



3520 W. Broward Blvd., Suite 119  
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Tel: 954-797-7102  
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Email: [info@nabhood.com](mailto:info@nabhood.com)  
[www.NABHOOD.com](http://www.NABHOOD.com)

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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## Membership Application

I hereby make application to join **NABHOOD**. Membership is valid for one year except a Lifetime Member.

I have marked below the category which applies to myself or my company.

- |   |   |   |
|---|---|---|
| <input type="checkbox"/> General Member <b>(GM)</b> \$300.<br>(Hotelier/Prospective Hotelier) | <input type="checkbox"/> Lifetime Member <b>(LM)</b> \$2,500.<br>(Lifetime-Hotelier/Prospective Hotelier) | <input type="checkbox"/> Future Hotelier-up to 25 years<br>with active parent <b>(FH)</b> -0- |
| <input type="checkbox"/> General Family Member \$400.<br>(husband & wife) <b>(GF)</b>         | <input type="checkbox"/> Associate Member <b>(AS)</b> \$100.<br>(G/M, Hospitality Employees)              | <input type="checkbox"/> Student Member \$25.<br>( Full time-include student ID)              |
| <input type="checkbox"/> Educational Institute/<br>Faculty Member <b>(ED)</b> \$100.          | <input type="checkbox"/> Strategic Partner <b>(SP)</b> -0-<br>(National Associations/Organizations)       | <input type="checkbox"/> <b>(SM)</b>  |

Please fill in all information clearly and legibly:

Mr/Mrs/Miss First Name \_\_\_\_\_ M.I. \_\_\_\_\_ Last Name \_\_\_\_\_

Company \_\_\_\_\_ Title \_\_\_\_\_

Street Address \_\_\_\_\_ Suite \_\_\_\_\_

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

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

Tel \_\_\_\_\_ Cell \_\_\_\_\_ Fax \_\_\_\_\_

E-Mail \_\_\_\_\_ Web Address \_\_\_\_\_

**The following information is important to represent our members correctly and for demographic purposes only. Please give complete & exact totals of hotels owned by your company. Use additional page if necessary.**

Hotel Name(s) \_\_\_\_\_

Number of Hotel Properties Owned: \_\_\_\_\_ Total Rooms: \_\_\_\_\_ Total Employees: \_\_\_\_\_

Independent  Franchise  Multiple Brands  yes  no Brand Name(s): \_\_\_\_\_

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

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

Amex  MC  Visa  Disc # \_\_\_\_\_ Exp. Date \_\_\_\_\_ Signature \_\_\_\_\_

Statement Billing Address: Street \_\_\_\_\_ City/State/Zip \_\_\_\_\_

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

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

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

**Office Use Only**     Date Recd \_\_\_\_\_ Membership Period \_\_\_\_\_ to \_\_\_\_\_

**General Members** Any individual who owns an equity interest in a hotel/motel, bed & breakfast or interest in becoming a hotel owner/investor may join as a member of NABHOOD. General Members shall be entitled to one (1) vote per person. Membership is based on the individual regardless of the number of hotels or hotel rooms in which he/she owns an interest. Each member has the right to attend the annual meeting of NABHOOD and vote on each matter submitted to a vote of the members.

**Lifetime Member** Any individual who qualifies under the terms to be a General Member may elect to become a Lifetime Member of NABHOOD. Lifetime Member has the right to attend the annual meeting of NABHOOD and have one (1) vote on each matter submitted to a vote of the members. This is a one-time membership fee.

**Future Hotelier** Free if parent is an active NABHOOD member. Must be under 25 years and present photo ID. They shall have no voting rights.

**Strategic Partners** This is open to any national organization/association that wants to help further the goal of NABHOOD and must be reciprocal. They shall have no voting rights.

**Educational Institute/Faculty Member** Individuals who hold an Educational Faculty position (school university and educational institution). They shall have no voting rights.

**Associate Member** Individuals who are General Managers, Hotel Executives and Hospitality Employees. Associate Member shall have no voting rights.

**Student Member** Individuals who are students enrolled full-time in a hospitality program and/or students who are interested in pursuing a career in the hospitality industry. Student Member shall have no voting rights.

**\*Advisory Board Member** The Advisory Board provides direction to the Board of Directors. Each Advisory Board Member may be a Funding Sponsor Partner. Advisory Board Member is subject to a majority vote by the Board of Directors and will be held for one (1) year and may be extended providing they are current as a Funding Sponsor Partner. Advisory Members shall have no voting rights.

\* This is not a membership category. This group serves at the pleasure of the Board of Directors to provide advice and guidance to the board.



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## NABHOOD MEMBERSHIP BENEFITS

- NABHOOD Membership lapel pin.
- The opportunity to attend the annual meeting of NABHOOD and vote on each matter submitted to a vote of the members.
- A growing allied membership that offers reduced rates through Buyers/Partnering Programs.
- Discounted registration fee to participate in the Annual International African American Hotel Ownership & Investment Summit & Trade Show which is the only event to reach African American hotel owners and potential owners.
- Educational workshops at the NABHOOD Annual Summit.
- Opportunity to be a panelist or speaker at the NABHOOD Annual Summit.
- Opportunity to attend ABC Hotel Workshops around the country.
- Opportunity to build relationships with individual members as well as the community in order to speak with a unified voice on legislation and regulations affecting the hospitality industry.
- Email "News Flashes" providing information regarding NABHOOD and its members with updates, events, news and information within the hospitality industry.
- Complimentary three (3) one-half hour consultations during the course of the year with a NABHOOD lawyer.
- To have a national organization that can give information on a consistent basis on opportunities for minorities in the hotel industry.