



**Council of Inns & Suites Committee
Javits Convention Center
New York, NY
November 14, 2007
2:30 pm-4:30 pm**

Members Attending:

Gretchen Hazel, Intercontinental Hotels Group
Joseph Kane, Jr., Days Inn Worldwide
Ric Leutwyler, Best Western International
Steven Mogck, Carlson Hotels Worldwide
Pragna Patel, Samata Management Inc.
Vinaykumar Patel, JAI Hotels, LLC
Kirby Payne, HVS/American Hospitality
David Pepper, Choice Hotels International

AH&LA Staff:

Faye Gayes, VP Sate Relations & Educational Programs
Debra Constanzo, Staff Liaison
Mike Sullivan, VP National Accounts

Members Absent:

Peggy Berg, The Highland Group, Jonathan Bogatay, North Central Group, Liam Brown, Marriott International, Al Calhoun, Thomas Calhoun Fair, Bill Folkerts, Comfort Inn, Linda Gallagher, Days Inn Worldwide, Brad Garner, Smith Travel, Pam Inman, AH & LA, Mark Lomano, Smith Travel Research, Mike Malley, Hotel & Motel Management, Tammie Matthews, Choice IOC, John Merkin, Intercontinental Hotels Group, Janna Morrison, Choice Hotels International, Steve Nicholas, Noble Quality Foundation, Dino Pallota, Days Inn Worldwide, Alkesh Patel, Trupadi Inc., Alpesh Patel, Wingate Inn, Anil Patel, Northstar Management Group, Bharat Patel, Sun Development, Mike Patel, Diplomat Companies, Naresh Patel, LHS, Sandhya Patel, Econo Lodge, Taurun Patel, David Pepper, Choice Hotels, M.P. Rama, JHM Hotels, Dean Savas, Accor North America, Shaun Smithson, Hilton Garden Inn Hotels, Ken Smotherman, Best Western International, Alan Tallis, La Quinta Inns, Rajiv Trivedi, La Quinta Mgmt., Dan Trotochand, Baymont Inn Mackinaw City, Robert Voelker, Stouffer Hotels & Resort, Matthew Wadell, Johnny Walker, Choice Hotels, Joe Wheeling, Red Roof Inns, Lew Wiens, True North Hotel Group

I. Call to Order

Ric Leutwyler (filled in for Mike Patel) called the meeting to order at 2:30 p.m. and welcomed everyone with introductions. Mr. Leutwyler reminded the committee about the antitrust statement.

The minutes of the June 14th meeting were approved.

II. Joe Kane gave an update on:

- AH&LA strategic plan
- Membership drive and adding sales staff to assist PSA's. He would like to see membership increase by 15-20%
- Going Green issues for hotel industries
- 100th Anniversary –year 2010
- Joe listed Core Strategies of AH&LA:
 - Membership
 - Voice of the Industry (Hotel PAC)
 - Multi Culture & Diversity
- Joe wanted PSA's to get AH&LA news to members and recommended a “pop up” linking to our committee reports
- Ric Leutwyler asked Joe what makes a successful council and the discussion moved to the Mission Statement
- Faye Gayes will be rewording the Mission Statement to show more support for AH&LA's core strategies based on discussion among members present.

III. Steve Mogck talked about Best Practices:

- He stated a need to discuss real issues and communicate back to their own brands as well as setting up “issue lists”.
- David Pepper would like to see real global issues addressed.

IV. Other Discussion about Council

- Council members present emphasized the importance of maintaining the mix of owners, operators and corporate leaders.
- Council members urged that all organizations represented on the council take the steps to ensure that representatives are in attendance for each meeting.
- Council members focused on the importance of productive, relevant and focused discussion during meetings.

IV. Kirby Payne spoke about bringing in new leaders and mission statement

- Kirby Payne gave history of council highs and lows. He also stated that the Best Practices need to be relevant to the needs of the industry. Discussion was based on why it was so successful in the beginning (hotel, allied, franchise and franchisor).
- Ric Leutwyler and Steve Mogck volunteered to be co-chairs. Recommendation to go to Joe McInerney for approval by new AH&LA chairman.

V. Next Meeting:

ALIS conference in Los Angeles 1/28-1/30/08 (exact date and time will be sent to committee when determined). Suggestions for next meeting would be credit crunch, healthcare issues, developing trends

VI. Adjournment

The meeting was adjourned at 4:25 pm