

HOTEL MANAGEMENT SURVEY

2012 TOP THIRD-PARTY MANAGEMENT COMPANIES

2012 Rank	2011 Rank	Company name Website	Contact name Contact email	Guestrooms third-party managed in the U.S. as of Dec. 31, 2011	Properties third-party managed in the U.S. as of Dec. 31, 2011	Revenue for third-party-managed properties in the U.S. for 2011	Guestrooms third-party managed in the U.S. as of Dec. 31, 2010	Properties third-party managed in the U.S. as of Dec. 31, 2010	Revenue for third-party-managed properties in the U.S. in 2010
1	2	Interstate Hotels & Resorts www.ihrc.com	Carrie McIntyre carrie.mcintyre@ihrc.com	61,984	354	\$2,500,000,000	46,740	225	\$1,800,000,000
2	–	Pillar Hotels & Resorts www.pillarhotels.com	Amy Zandt amy.zandt@pillarhotels.com	23,167	234	\$582,000,000	23,978	237	\$554,600,000
3	5	GF Management www.gfhotels.com	Jeffrey Kolessar kolessarj@gfhotels.com	21,006	129	\$440,000,000	17,204	107	\$410,000,000
4	4	White Lodging Services Corp. www.whitelodging.com	Deno Yiankes dyankes@whitelodging.com	20,092	145	\$676,244,603	19,792	143	\$617,722,247
5	9	Pyramid Hotel Group www.pyramidhotelgroup.com	John Hamilton jhamilton@pyramidhotelgroup.com	17,318	52	\$784,700,000	13,613	43	\$592,600,000
6	6	TPG Hospitality www.tpghospitality.com	Ralph Izzi rizzi@tpgcompanies.com	16,709	63	NA	15,789	57	NA
7	8	Crescent Hotels & Resorts www.chrco.com	Ariel Sannett asanett@chrco.com	14,574	68	NA	NA	NA	NA
8	19	Remington www.remingtonhotels.com	Rob Haiman roberthaiman@remingtonhotels.com	14,196	70	\$581,800,000	8,875	50	\$322,000,000
9	13	Davidson Hotels & Resorts www.davidsonhotels.com	Steve Margol smargol@davidsonhotels.com	13,464	47	\$605,000,000	12,803	45	\$490,000,000
10	16	Island Hospitality Management www.islandhospitality.com	Jeff Waldt jwaldt@ih-corp.com	10,847	82	\$348,000,000	11,386	84	\$325,000,000
11	18	Hersha Hospitality Management www.hershahotels.com	Naveen Kakarla meaghan.peeler@hersha.com	10,780	89	\$400,000,000	8,200	78	\$304,000,000
12	17	Prism Hotels & Resorts www.prismhotels.com	Kevin Gallagher kevin.gallagher@prismhotels.com	10,094	49	NA	9,059	52	NA
13	20	Hostmark Hospitality Group www.hostmark.com	Jerome F. Cataldo jcataldo@hostmark.com	9,803	44	NA	8,300	41	NA
14	–	Outrigger Enterprises Group www.outrigger.com	Kevin Aucello kevin.aucello@outrigger.com	9,283	37	NA	9,283	37	NA
15	21	Destination Hotels and Resorts www.destinationhotels.com	Nancy Kern nkern@destinationhotels.com	9,262	41	\$724,873,500	7,606	35	\$621,434,062
16	29	Kinseth Hotel Corp. www.kinseth.com	Jeff Schrader jschrader@kinseth.com	9,114	98	NA	5,736	49	NA
17	11	Crestline Hotels & Resorts, Inc. www.crestlinehotels.com	Edward Hoganson edward.hoganson@crestlinehotels.com	8,365	47	\$358,000,000	12,912	64	\$530,000,000
18	15	Concord Hospitality Enterprises Co. www.concordhotels.com	Grant Sabroff g.sabroff@concordhotels.com	7,139	51	\$201,000,000	5,888	46	\$156,000,000
19	27	Horizon Hotels, Ltd. www.horizonhotels.com	Cynthia Olcott colcott@horizonhotels.com	6,872	31	\$118,000,000	5,981	28	\$104,000,000
20	26	Janus Hotels and Resorts, Inc. www.janushotels.com	Michael M. Nanosky, Burton M. Bongard mnanosky@janushotels.com bburtie1@aol.com	6,673	43	\$150,000,000	6,238	42	\$150,000,000
21	66	First Hospitality Group, Inc. www.fhginc.com	Robert J. Habeeb rhabeeb@fhginc.com	6,567	47	\$204,407,370	6,285	43	\$177,898,080
22	31	Texas Western Hospitality www.twhospitality.com	Jeff Blackman jeff.blackman@twhospitality.com	6,355	53	NA	NA	NA	NA
23	59	Hospitality Ventures Management Group www.hvmg.com	Mary Beth Cutshall mbcutshall@hvmg.com	6,128	32	\$136,239,528	4,182	24	\$128,255,579
24	34	Richfield Hospitality, Inc. www.richfield.com	Greg Mount gmount@richfield.com	5,773	32	\$159,410,451	4,769	25	\$177,804,072
25	–	Strand Development Co., LLC www.sdchotels.com	John Pharr jpharr@sdchotels.com	5,771	66	\$78,000,000	3,585	44	\$51,000,000
26	48	Wright Investment Properties, Inc. www.wrightinvestments.com	Brandon Birkhead bbirkhead@wrightinvestments.com	5,589	45	\$120,762,719	3,565	23	\$79,946,655
27	33	Marshall Hotels & Resorts www.marshallhotels.com	Mike Marshall mikem@marshallhotels.com	5,510	49	\$118,532,113	4,600	43	\$115,000,000

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28	37	Benchmark Hospitality International www.benchmarkhospitality.com	Alex Cabanas acabanas@benchmarkmanagement.com	5,190	34	\$450,874,551	4,496	28	\$347,691,161
29	-	Baywood Hotels, Inc. www.baywoodhotels.com	Amit "Al" Patel alpatel@baywoodhotels.com	5,100	51	NA	N/A	47	NA
30	35	Coakley & Williams Hotel Management Co. www.cwhotels.com	Mark Williams mwilliams@cwhotels.com	4,884	30	\$97,000,000	4,714	28	\$94,000,000
31	32	Marcus Hotels & Resorts www.marcushotels.com	J. David Merritt davidmerritt@marcushotels.com	4,727	18	\$252,884,007	5,158	19	\$244,306,186
32	36	Aston Hotels & Resorts www.astonhotels.com	Kelvin Bloom NA	4,577	27	\$171,000,000	4,732	27	\$160,000,000
33	42	Urgo Hotels www.urgohotels.com	Mathew Jalazo mathew.jalazo@urgohotels.com	4,300	31	\$188,000,000	2,890	20	\$120,000
34	38	Dolce Hotels and Resorts www.dolce.com	John Betancourt john.betancourt@dolce.com	4,293	19	\$220,113,994	4,053	18	\$209,133,307
35	54	McKibbin Hotel Management, Inc. www.mckibbin.com	Wes Townson wes@mckibbin.com	4,172	46	NA	3,109	32	NA
36	-	CUSA, LLC www.1cusa.com	Deborah L. Cannon dcannon@1cusa.com	4,156	35	\$65,000,000	4,156	35	\$62,000,000
37	40	Hospitality Management Corp. www.hospitalitymgt.com	Leo Spriggs lspriggs@hospitalitymgt.com	4,061	21	\$120,000,000	3,986	20	\$116,000,000
38	41	Joie de Vivre Hospitality, LLC www.jdvhotels.com	Ingrid Summerfield isummerfield@jdvhospitality.com	4,013	30	NA	4,183	34	NA
39	3	Hotel Equities www.hotelequities.com	Angela Raub araub@hotelequities.com	4,000	43	\$61,717,684	2,956	33	\$49,428,426
40	46	Commonwealth Hotels, LLC www.commonwealthhotels.com	Brian Fry bfry@commonwealthhotels.com	3,943	32	\$76,000,000	3,407	28	\$79,000,000
41	47	Wyndham Hotel Group www.wyndhamworldwide.com	Gus Stamoutsos gus.stamoutsos@wyn.com	3,882	12	NA	3,393	12	NA
42	22	Driftwood Hospitality Management www.driftwoodhospitality.com	Brian Quinn bquinn@dhhmhotels.com	3,844	21	\$147,000,000	4,225	21	\$138,000,000
43	50	Chesapeake Hospitality www.chesapeakehospitality.com	Joseph Smith jsmith@chesapeakehospitality.com	3,624	18	\$121,838,000	2,875	13	\$108,800,000
44	45	Waterford Hotel Group, Inc. www.waterfordhotelgroup.com	Rob Winchester rwinchester@waterfordhotelgroup.com	3,605	26	\$140,000,000	3,605	26	\$124,700,000
45	57	HP Hotel Management, Inc. www.hp-hotels.com	Mike Hines mhines@hp-hotels.com	3,522	30	\$86,319,000	2,982	27	\$63,925,763
46	64	Real Hospitality Group www.realthospitalitygroup.com	Rick Day rday@rhgcorp.com	3,364	24	\$139,000,000	2,552	17	\$100,200,000
47	-	North Central Management www.ncghotels.com	Keith Osborne kosborne@ncghotels.com	3,303	26	NA	3,603	28	NA
48	-	ZMC Hotels, Inc. www.zmchotels.com	Bill DeSanto zenith@zmchotels.com	3,230	32	\$69,492,646	3,029	29	\$65,717,906
49	76	DePalma Hotel Corp. www.depalmahotels.com	Joseph N. DePalma Sr. jdepalmasr@depalmahotels.com	3,145	17	\$52,700,000	2,625	14	\$42,200,000
50	44	Newport Hospitality Group, Inc. www.nhghotels.com	Michael L. Pleninger mpl@nhghotels.com	3,098	30	\$53,096,723	3,033	29	\$45,941,882
51	23	InterMountain Management, LLC www.intermtn.biz	Stan Jones stanj@intermtn.biz	3,059	30	\$87,793,931	3,220	32	\$72,176,256
52	56	Linchris Hotel Corp. www.linchris.com	Christopher Gistis reception@linchris.com	3,021	25	\$96,310,000	3,021	25	\$88,670,000
53	72	Mercury Hotels Group www.mercuryhotelsgroup.com	E. Williams info@mercuryhotelsgroup.com	3,016	19	\$90,000,000	2,412	15	\$78,000,000
54	100	Gemstone Hotels & Resorts www.gemstoneresorts.com	Thomas Prins tprins@gemstoneresorts.com	3,000	17	NA	NA	15	NA
55	61	Marin Management, Inc. www.hotelpros.biz	John Manderfeld info@hotelpros.biz	2,985	29	\$47,700,000	2,623	29	\$44,200,000
56	55	The Dow Hotel Co. www.dowhotelco.com	Randall King rking@dowhotelco.com	2,974	9	\$150,000,000	3,020	10	\$150,000,000
57	-	Packard Hospitality Group, LLC www.packard-1.com	Michael Goldstein michael@packard-1.com	2,950	22	\$94,000,000	4,252	26	\$102,000,000
58	71	Charlestowne Hotels www.charlestownehotels.com	Michael Tall mtall@charlestownehotels.com	2,765	29	\$79,606,000	2,332	25	\$38,000,000

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59	58	Hotel Managers Group www.hmg-hotels.com	Alan B. Bowles, III alan.bowles@hmg-hotels.com	2,697	20	NA	NA	13	NA
60	77	American Hospitality Management Inc. www.ahm-hotels.com	Craig Bonter bonter@ahm-hotels.com	2,625	27	\$34,000,000	NA	NA	NA
61	68	Carlson Rezidor Hotel Group www.carlsonrezidor.com	Bob Kleinschmidt development@carlsonrezidor.com	2,599	13	NA	2,462	13	NA
62	63	Milestone Hospitality Management, LLC www.milestonehotels.com	Lea Ann Kish lkish@milestonehotels.com	2,552	15	\$68,600,000	2,552	15	\$70,900,000
63	–	Evolution Hospitality www.evolutionhospitality.com	Matt Raine mattr@evolutionhospitality.com	2,536	11	\$160,000,000	0	0	\$0
64	–	Donohoe Hospitality Services LLC www.donohoeHospitality.com	Chris Bruch chrisB@donohoe.com	2,477	11	\$140,000,000	2,477	11	\$130,000,000
65	–	American Resort Management, LLC www.americanresortmanagement.com	Richard Coleman rcoleman@ampallc.com	2,350	7	\$34,000,000	2,150	5	\$27,000,000
66	–	Leisure Hotels & Resorts www.leisurehotel.com	Steven C. Olson solson@leisurehotel.com	2,302	20	\$39,066,200	1,741	17	\$30,780,500
67	–	Schulte Hospitality Group, LLC www.schultehospitality.com	Darryl Schulte darryljr@schultehospitality.com	2,282	21	\$40,883,067	1,256	12	\$26,279,916
68	73	Heartland Hotel Corp. www.heartlandhotel.com	Jim Smith j.smith@heartlandhotel.com	2,273	13	\$77,000,000	2,248	12	\$73,000,000
69	65	The Hotel Group www.thehotelgroup.com	Doug Dreher ddreher@thehotelgroup.com	2,252	19	\$77,469,347	2,102	18	\$66,628,023
70	69	Integral Hospitality Solutions www.integralhospitality.com	Nancy Galloway nancy@integralhospitality.com	2,247	NA	NA	NA	NA	NA
71	–	Associated Hotels, LLC www.associatedhotelsllc.com	Jay Fishman jay@assochotels.com	2,197	14	\$41,206,000	1,578	7	\$34,633,000
72	49	HVS Hotel Management www.hvshotelmanagement.com	Jeff Crowley jcrowley@HVS.com	2,193	17	\$70,000,000	2,650	19	\$65,000,000
73	30	Winegardner & Hammons, Inc. Hotels and Resorts www.whihotels.com	Mike Conway mike.conway@whihotels.com	2,048	11	NA	1,579	8	NA
74	–	S&L Hospitality www.slhosp.com	Eric Lund elund@slhosp.com	2,021	NA	NA	NA	NA	NA
75	103	Noble House Hotels and Resorts www.noblehousehotels.com	Steve Sanborn ssanborn@noblehousehotels.com	2,003	10	\$121,155,259	1,465	7	\$86,103,673
76	–	Providence Hospitality Partners LLC www.providencehospitality.com	David B. Storm dstorm@provhp.com	1,988	15	NA	988	9	NA
77	85	Excelsior Hospitality Management International www.excelsiorhospitality.com	Philippe Fontanelli pfontanelli@excelsiorhospitality.com	1,942	14	\$62,300,000	1,755	13	\$54,800,000
78	–	Sand Hospitality, LLC www.sandcompanies.com	Daniel H. Krahn dhkrahn@sandcompanies.com	1,934	22	\$31,500,000	1,480	18	\$20,500,000
79	83	Kokua Hospitality, LLC www.kokuahospitality.com	Phil Tufano general@kokuahospitality.com	1,918	5	NA	1,918	5	NA
80	–	Kana Hotel Group www.kanahotelgroup.com	Kevin Mahoney Info@kanahotelgroup.com	1,884	19	NA	1,304	13	NA
81	74	Delaware North Companies Parks & Resorts www.experienceDNC.com	Kevin Kelly kkelly@dncinc.com	1,873	9	\$155,160,000	2,187	10	\$178,450,000
82	89	Good Hospitality Services www.goodhsi.com	Jeffery J. Good jgood@goodhsi.com	1,864	22	\$37,400,000	1,638	19	\$34,300,000
83	78	SSN Hotel Management www.ssnhotels.com	Peter Bhai peterbhai@ssnhotels.com	1,860	15	\$37,000,000	1,660	13	\$33,000,000
84	86	Chandler Hotel Group www.chandlerhotelgroup.com	Jared Chandler jared@chandlerhotelgroup.com	1,857	NA	NA	NA	NA	NA
85	82	Hospitality Specialists, Inc. www.hospitalityspecialistsinc.com	NA NA	1,832	19	\$7,872,015	1,900	21	\$8,879,055
86	158	Vision Hospitality Group, Inc. www.vhghotels.com	Sandra D. Gurgone sgurgone@vhghotels.com	1,719	17	\$49,000,000	1,452	14	\$40,000,000
87	95	LinGate Hospitality www.lingatehospitality.com	Claude Bacon claud.bacon@lin-gate.com	1,651	15	NA	1,375	12	NA
88	94	3H Group Hotels, Inc. www.3hgrouphotels.com	Hiren Desai hdesai@3hgrouphotels.com	1,559	15	NA	1,451	14	NA

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89	97	Pride Hospitality, LLC www.pridehospitality.com	Mark Zipperer mark@pridehospitality.com	1,554	19	\$30,800,000	1,441	17	\$28,000,000
90	–	Greenwood Hospitality Group, LLC www.greenwoodhospitality.com	Thomas W. Conran tconran@greenwoodhospitality.com	1,550	7	\$60,000,000	1,550	7	\$54,000,000
91	43	Regency Hotel Management, LLC www.regency-mgmt.com	Greg Schjodt info@regency-mgmt.com	1,547	16	NA	1,560	16	NA
92	–	Pacific Plaza Hotels, Inc. www.pacificplazahotels.com	Carl Doughty carl@pacificplazahotels.com	1,506	15	\$38,200,000	1,465	14	\$34,500,000
93	92	Charter One Hotels & Resorts www.charteronehotels.com	Scott Busby sbusby@charteronehotels.com	1,500	13	\$38,000,000	1,543	14	\$36,750,000
94	51	Growth Properties Management www.gpim.net	Vince Ciro vince@gpim.net	1,497	13	NA	1,789	17	NA
95	–	M.Gibson Hotels www.mgibsonhotels.com	C. Michael Gibson michael.gibson@mgibsonhotels.com	1,486	16	NA	1,368	15	NA
96	93	Jackson Hospitality Services www.jacksonhospitality.com	Neal Jackson neal@jacksonhospitality.com	1,465	14	NA	1,176	12	NA
97	108	Ledgestone Hospitality LLC www.ledgestonehospitality.com	Ken Garvin kgarvin@ledgestonehospitality.com	1,402	22	NA	1,120	18	NA
98	–	Sap Hotels LLC www.SAPhotels.com	Raj Shendge rajesh.shendge@SAPhotels.com	1,400	12	\$19,000,000	1,000	10	\$15,000,000
99	–	Rohm Hotel Group www.rohmhotels.com	Ketan Patel ketan@rohmhotels.com	1,395	13	NA	800	8	NA
100	–	Modus Hotels www.modushotels.com	Jerry Early jeary@modushotels.com	1,370	10	\$55,000,000	1,332	11	\$57,000,000
101	101	Hotel Investment Services, Inc. www.his-corp.com/	Lisa Mollenkamp lisamollenkamp@his-corp.com	1,318	13	\$41,582,464	1,233	12	\$39,051,653
102	96	IMIC Hotels www.imichotels.com	Kathy Rabune krabune@imichotels.com	1,311	14	NA	1,311	14	NA
103	98	Vista Host, Inc. www.vistahost.com	Michael Harrell mharrell@vistahost.com	1,304	12	\$41,948,551	1,347	13	\$35,622,005
104	–	Tishman Hotel Corp. www.tishmanhotels.com	Andrea Kepic akepic@tishman.com	1,295	4	\$77,978,229	1,295	4	\$76,323,814
105	109	InnSuites Hotels, Inc. dba InnSuites Boutique Hotel Collection www.ibchotel.com , www.innsuites.com	Pamela Barnhill pbarnhill@innsuites.com	1,283	8	\$19,100,000	1,283	8	\$17,100,000
106	–	Love Hotel Management Co. www.lovehotelmgmt.com	Peter Schiffer pschiffer@lovemgmt.com	1,281	6	NA	836	3	NA
107	–	Salamander Hotels & Resorts www.salamanderhotels.com	Prem Devadas pdevadas@salamanderhotels.com	1,268	6	\$108,526,805	618	2	\$34,000,117
108	67	Expotel Hospitality www.expotelhospitality.com	Kerry Ranson kranson@expotelhospitality.com	1,258	7	\$23,000,000	1,258	5	\$17,000,000
109	–	Vantage Hotel Management www.vantagehospitality.com	Craig Leitch cleitch@vantagehospitality.com	1,200	9	NA	NA	NA	NA
110	75	General Hotels Corp. www.genhotels.com	Greg Hovis ghovis@genhotels.com	1,178	9	\$21,173,000	483	3	\$8,670,000
111	81	Coral Hospitality www.coralhospitality.com	NA NA	1,177	8	\$130,000,000	1,177	8	\$130,000,000
112	–	National Hospitality Services LLC www.nationalhospitality.biz	Norman Leslie nhleslie@nationalhospitality.biz	1,134	10	\$23,700,000	661	5	\$20,000,000
113	–	Allegiance Hospitality www.allegiancehospitality.com	Caryn Kboudi ckboudi@allegiancehospitality.com	1,132	7	NA	881	6	NA
114	39	New Castle Hotels & Resorts www.newcastlehotels.com	Gerald Chase gchase@newcastlehotels.com	1,100	5	\$41,404,052	1,283	7	\$49,551,903
115	132	Gulph Creek Hotels www.gulphcreekhotels.com	Derek Sylvester dsylvester@gulphcreekhotels.com	1,096	8	NA	NA	NA	NA
116	116	Southwest Hospitality Management www.swhm.com	Ash Patel ashpatel@swhm.com	1,074	10	NA	984	9	NA
117	126	Western States Lodging & Management www.wslm.biz	Andy Pettingill andyp@wslm.biz	1,045	9	NA	814	7	NA
118	60	Lane Hospitality www.lanehospitality.com	Bill DeForrest bdeforrest@lanehospitality.com	1,039	8	\$26,353,854	1,039	8	\$25,644,639
119	–	Lodging Unlimited, Inc. www.lodgingunlimited.com	Morris E. Lasky mlasky@aol.com	1,023	8	NA	983	7	NA

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120	–	Westway Hospitality www.westwayhospitality.com	William B. Weatherford wbw@westwayhospitality.com	1,000	5	\$11,600,000	885	4	\$8,500,000
121	123	Great Lakes Management Group www.glmghotels.com	Neil Densmore neil@glmghotels.com	989	14	\$15,000,000	897	12	\$14,800,000
122	–	Midas Hospitality www.midashospitality.com	David Robert drobert@midashospitality.com	982	8	\$14,600,000	555	6	\$5,100,000
123	–	High Peaks Hospitality, LLC www.highpeakshospitality.com	Heidi Hackett heidi@actioncompanies.com	957	12	NA	1,100	13	NA
124	127	Dellisart LLC www.dellisart.com	Douglas Artusio douglas.artusio@dellisart.com	925	7	\$25,000,000	800	6	\$22,000,000
125	–	Trust Hospitality www.trusthospitality.com	Michael Register mregister@trusthospitality.com	890	14	\$35,000,000	820	12	\$32,000,000
126	–	WillGar Hotel Mgt LLC www.willgarhotel.com	David Williams willgarhotelconsulting@gmail.com	884	5	\$2,110,125	725	8	\$2,945,365
127	128	Amerilodge Group www.amerilodge.com	Asad Malik asad.malik@amerilodge.com	863	11	\$17,300,000	783	10	\$15,173,000
128	124	Valley Forge Hotel Management Co. www.vfhotels.com	Rick Odoriso rodoriso@vfic.com	842	5	\$36,500,000	842	5	\$36,500,000
129	–	RDA Hotel Management Co. www.rdahotelmanagementco.com	Kimberly Hurray khurray@rdamanagement.com	825	7	NA	705	6	NA
130	131	Dunn Hospitality Group www.dunnhospitalitygroup.com	Robert Jobes bjobes@dunnhospitality.com	792	8	\$16,756,834	672	7	\$14,318,845
131	–	South Beach Group Hotels Inc. www.southbeachgroup.com	Stephanie Balazs stephanie.balazs@southbeachgroup.com	770	11	\$28,500,000	592	9	\$21,000,000
132	–	Griffin Stafford Hospitality www.griffinstafford.com	Joel Griffin joel@griffinstafford.com	747	7	\$15,265,000	625	6	\$11,530,000
133	146	Twenty4Seven Hotels www.t4shotels.com	David Wani admin@t4shotels.com	739	5	\$12,200,000	523	4	\$9,000,000
134	90	Park Place Hospitality Group Inc. www.parkplacehg.com	Fred Lopez fred.lopez@parkplacehg.com	689	6	\$12,000,000	474	5	\$9,000,000
135	118	Paramount Hospitality Management, LLC www.paramounthospitality.com	Marco Manzie mmanzie@phmemail.com	672	2	\$21,774,840	672	2	\$17,919,980
136	–	Kelco Management and Development www.kelcohotels.com	Kelley D. Slay kdslay@kelcohotels.com	665	5	\$14,000,000	465	4	\$12,000,000
137	110	StepStone Hospitality www.stepstonehospitality.com	Blair Wills bwills@stepstonehospitality.com	631	3	NA	NA	NA	NA
138	142	Naples Hotel Group LLC www.napleshotelgroup.com	Mike Bou-Sliman mike@napleshotelgroup.com	600	5	NA	NA	NA	NA
139 (tie)	135	Dune Management Co., Inc. www.duneresorts.com	Kenneth C. Kalafut kckalafut@dunemanagement.com	576	15	\$15,300,000	603	14	\$16,300,000
139 (tie)	–	Jackson Hotel Management NA	Tom Jackson tom.jackson@jacksonhotelmanagement.com	576	4	NA	964	7	NA
140	138	M&R Hospitality Management www.mrhotelgroup.com	Amit Gandhi agandhi@mrhotelgroup.com	565	6	\$20,000,000	565	6	\$18,000,000
141	130	Sunway Hotel Group www.sunwayhotel.com	Linda L. Smith lsmith@sunwayhotel.com	533	5	NA	NA	NA	NA
142	–	Venerts Hotel Management www.venerts.com	Susan Dolney susan@venerts.com	532	7	NA	535	7	NA
143	151	NorthStar Hospitality LLC www.northstarhospitality.com	Bill Kirk billkirk@northstarhospitality.com	523	7	\$10,338,989	381	5	\$6,950,374
144	134	Coastal Hotel Group www.coastalhotels.com	Yogi Hutsen yhutsen@coastalhotels.com	513	4	\$21,000,000	611	4	\$23,000,000
145	–	CHA Management www.chamanagement.com	Gerald Pettitt jpetitt@chamanagement.com	511	4	\$6,000,000	167	2	\$3,000,000
146	148	Essex Hotel Management, LLC www.essexhotelmanagement.com	Barbara Purvis bpurvis@essexrochester.com	494	5	\$10,600,000	423	4	\$8,100,000
147	114	Vesta Hospitality www.vestahospitality.com	Rick Takach rtkach@vestahospitality.com	484	4	NA	608	5	NA
148	120	Kasandas Properties LLC www.kasandas.com	Roshan Patel rpatel@kasandas.com	480	7	\$4,200,000	322	5	\$3,600,000
149	140	Sader Hospitality Worldwide, LLC www.saderhospitality.com	Ghassan J. "Gus" Sader gs@saderhospitality.com	476	3	NA	240	2	NA

2012 Rank	2011 Rank	Company name Website	Contact name Contact email	Guestrooms third-party managed in the U.S. as of Dec. 31, 2011	Properties third-party managed in the U.S. as of Dec. 31, 2011	Revenue for third-party-managed properties in the U.S. for 2011	Guestrooms third-party managed in the U.S. as of Dec. 31, 2010	Properties third-party managed in the U.S. as of Dec. 31, 2010	Revenue for third-party-managed properties in the U.S. in 2010
150	–	Paragon Hotel Corp. www.paragonhotels.com	Dave Kingston dkingston@paragonhotels.com	467	5	\$13,000,000	467	5	\$12,800,000
151	143	Redstone Companies Hospitality www.redstonecompanieshospitality.com	Eric Terry eterry@redstonecompanies.com	463	2	\$91,800,000	463	2	\$86,600,000
152	144	Radius Hospitality www.radiushospitalitygroup.com	Randy Budd rbudd@radiushospitalitygroup.com	451	4	\$18,500,000	451	4	\$17,500,000
153	136	PR Hospitality Group, LLC www.prhospitalitygroup.com	Phil Riley prhospitality@comcast.net	437	3	NA	437	3	NA
154	145	Kautilya Group www.kautilyagroup.com	Gary Patel info@kautilyagroup.com	431	4	NA	431	4	NA
155	–	BayStar Hotel Group www.baystarhotels.com	George E. Glover or Ford Smith gglover@baystarhotels.com , fsmith@baystarhotels.com	427	2	NA	0	0	\$0
156	147	Golder Hospitality www.golderhospitality.com	Rob Hjort rhjort@golderhospitality.com	425	3	\$11,600	425	3	\$10,000,000
157	–	R. A. Rauch & Associates, Inc. www.hotelguru.com	Robert Rauch rauch@hotelguru.com	404	5	\$13,500,000	324	3	\$10,500,000
158	–	Auberge Resorts www.aubergeresorts.com	Caroline MacDonald info@aubergeresorts.com	370	9	NA	300	7	NA
159	155	Boutique Hospitality Management www.boutique-hospitality.com	Keith Space keith@boutique-hospitality.com	369	5	\$16,000,000	284	3	\$11,000,000
160	–	Kupuna Hospitality LLC www.kupunahospitality.com	Rick Gabrielsen rick@kupunahospitality.com	353	3	\$9,100,000	132	1	\$4,000,000
161	150	T. R. Management Corp. www.trmanagementcorp.com	Tarang Patel tpatel@trmanagementcorp.com	270	NA	NA	NA	NA	NA
162	139	Buffalo Lodging Associates www.buffalolodging.com	Cole Fach cfach@buffalolodging.com	269	2	NA	147	1	NA
163	102	Schahet Hotels, Inc. www.schahethotels.com	Greg Schahet info@schahethotels.com	258	2	NA	258	2	NA
164	53	Generation Companies, LLC www.generationcompanies.com	Randy Coupland rcoupland@generationcompanies.com	240	3	\$4,994,451	354	4	\$6,542,183
165	–	Senate Hospitality www.senatehospitality.com	Glenn Malone glenmalone@senatehospitality.com	203	1	\$13,000,000	203	1	\$12,500,000
166	141	Dora Hotel Co., LLC www.dorahotelco.com	Ashley Dora adora@dorahotelco.com	154	2	\$1,800,000	NA	NA	\$500,000
167	157	Tudor Inns www.collegeinnseattle.com	Chris Tudor chris@tudorholdingsllc.com	144	3	\$3,500,000	144	3	\$3,300,000
168	–	The North Central Group www.ncghotels.com	Jonathan D. Bogatay info@ncghotels.com	143	2	NA	NA	NA	NA
169	–	JHM Hotels www.JHMhotels.com	Dharmendra J. (DJ) Rama djrama@JHMHotels.com	120	1	NA	120	1	NA
170	–	Cooper Hotels www.cooperhotels.com	Pace Cooper pcooper@cooperhotels.com	119	1	\$3,909,257	119	1	\$2,638,152
171	156	Davalls Hospitality www.davallshospitality.com	David Stahl davallshospitality@gmail.com	100	1	\$1,100,000	235	2	\$2,500,000

NA means not applicable or not answered