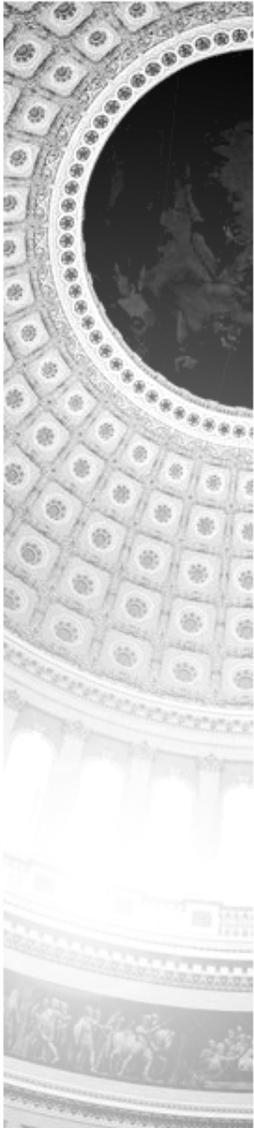


ISHC Membership Meeting

October 30, 2008



- I. Welcome /Roll Call (Morone)
- II. Committee/Project Reports
 - Treasurer/Finance (Hennessey)
 - Marketing (Brudney & Fareed)
 - Membership (Pastorino)
 - Friends of the Society (Arrants)
 - Scholarship (Swig)
 - Professional Conduct (Robinson)
- III. Board of Directors/New Business (Morone)
- IV. Meeting Recap & Adjournment (Morone)
- V. Welcome & Intro of Candidates (Pastorino)

Financial Update 2008

	YTD Aug	YE Forecast	YE Budget
TOTAL REVENUE	234,282	294,604	277,650
TOTAL EXPENSES	189,675	279,995	277,650
NET INCOME (LOSS)	45,015	14,609	0

Financial Update 2008

	YTD Aug	YE Forecast	YE Budget
REVENUE			
Dues	184,450	185,000	187,650
Annual Conference (net)	0	35,000	25,000
Friends of the Society	37,500	57,500	52,500
CapEx Sales	10,104	10,104	3,500
Interest	2,228	7,000	9,000
TOTAL REVENUE	234,282	294,604	277,650

Financial Update 2008

	YTD Aug	YE Forecast	YE Budget
EXPENSE			
Audit Fees	7,026	7,026	6,700
Bank charges – credit cards	4,106	4,200	3,000
Bank Charges	427	427	400
Dues and subscriptions	295	1,500	2,500
Awards and gifts	763	763	100
Insurance	0	1,700	1,700
Legal fees	136	136	0
Management and headquarters fee	66,533	95,500	95,000
Travers Group fee	70,000	105,000	105,000
Miscellaneous	49	49	0
Postage/shipping/delivery	1,978	2,500	2,500
Stationary/supplies	1,261	2,000	2,500
Photocopying/printing	104	200	0
Telephone and fax	3,244	6,500	6,500
Travel staff	6,283	9,000	9,500
Travel committee expenses	167,249	236,500	235,400
Website	19,826	32,500	32,500
Marketing	395	3,475	3,100
TOTAL EXPENSES	189,675	279,995	277,650

CELEBRATING 20 YEARS

ISHC

INTERNATIONAL SOCIETY OF
HOSPITALITY CONSULTANTS

ISHC Marketing Committee

- Web Site
- ISHC Pioneer Awards
- Industry Meetings & Events
- Participation on Industry Boards & Committees
- Articles & Publications
- Strategic Alliances/Relationships
- Special Projects

ISHC Marketing Committee

➤ Web Site

ISHC Marketing Committee

➤ ISHC Pioneer Award – US

2009 J. W. Marriott- ALIS San Diego January 09

I

ISHC Marketing Committee

➤ Industry Meetings & Events

-ALIS San Diego- Supporting Sponsor

-IHIF Berlin- Supporting Sponsor

-Hunter Conference Atlanta-Supporting Sponsor

-Real Estate Forum New York- Supporting Sponsor

-Caribbean HIC Trinidad- Supporting Sponsor

-WTTC Dubai- Supporting Sponsor

-Canadian HIC Toronto – Supporting Sponsor

ISHC Marketing Committee

- Industry Meetings & Events (continued)
 - Australia New Zealand Asia Pacific HIC- Supporting Sponsor
 - HICAP- Supporting Sponsor
 - International Hotel Conference-Supporting Sponsor
 - Central America Tourism & Hotel Investment Exchange, Nicaragua
 - Hotel Investment Forum, Mumbai - Supporting Sponsor

ISHC Marketing Committee

➤ Participation on Industry Boards & Committees
(Lori Raleigh)

-AH&LA Board of Directors

-IREFAC

-ALIS Planning Committee

-Real Estate Forum Hotel Industry Advisory Board

-NYU Tisch Center for Hospitality, Tourism & Sports
Mgt. Advisory Board

-National Hotel Executive Finance Advisory Board

ISHC Marketing Committee

- Articles & Publications (Matt Arrants)
 - Hotel & Motel Management Consultant's Corner
 - ISHC Library

ISHC Marketing Committee

➤ Strategic Alliances & Relationships

- AH&LA
- AH&LEF
- Educational Institute
- World Travel & Tourism Council (WTTC)
- Hospitality Asset Managers Association (HAMA)
- Hotel Sales & Marketing Association International (HSMIAI)

ISHC Marketing Committee

➤ Special Projects

- Human Resource Publication (Drew Dimond) – a collection of ISHC member articles to be published by EI
- Hotel Asset Management: Principles & Practices (book) – A.J. Singh, Greg Denton (HAMA) and Lori Raleigh are co-editors and authors; other contributing authors include ISHC's R. Swig, C. Crandell, S. Hennessey and M. Arrants

Membership Status

(As of October 9, 2008)



	YE 2007	Oct. 9, 2008
Members	209	200
Full Active Members	201	191
Emeriti	1	4
Associates	3	1
Inactive	4	4
Candidates	Incl above	17

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U.S. vs. Non-U.S. Members



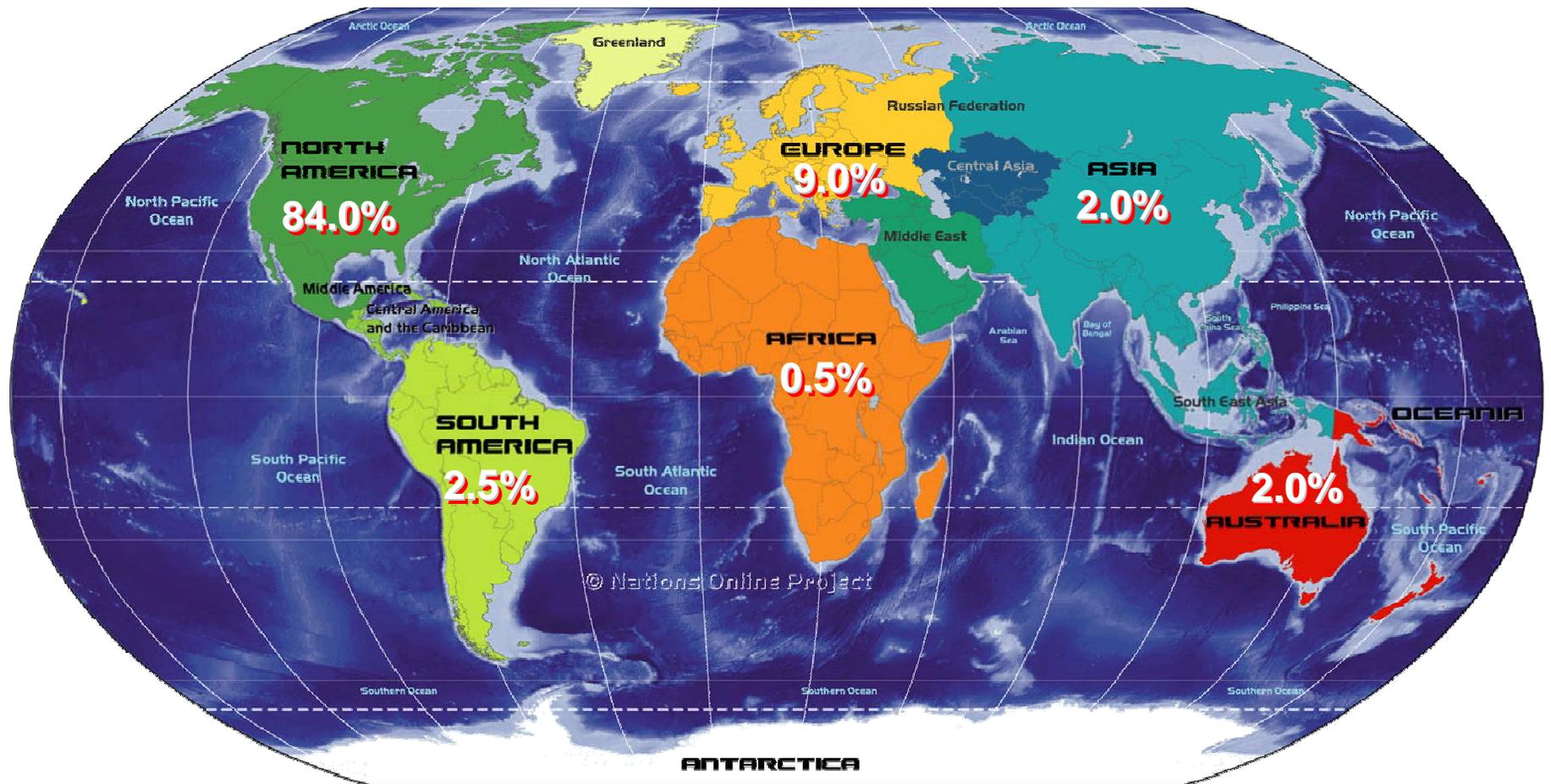
	YE 2007	Oct 9, 2008
Countries Represented	23	26
U.S.	81%	81%
Non-U.S.	19%	19%
Total Members	209	200
Industry Specialties Offered	51	50

Non-U.S. % has remained constant from 01-08

Range = 32 to 40.

(as of October 9, 2008)

Geographic Distribution of Current Members By Continents



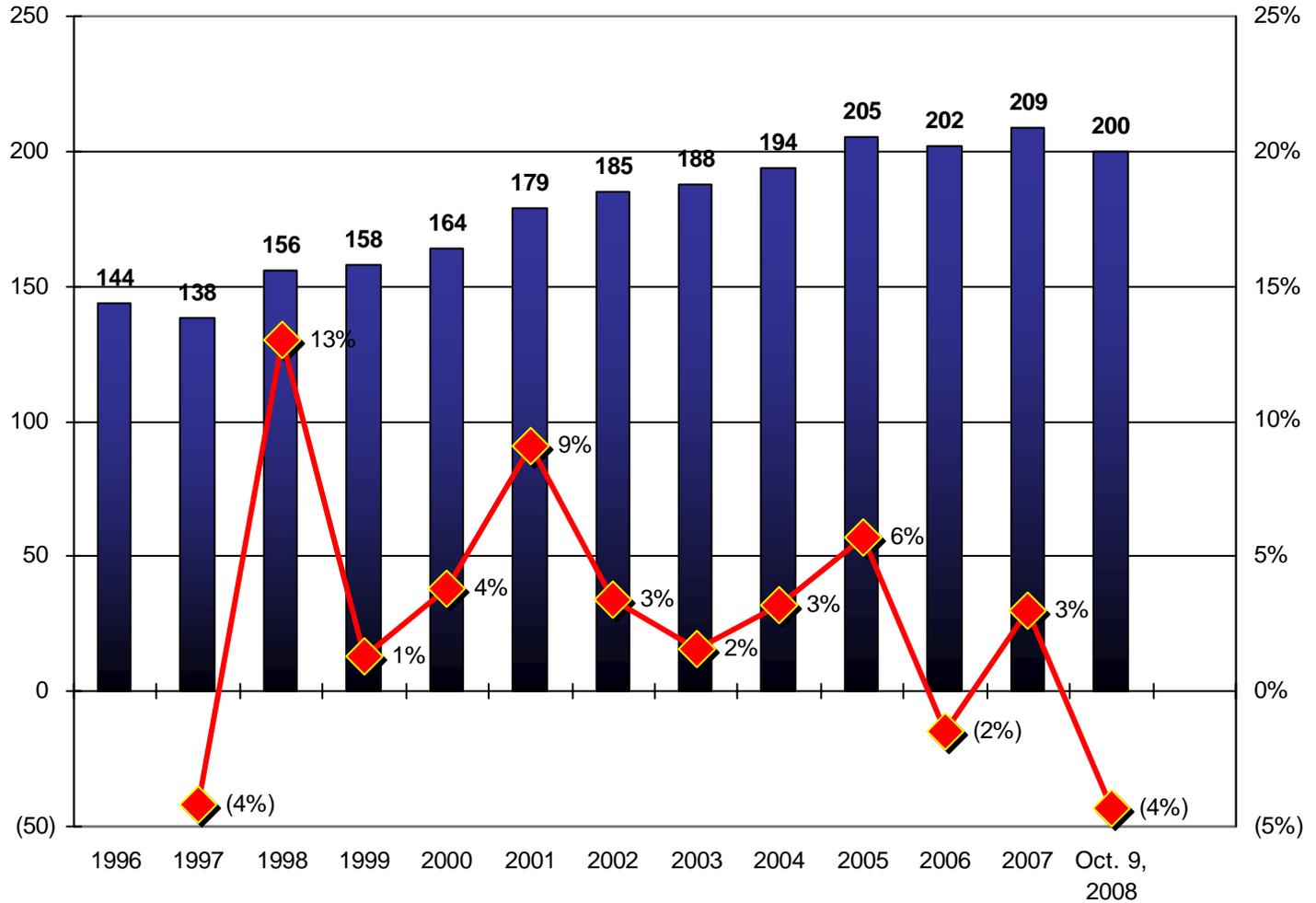
(as of October 9, 2008)

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Historical Membership Growth



■ No. of Members ◆ % Change From Previous Year

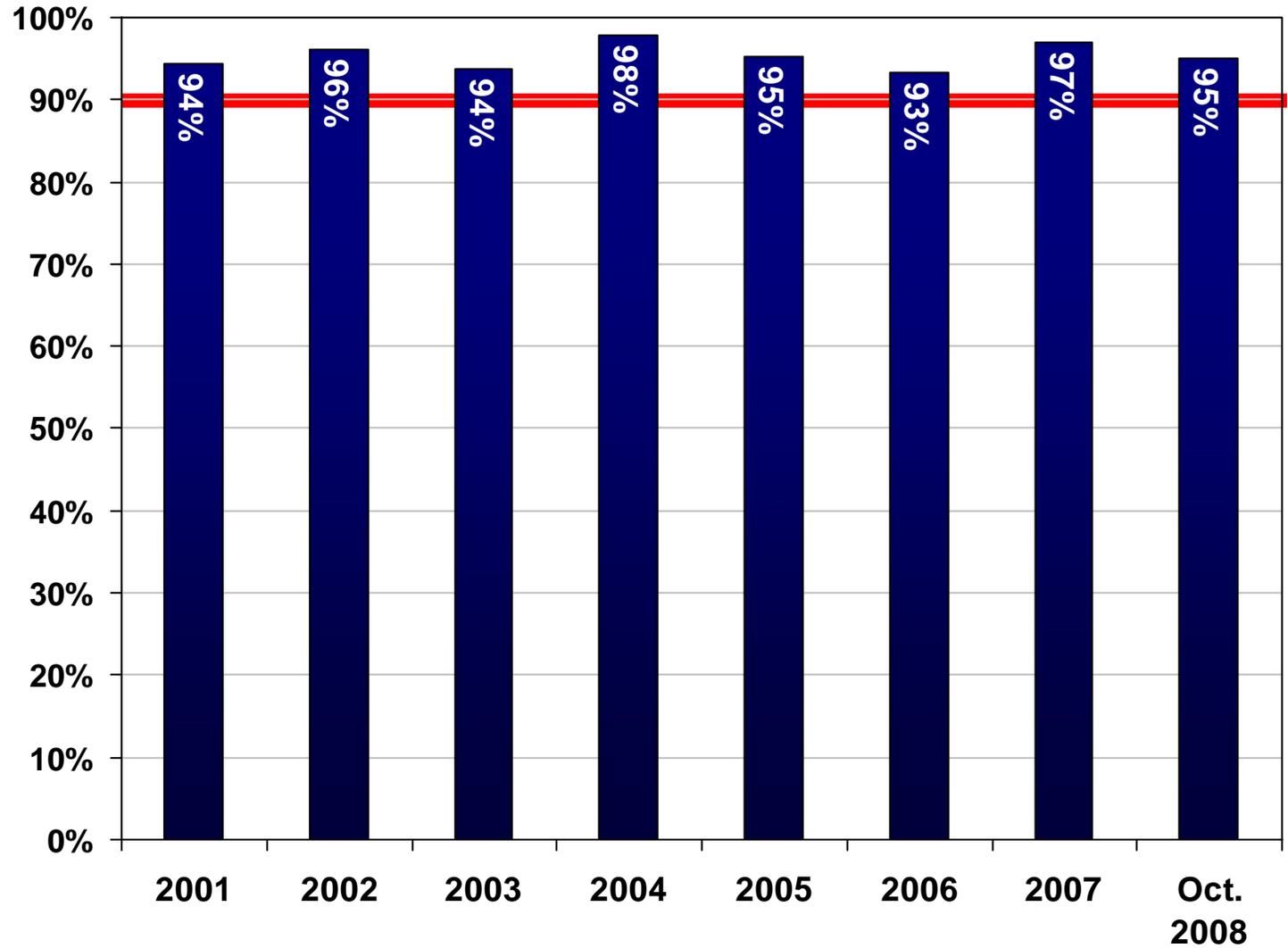
(as of October 9, 2008)

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Historical Retention



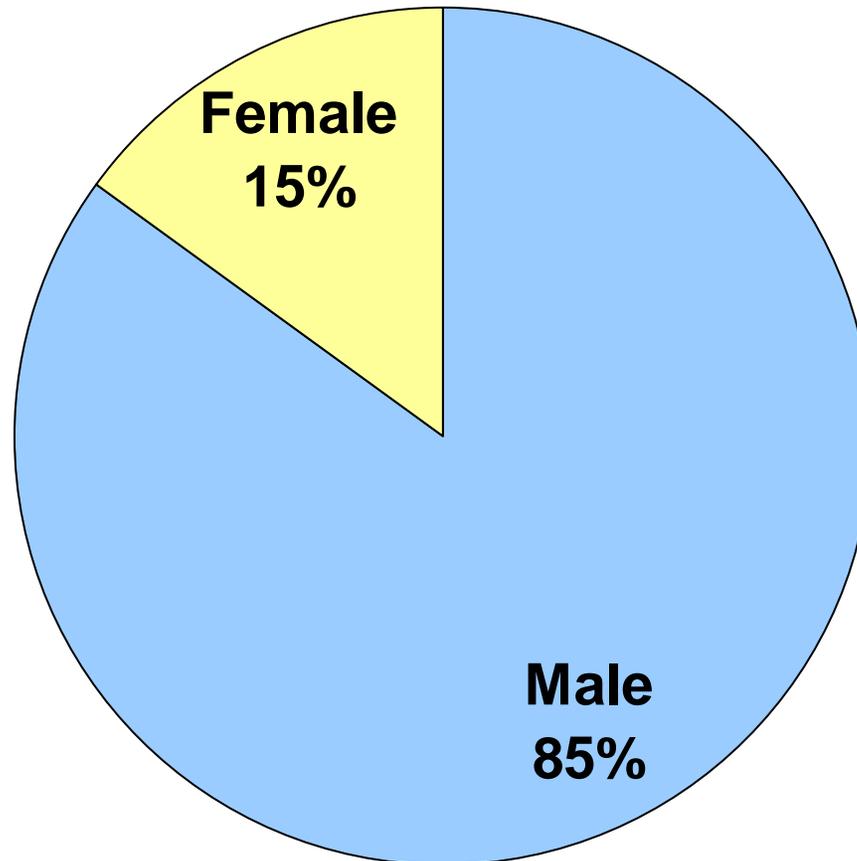
(as of October 9, 2008)

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Gender of Membership



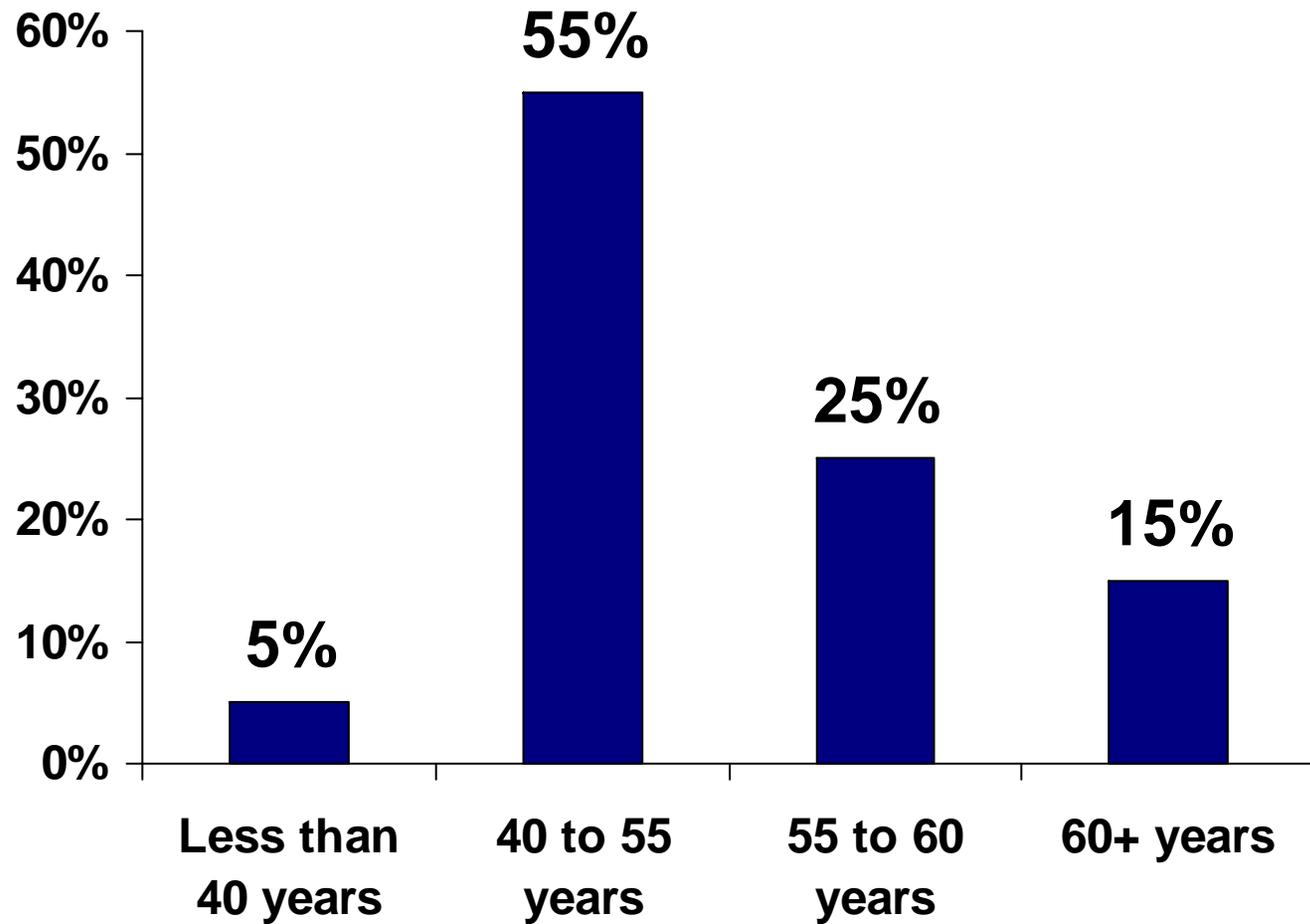
(as of October 9, 2008)

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~Age of Members (Anecdotal)



(as of October 9, 2008)

Top 20 Industry Specialties by # of Members

(Based upon ability to only select 4 on ISHC web-site)

Services	# of Members	Services	# of Members
Due Diligence/Feasibility/Market Studies	79	Alternative Dispute Resolution - Arbitration	22
Litigation Support - Expert Witness	53	Legal Services	17
Operational Analysis/Reviews	37	Workouts & Restructurings	16
Asset Management	34	Marketing & Sales	14
Development Services	34	Alternative Dispute Resolution - IRBs	14
Acquisition/Disposition/Brokerage	32	Facility and Interior Design	13
Appraisals	31	Timesharing/Vacation Ownership	13
Alternative Dispute Resolution - Mediation	28	Design & Construction Management/ Project Management	11
Financial Analysis/Investment Analysis	27	Architectural & Engineering Services	10
Strategic Planning	27	Tourism Destination Development	10

(as of October 9, 2008)

Industry Specialties With Less than 5% of Members

(Based upon ability to only select 4 on ISHC web-site)

Ad Valorum/Real Estate tax	Management Outsourcing/interim Management
Building Facility/Room Management Systems	Mystery Shopping
Business Valuation	Organizational Development
Casinos/Gaming	Ownership Transition Support
Corporate Board Expertise	Privatization
Customer surveys/guest satisfaction/employee surveys	Purchasing
Executive Search	Recreational Facilities (golf, tennis)
Family Entertainment Centers	Research
Food Service/Food & Beverage Consulting	Reservations Systems/CRS/GDS Connectivity
Forensic Analysis	Restaurants
Franchise Expertise	Revenue Management
Human Resources	Spas
Labor Productivity Management	Technology
Labor Relations Management	Tourism Research and Consulting
Loan Underwriting	Turnkey Development Services
Management Education	Water Parks

(as of October 9, 2008)

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Key Points From SP and Mbr Survey

- Quality vs. Quantity still primary
- Existing members best conduit to recruiting
- Your focus on new candidates should be on





Target Geographic Locations

- Argentina
- Bahrain
- Chile
- Costa Rica
- France
- Germany
- Greece
- Italy
- Japan
- Mexico
- Nicaragua
- Panama
- Peru
- Russia
- Qatar
- South Africa
- South Korea
- UAE
- UK
- Vietnam

ISHC POC – Karen Johnson



Areas of Expertise Where We are Deficient

- "Green"
- Immigration and labor
- Vacation ownership
- Risk management

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Associate Membership

burgeoning future "stars" of industry

ISHC POC - Bruce Goodwin

Academic

Resource & collaborative partners

ISHC POC - AJ Singh



Other Items Worth Noting

- To sponsor a member, you must be personally familiar with the their work
 - Simply knowing the candidate from a conference or panel is insufficient
- Follow-through on Sponsor's part is critical
- Sponsorship forms on website:

ISHC Friends of the Society 2008

Choice Hotels International

Cornell Center for Hospitality Research

Fairmont Hotels & Resorts

Hostmark

HVS/American Hospitality Management

IHG

Interstate Hotels & Resorts

The Leading Hotels Worldwide

Marriott Hotels & Resorts

Mitel

Pyramid Advisors

Prism Hotels & Resorts

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ISHC Scholarship Fund

I. Scholarship Fund

Restricted Funds \$61,157

Unrestricted \$60,573

Total Fund Balance \$121,730

I. Conference Attendees

Melanie Wendt-Gordon

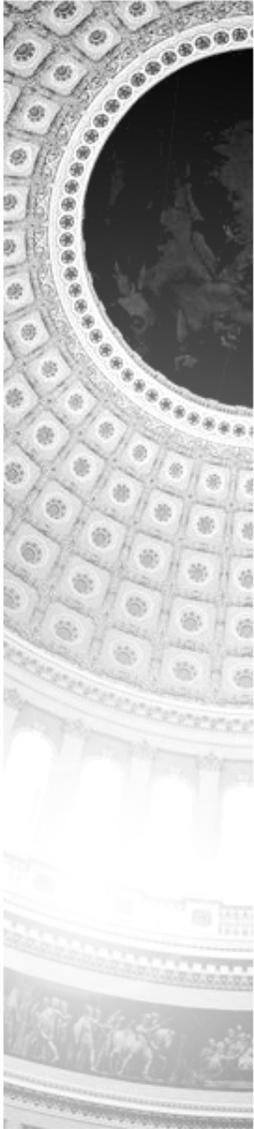
Aaron Grant Leong

Stuart Levy

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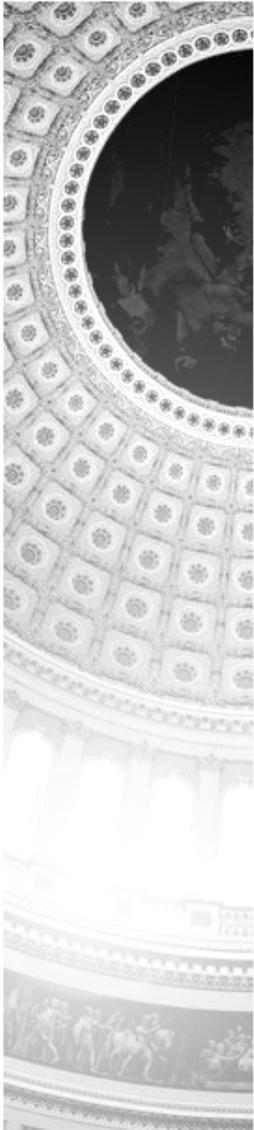


Professional Conduct

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Retiring Committee Chair

David Brudney- Marketing Chair

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ISHC Slate of Officers 2008/2009

Chairman – Thomas Morone

President – Angelos Loizou

Vice President- Matthew Arrants

Secretary- Bonnie Buckhiester

Treasurer- Sean Hennessey

Director #1- Steve Galbreath

Director #2- Kit Cassingham

Director #3 Lyle Hall

Director #4- Mehmet Onkal

New Business

Meeting Recap & Adjournment



Introduction of New Members!!!

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