors at Large

Shailendra (Sam) Devdhara  
Anthony Falor, Allied Director  
Chandra I. (C.K.) Patel, CHO  
Dharmesh (Dan) Patel  
Hemant D. Patel

Kalpana Patel, Female Director,  
Western Division  
Kalpesh (Kal) Patel,  
Young Professional Hotelier  
Representative

Tarun S. Patel, CHA  
Vipin (Bavaji) Patel  
Harshvina (Helen) Zaver, Female  
Director, Eastern Division



### Regional Directors

**Central Midwest Regional Director**

Kirit Bhakta, CHA

**Central Pacific Regional Director**

Kaushik S. Patel

**Florida Regional Director**

Ishwar L. Patel, CHA

**Gulf Regional Director**

Anil N. Patel

**Mid East Regional Director**

Raj Parikh

**Mid South Regional Director**

Kirrit R. Bhikha, CHO

**North Central Regional Director**

Davang V. (Dave) Patel

**North Georgia Regional Director**

Dilipkumar R. (Danny) Patel

**North Pacific Regional Director**

Bobby D. Newman

**Northeast Regional Director**

Dinesh C. (Dinsha) Patel, CHO

**North Carolina Regional Director**

Jay (Trini) Patel, CHO

**North Texas Regional Director**

Mehul B. (Mike) Patel

**Northwest Regional Director**

Alkesh R. (Al) Patel, CHO

**South Carolina Regional Director**

Suresh (Sam-Sarpanch) Patel

**South Pacific Regional Director**

Bankim M. Patel

**South Texas Regional Director**

Hasu Patel

**Southeast Regional Director**

Sanjay Patel

**Southwest Regional Director**

Ashwin (Ash) Patel

**Upper Midwest Regional Director**

Satish (Sunny) Gabhawala

**Washington District Regional Director**

Paul (Prashant) Patel

### AAHOA Past Chairmen

Mukesh J. Mowji, CHO  
AAHOA Chairman, 2006

Manhar P. (M.P.) Rama, CHA  
AAHOA Chairman, 2005

Naresh K. (Nash) Patel, CHA  
AAHOA Chairman, 2004

Hitesh Bhakta  
AAHOA Chairman, 2003

Mahesh D. (Mike) Amin  
AAHOA Chairman, 2002

Dhansukh (Dan) Patel, CHO  
AAHOA Chairman, 2001

Bakulesh G. (Buggsi) Patel  
AAHOA Chairman, 2000

Ramesh J. Surati  
AAHOA Chairman, 1999

Mike Patel, CHA  
AAHOA Chairman, 1998

Jayanti P. (J. P.) Rama, CHA  
AAHOA Chairman, 1997

J. K. Patel  
AAHOA Chairman, 1996

Bharat Shah  
AAHOA Chairman, 1995

Harish (Harry) Pattni  
AAHOA Chairman, 1994

Nitin Shah  
AAHOA Chairman, 1993

Ravi C. Patel  
AAHOA Chairman, 1992

Hasmukh P. (H.P.) Rama  
AAHOA Founding Chairman, 1991



## 2007-2008 Board of Directors Attendance

Name (Region)	3/31/2007 & 4/1/2007	5/14/2007	6/12/2007	6/27/2007	7/13/2007	8/27/2007	9/18/2007	9/28/2007	10/2/2007	11/6/2007	11/16/2007	11/19/2007	2/12/2008	2/22/2008	%
Alkesh (Al) Patel (Northwest)	1				1	1	1	1	1	1	1	1	1	1	79%
Anil Patel (Gulf)		1			1	1		1	1	1	1		1	1	64%
Anthony Falor (Allied at Large)	1				1		1	1	1	1			1	1	57%
Ashwin (Ash) Patel (Vice-Chairman/Southwest)	1	1	1	1	1		1	1	1	1		1	1	1	86%
Bankim Patel (South Pacific)	1	1	1	1			1	1	1	1		1	1	1	79%
Bobby Newman (North Pacific)	1	1	1	1	1	1	1	1	1	1	1	1	1		93%
Chandra (C.K.) Patel (Treasurer/At Large)	1	1	1	1	1	1	1			1	1	1	1	1	86%
Davang (Dave) Patel (North Central)	1		1	1	1	1	1		1	1	1	1		1	79%
Dharmesh (Dan) Patel (At Large)	1	1	1	1	1	1	1	1			1	1	1	1	86%
Dilipkumar (Danny) Patel (Chairman/North Georgia)	1	1	1	1	1	1	1	1	1	1	1	1	1	1	100%
Dinesh (Dinsha) Patel (Northeast)	1		1		1	1		1		1	1			1	57%
Harshvina (Helen) Zaver (Female at Large, Eastern)	1		1	1			1	1		1	1	1	1	1	71%
Hasu Patel (South Texas)	1	1	1	1	1	1	1	1	1	1	1	1	1	1	100%
Hemant (Henry) Patel (At Large)					1	1	1	1	1			1		1	50%
Ishwar Patel (Florida)	1		1		1	1	1	1	1		1		1	1	71%
Jay (Trini) Patel (North Carolina)	1	1	1	1		1	1		1	1	1		1	1	79%
Kalpana Patel (Female at Large, Western)	1	1	1	1	1	1	1	1		1	1	1	1	1	93%
Kalpesh (Kal) Patel (At Large/Young Professional)	1	1	1	1	1	1	1		1	1	1		1	1	86%
Kaushik Patel (Central Pacific)	1		1	1	1		1	1	1	1	1	1	1	1	86%
Kirit Bhakta (Central Midwest)					1	1	1	1	1		1		1	1	57%
Kirrit Bhikha (Mid South)	1	1	1	1	1		1	1	1	1	1	1	1	1	93%
Mehul (Mike) Patel (North Texas)	1		1		1	1	1	1		1	1		1	1	71%
Mukesh Mowji (Ex-Officio)	1	1		1	1		1	1	1	1	1		1	1	79%
Paul (Prashant) Patel (Washington)	1	1	1	1	1		1	1	1	1		1		1	79%
Raj Parikh (Mid East)	1		1	1						1				1	36%
Sanjay Patel (Southeast)	1	1	1		1	1	1	1	1	1	1	1	1	1	93%
Satish (Sunny) Gabhawala (Upper Midwest)	1	1	1		1	1	1	1	1				1	1	71%
Shailendra (Sam) Devdhara (At Large)	1	1		1	1		1	1	1	1	1	1	1	1	86%
Suresh (Sam-Sarpanch) Patel (South Carolina)	1	1	1	1	1	1			1		1		1	1	71%
Tarun Patel, CHA (Secretary/At Large)	1	1	1	1	1	1	1	1	1	1	1	1	1	1	100%
Vipin (Bavaji) Patel (At Large)	1	1	1	1	1	1	1	1	1	1	1		1	1	93%

% Participation  
A: 80-100  
B: 60-79  
C: 41-59  
D: 21-40  
F: 0-20



AAHOA Staff

Fred Schwartz, President

Laura Lee Blake, Vice President of Fair Franchising  
& Government Affairs and General Counsel

Jordan L. Gillman, J.D., Managing Attorney, Fair Franchising

Audrey N. Dulmage, J.D., Managing Attorney, Government Affairs

Laarni Mata, Accounting Manager

Tracey Anderson, Public Relations & Communications Manager

Marie Stevens, Meetings Manager

Fay Jacobson, Office Manager

Jonathan Albano, Director of Membership Services

James Jenkins, Director of Business Development

Kit Taylor, Vendor Relations Coordinator

Janeé Brown, Membership Services Associate

Sherri Chance, Membership Services Associate

Irene Mworio, Membership Services Associate

Anurag Varma, AAHOA D.C. Legislative Counsel



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