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Dear Colleague:

We invite you to join NABHOOD and support our efforts in changing the lodging industry. Many years ago hotel ownership, top level executive positions and opportunities to sell goods & services in the industry were elusive and frustrating for minorities. African Americans spend billions of dollars annually on travel and yet are challenged on how to create real economic reciprocity within the industry. NABHOOD membership is open to any individual and/or group interested in becoming a hotel owner/investor; has an equity interest in a hotel/motel or bed & breakfast; hospitality industry employee or vendor interested in providing goods & services to our member hotels and the industry. Our initiative to embrace hospitality students is part of our effort to create a pipeline for the industry while at the same time, develop future African American hoteliers. Making the industry more inclusive is a wave of the future.

In 1998, a group of African Americans assembled in Fort Lauderdale with the idea of forming an association to help develop and increase African American hotels, operators, suppliers and upper level management with the ultimate goal of "breaking the glass ceiling". At that time, there was only one African American franchised hotel in the country which first opened as an independent in 1983 and in 1985 became Days Inn Benchmark. Our first official board meeting was held at an African American owned Sleep Inn in Peachtree City, GA and in August 2001, the association was incorporated. African American owned hotels began opening around the country thereby changing the community and giving unparalleled opportunities to African American hospitality professionals. An example was the 2002 opening of the 74 million dollar, 422-room African American owned Royal Palm Crowne Plaza Resort on South Beach, Florida that hired the first African American General Manager in a major flagged Miami Beach resort (The property was sold in 2005). The 2004 opening of the Hampton Inn & Suites in Boston employed 80% people of color executives and 93% of employees from the surrounding African American community. RLJ Lodging Trust has become one of the largest African American hotel companies in the industry and is providing many opportunities including its utilization of minority owned Symmetric Hotel Renovations to renovate many of its hotels around the country. Ownership makes a difference!

The NABHOOD executive team is Chairman - Kenneth Fearn, Managing Partner, Integrated Capital LLC; Vice Chair - Tom Baltimore, President, RLJ Lodging Trust; Secretary - Norman Jenkins, President, Capstone Development LLC; Jay Patel, Chairman, LHS Companies; Warren Fields, Principal, Pyramid Advisors LLC and myself, Andy Ingraham as Founder/President/CEO. Other Board Members include a number of industry experts including Solomon Herbert, Publisher, Black Meetings & Tourism Magazine; Hank Thomas, President, Victoria Hospitality Properties; Deanne Ayres-Howard, Managing Member, Howard Hospitality of Cascades, LLC and Carroll Warfield, Managing Director of Ops and Asset Management, Thayer Lodging Group, Inc.

Whether you are interested in hotel ownership or investing, or seeking executive level employment or want to supply goods & services through our allied membership program, NABHOOD has a membership category for you. Your membership in NABHOOD along with our many hotel corporate partners will help us open the door to opportunities in the lucrative hospitality lodging industry.

NABHOOD has formed many strategic partnerships including one with the Asian American Hotel Owners Association (AAHOA) and will utilize their past experiences to help us grow. Our goal is to execute our mission statement as we seek to bring more African Americans into ownership through partnerships and joint ventures while at the same time seeking new forms of capital sources and public & private incentives for our members.

Cordially,  
Andy Ingraham  
President/CEO

*Mission Statement: Increase the number of African-Americans developing, managing, operating and owning hotels; increase vendor opportunities & executive level jobs for minorities, thereby creating wealth within the African American community.*



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**NABHOOD ALLIED MEMBERSHIP APPLICATION**

I hereby make application to join NABHOOD. Membership is valid for one year. {Please check one}

**Allied Member \$1,000**  
**(Vendor, Supplier)**

Minority Supplier  Yes  No

Type of Business \_\_\_\_\_

Please print clearly and legibly

**(1)** First Name \_\_\_\_\_ MI \_\_\_\_\_ Last Name \_\_\_\_\_

Title \_\_\_\_\_

Company \_\_\_\_\_ Business Type \_\_\_\_\_

Mailing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Website \_\_\_\_\_

Tel # \_\_\_\_\_ Cell # \_\_\_\_\_ Fax # \_\_\_\_\_ Email \_\_\_\_\_

**List one other person in your company to be included in this membership**

**(2)** First Name \_\_\_\_\_ MI \_\_\_\_\_ Last Name \_\_\_\_\_

Title \_\_\_\_\_

Tel # \_\_\_\_\_ Cell # \_\_\_\_\_ Fax # \_\_\_\_\_ Email \_\_\_\_\_

Mailing Address \_\_\_\_\_

**Make check payable to: (NABHOOD) National Association of Black Hotel Owners, Operators & Developers, Inc.**

Check # \_\_\_\_\_ Amount \$ \_\_\_\_\_

Amex/Discover/MC/Visa \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature \_\_\_\_\_

Statement Billing Address: Street \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Signature \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_

I agree to abide to the bylaws and rules of the National Association of Black Hotel Owners, Operators & Developers (NABHOOD).

Signature \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_

For any questions, please contact our office **(954) 797-7102 Fax (954)-337-2877 E-Mail: [horizons@gate.net](mailto:horizons@gate.net)**

Office Use Only [ ] [ ] [ ] [ ] [ ] Date Recd \_\_\_\_\_ Membership Period \_\_\_\_\_ to \_\_\_\_\_

**NABHOOD**  
**Allied Membership Benefits**

- Capability to market as an Allied Member and sell to hotel owners of different brand names and independent hotels.
- Use of the NABHOOD logo denoting Allied Member.
- Membership fee includes one (1) additional member from your organization.
- Involvement in a growing and unique association whose members are making an impact in the hospitality industry. The numbers are expected to increase significantly each year.
- Opportunity for preference in participating in NABHOOD's Annual Summit, which is the only event to reach African American hotel owners and potential owners.
- Discounted booth space when exhibiting at NABHOOD's Annual Summit and discounted registration fee.
- Listed in the Allied Member Directory on the NABHOOD Web site which is searchable by keyword, product category, company or contact name.
- Educational opportunities at the annual NABHOOD Summit & Trade Show.
- Involvement through new sponsorship programs and speaking opportunities.
- Opportunity to build relationships with individual members, as well as the entire community to develop a broad customer base.
- Email "News Flashes" providing information regarding NABHOOD and its members with updates, events, news and information within the hospitality industry.