2021
Annual Report

ASIAN AMERICAN HOTEL OWNERS ASSOCIATION, INC.
The Foremost Resource and Advocate for America’s Hotel Owners
MESSAGE FROM AAHOA OFFICERS

AAHOA Members,

2021 was again a year of ongoing change and uncertainty for small business owners, the hospitality industry, and our association as hotel owners across the U.S. continued to feel the wrath of a global pandemic, and internal and external forces forced us all to either adapt or flounder.

Thanks to supply chain issues, hotel owners and other small business owners struggled to get basic necessities to keep their businesses afloat. Thanks to labor shortages, hoteliers struggled – and are still struggling – to find and retain employees. And thanks to pandemic-induced inflation, everything is more expensive. All of these things, and more, have had a tremendous impact on AAHOA, our members, and our industry partners.

As an association, AAHOA experienced tremendous change in 2021. Despite setbacks, constant change, and disruption to our organization, AAHOA continued to make major headway on behalf of you, our members. Despite the changes and challenges, the fundamentals of AAHOA remain strong.

In this report, we’ll share the progress we made in 2021 and what we’ve accomplished as it pertains to advocacy, education, and other successes that continue to make AAHOA, and everyone we serve, a leader in the industry.

“Thanks to the amazing hard work and dedication of our Board of Directors, Ambassadors, Committee members, the AAHOA Team, and our faithful members, in 2021, AAHOA was able to make great strides despite the uncertainty that was all around us.”
We released the Oxford Study data, which sent a shockwave through the industry and underscored the impact and influence AAHOA Members have on the hotel industry.

We held a successful in-person convention – the first since 2019 – that attracted more than 6,400 attendees from across the U.S. to Dallas, TX.

We hosted 92 in-person events that brought together AAHOA Members after a year of being virtual in 2020, including six charity golf tournaments that raised nearly $250,000 for 29 charities, 57 Town Halls, and 22 Regional Conferences & Trade Shows that attracted more than 3,000 attendees.

AAHOA represented the interests of hotel owners at 25 industry events, including but not limited to ALIS, The Lodging Conference, the Hunter Conference, NABHOOD, the Latino Hotel Association Conference, BDNY, the NYU Hospitality Conference, ISHA, and many more.

Working alongside the AAHOA Board of Directors, the AAHOA Team reinforced our strategic plan with five Strategic Pillars to build upon in 2022: Government affairs advocacy, franchise relations and advocacy, connecting the industry, being a resource for members, and recognizing the incredible talent in our organization.

AAHOA also brought on more than 31 new Industry Partners – the most on record for any year in AAHOA history.

AAHOA’s Government Affairs team worked fiercely to advocate for COVID-19 relief, PPP and EIDL enhancements, preservation of IRC Section 1031 like-kind exchanges, and state ARP funding for grants.
MESSAGE FROM AAHOA OFFICERS

• We continue to expand our footprint and reach new people through our participation in hospitality industry podcasts, educational programs on topics such as combatting human trafficking, explosive growth on our social media channels, and making news and information easily accessible via the new Broadcast newsfeed.
• We were focused on member engagement, member success stories, and how we can best serve our members by creating new ad hoc committees and collecting feedback from our members to create positive change.
• AAHOA met with eight major hotel brands to address issues that were impactful to hotel owners in their daily operations such as managing the labor shortage, brand standards, the need for government relief, and brand engagement. We continued to advocate for our members on the need to drive owner NOI and reduce operating costs.
• In addition to the FAIR Committee, AAHOA also formed the Fair Franchising Ad Hoc Committee to specifically focus on the need to update and revise the AAHOA 12 Points of Fair Franchising to reflect today’s current business environment.

We, along with AHLA, ISHA, and more than 40 leading state associations, established the American Hospitality Alliance to promote and defend the hospitality industry at the state and local levels by harnessing the power of industry leaders toward more effective advocacy.
MESSAGE FROM AAHOA OFFICERS

As we look back on 2021 and look forward to the year ahead, we are so appreciative and proud of our members who have persevered through the tough times and continue to carry on. And we’re grateful for our nearly 20,000 members to rely on this great organization as a resource and advocate.

2022 has much in store.

Thank you for your membership, commitment to AAHOA, and for helping to make our industry what it is today.

In your service,

AAHOA 2021-2022 Officers

Vinay Patel
Chair

Nishant (Neal) Patel, CHO, CHIA
Vice Chairman

Bharat Patel, CHO, CHIA
Treasurer

Miraj S. Patel, MBA, CHO, CHIA
Secretary
ABOUT AAHOA

AAHOA is the largest hotel owners association in the nation, with member-owned properties representing a significant part of the U.S. economy.

AAHOA’s 20,000 members own 60% of the hotels in the United States and are responsible for 1.7% of the nation’s GDP. More than one million employees work at AAHOA Member-owned hotels, earning $47 billion annually, and member-owned hotels support 4.2 million U.S. jobs across all sectors of the hospitality industry.

VISION

To be the foremost resource and advocate for America’s hotel owners.

MISSION

To advance and protect the business interests of hotel owners through advocacy, industry leadership, professional development, member benefits, and community engagement.

CORE VALUES

Member-centric, integrity, one team, high-achieving, and forward-thinking
### WHO WE ARE

**AAHOA MEMBERS BY THE NUMBERS**

1. AAHOA represents 20,000 hotel owners across the nation.

2. 32% of AAHOA Members own independent properties.

3. 82% of AAHOA Members own branded properties across all brands, flags, and market segments.

4. AAHOA Members represent 3.1 million guestrooms.

5. Our members contribute 1.7% to the U.S. GDP annually.

6. Members own 60% of the hotels in America.

7. Our members spend $50B annually with suppliers and $24B on capital investments.

8. AAHOA Members own more than 34,000 hotels in the United States.

9. Our members own 46.8% of upper-upscale and 40.7% of luxury hotel properties in the United States.

10. AAHOA Members employ 1.1 million employees who earn $47 billion annually.
2021-2022 AAHOA BOARD OF DIRECTORS

Thank you to those who served on the AAHOA Board of Directors in 2021 for their steadfast commitment and service to AAHOA.

- Ailesh Mulji
- Akshat Patel
- Bharat Patel, CHO, CHIA
- Bhavesh N. Patel
- Bhavik Patel
- Biran Patel
- Danny (Chintu) Patel
- Dharmesh Ahir
- Dhiren Masters
- Faheem Khan
- Fenil Desai
- Harikrishna (HK) Patel
- Hiten Patel, CHO
- Hitesh Patel
- Kamalesh (KP) Patel
- Kiran (Kevin) Patel
- Lina Patel, CHO
- Mahendras (MZ) Patel
- Mehul (Mike) Patel
- Mike Riverside, CHO, CHA
- Miraj S. Patel, MBA, CHO, CHIA
- Naresh (ND) Bhakta
- Nishant (Neal) Patel, CHO, CHIA
- Prashant Patel
- Rahul Patel
- Sandip Patel
- Sanjay M. Patel
- Sunil (Sunny) Patel, CHO, CHA, CHIA
- Tejal N. Patel, CHIA, CHO
- Vik Zaver
- Vimal Patel
- Vinay Patel
2021-2022 COMMITTEES

Bylaws and Governance
This committee is charged with routinely reviewing all of AAHOA’s governing documents. This committee also considers proposed changes to these documents and provides guidance to the board on potential changes.

Miraj S. Patel
Chair
Biran Patel
Bharat (Bruce) Patel
Ashwin Patel
Kamalesh (KP) Patel
Sanjay Patel
Vimal Patel
Sandip Patel
Dinesh (Dan) Rama
Ramesh Gokal
Mike Patel
Mitesh Patel
Kathy Rentas
Team Liaison (Non-Voting)

Education and Professional Development
This committee develops ideas for timely and relevant education and professional-development programs for AAHOA Members.

Dhiren Masters
Board Liaison (Non-Voting)
Himesh Jeram
Libby Lok
Ryan Bing
Jay Patel
Mahavir Patel
Nancy Patel
RP Rama
Purnima Patel
Rickesh Patel
Amin (Mark) Muhammad
Meghna Patel

Finance and Audit
This committee reviews monthly financial statements and helps develop the association’s annual budget.

Bharat Patel
Co-Chair
Tarun Patel
Co-Chair
Miraj S. Patel
Board Liaison (Voting)
Jay (Jimmy) Patel
Naresh (Nash) Patel
Vijal Suthar
Darshan Patel
Mayank Mohan
Juljana Cama
Bhaves Patel
Nick Trivedi
Janak Marolia
Frederick Thompson
Team Liaison (Non-Voting)

Franchise and Industry Relations
This committee provides a forum for the exchange of ideas on franchise-related issues and the hospitality industry.

Ankit Panchal
Co-Chair
Mehul (Mike) Patel
Co-Chair
Nitin Shah
Hitesh Bhakta
Parth Patel
Nauman Panjwani
Dharmesh Ahir
Pimal Patel
Mahendra (MZ) Patel
Keyur (KP) Patel
Jayesh Patel
Kalpesh Joshi
2021-2022 COMMITTEES

**Government Affairs**
This committee reviews and makes recommendations on AAHOA PAC activity to the board. It also provides feedback on AAHOA’s legislative priorities.

- **Mehul Patel**
  Chair

- **Prashant Patel**
  Board Liaison (Non-Voting)

- **Lina Patel**

- **Hiren Govind**

- **Lynn Mohrfeld**

- **Mahesh Patel**

- **Navnit (Nav) Patel**

- **Hiren Jetha**

- **GJ Zala**

- **Darshana Patel**

- **Digvijay (Danny) Gaekwad**

- **Niraj Baxi**

- **Jordan Heiliczer**
  Team Liaison (Non-Voting)

**Independent Hoteliers**
This group makes recommendations to the board on how to increase the engagement of independent hoteliers in AAHOA and make membership even more valuable to this audience.

- **Ravi Patel**
  Chair

- **Mahendra (MZ) Patel**
  Board Liaison (Non-Voting)

- **Nisat Bhatti**

- **Anand Patel**

- **Darpan Patel**

- **Sunil (Sunny) Patel**

- **Bharat Patel**

- **Samir Patel**

- **Kunj Patel**

- **Vipul Dayal**

- **Timesh Patel**

- **Brandon Jackson**
  Team Liaison (Non-Voting)

**Strategic Planning**
This committee is a venue for focused discussion, feedback, and recommendations for the strategic direction of AAHOA.

- **Nishant (Neal) Patel**
  Chair

- **Jagruti Panwala**

- **Mahesh (Mike) Amin**

- **Mehul Patel**

- **Dhiren Masters**

- **Rahul Patel**

- **Akshat Patel**

- **Harikrishna (HK) Patel**

- **Shreyas (JR) Patel**

- **Mayur Patel**

- **Jyoti Sarolia**

- **Nimisha Patel**

**2022 Convention**
Composed of members of the AAHOA Board of Directors, this committee serves as a forum for the exchange of ideas on the AAHOA Convention.

- **Nishant (Neal) Patel**
  Chair

- **Vinay Patel**

- **Akshat Patel**

- **Hitesh Patel**

- **Lina Patel**

- **Rahul Patel**

- **Sandip Patel**

- **Sanjay Patel**

- **Tejal N. Patel, CHIA, CHO**

- **Vik Zaver**

- **Akshar Patel**
  Team Liaison (Non-Voting)
### PAST CHAIR COUNCIL

Composed of longtime AAHOA leaders, these committee members know AAHOA's institutional history. Its members actively participate in the Strategic Planning, Bylaws & Governance, Franchise & Industry Relations, and Finance & Audit committees.

<table>
<thead>
<tr>
<th>Name</th>
<th>Years</th>
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<tbody>
<tr>
<td>Biran Patel</td>
<td>2020 Chairman</td>
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<tr>
<td>Jagruti Panwala</td>
<td>2019 Chairwoman</td>
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<tr>
<td>Hitesh (HP) Patel</td>
<td>2018 Chairman</td>
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<tr>
<td>Bhavesh Patel</td>
<td>2017 Chairman</td>
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<tr>
<td>Bruce Patel</td>
<td>2016 Chairman</td>
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<tr>
<td>Jay (Jimmy) Patel</td>
<td>2015 Chairman</td>
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<tr>
<td>Pratik Patel</td>
<td>2014 Chairman</td>
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<tr>
<td>Mehul Patel</td>
<td>2013 Chairman</td>
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<tr>
<td>Alkesh Patel</td>
<td>2012 Chairman</td>
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<td>Hemant Patel</td>
<td>2011 Chairman</td>
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<td>ChandraKant Patel</td>
<td>2010 Chairman</td>
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<td>Tarun Patel</td>
<td>2009 Chairman</td>
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<td>Ashwin (Ash) Patel</td>
<td>2008 Chairman</td>
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<tr>
<td>Dilipkumar (Danny) Patel</td>
<td>2007 Chairman</td>
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<tr>
<td>Mukesh Mowji</td>
<td>2006 Chairman</td>
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<tr>
<td>Manhar (MP) Rama</td>
<td>2005 Chairman</td>
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<tr>
<td>Naresh (Nash) Patel</td>
<td>2004 Chairman</td>
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<tr>
<td>Hitesh Bhakta</td>
<td>2003 Chairman</td>
</tr>
<tr>
<td>Mahesh (Mike) Amin</td>
<td>2002 Chairman</td>
</tr>
<tr>
<td>Dhansukh Patel</td>
<td>2001 Chairman</td>
</tr>
<tr>
<td>Bakulesh (Buggsi) Patel</td>
<td>2000 Chairman</td>
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<tr>
<td>Ramesh Surati</td>
<td>1999 Chairman</td>
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<tr>
<td>Mike Patel</td>
<td>1998 Chairman</td>
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<tr>
<td>Jayanti (JP) Rama</td>
<td>1997 Chairman</td>
</tr>
<tr>
<td>JK Patel</td>
<td>1996 Chairman</td>
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<tr>
<td>Bharat Shah</td>
<td>1995 Chairman</td>
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<tr>
<td>Harish (Harry) Pattni</td>
<td>1994 Chairman</td>
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<tr>
<td>Nitin Shah</td>
<td>1993 Chairman</td>
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<tr>
<td>Ravi Patel</td>
<td>1992 Chairman</td>
</tr>
<tr>
<td>Hasmukh (HP) Rama</td>
<td>1991 Chairman</td>
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</tbody>
</table>
"AAHOA exists to help members be smarter and more successful hoteliers. Like every AAHOA Member, I’m building on my knowledge and my contacts to create prosperity for myself, for my children, and for future generations of my family. I’m a better hotel owner today because of my experience with AAHOA. Like every AAHOA Member, I’m building on my knowledge and my contacts to create prosperity for myself, for my children, and for future generations of my family.” – AAHOA Past Chair

"Any change is disruptive in the beginning, but the future looks bright for AAHOA. COVID-19 had a big impact on us personally and on our industry as a whole. The transition and organizational changes happening at AAHOA are also a direct result of this, so we must pivot to meet today’s needs and make AAHOA better than ever.” – AAHOA Lifetime Member

“AAdvantage Laundry Systems is proud to be a member of AAHOA. Our membership has given us the opportunity to learn from the best in the industry. Attending Town Hall meetings and Trade Shows have been an invaluable resource to being involved with the leaders in this community.”
– AAHOA Vendor Partner

“We are stronger when we are united, and if we act with one voice as one group on issues, there’s really nothing we can’t accomplish. We are better together than we are individually, but we only accomplish our goals when ego is put aside, and we act in the group’s best interest.” – AAHOA Lifetime Member

“Our AAHOA partners are the very best with grassroots advocacy. We so appreciate your partnership.” – AAHOA Association Partner

“During the pandemic, every hotelier had to pivot on what has felt like a daily basis, but AAHOA was on the forefront of advocacy and leadership, ensuring members had the resources they need during a time of extreme uncertainty.”
– AAHOA Lifetime Member

“With AAHOA’s help, I’m more able to reach government decision-makers by telling the story of a small business owner. And my story is one of a woman with big dreams who believes in the power of a proud industry. I share my belief of our industry’s ability and history of making the world a better place for our guests, our associates, and our communities.” – AAHOA Lifetime Member

“AAHOA is the definition of the American Dream. We truly have a platform of unity, but you have to be engaged to help solve problems and make a difference. As a member, you get so much more, including greater access to vendor partners, networking opportunities with your peers, and political advocacy. Honestly, I don’t see any other association that’s as valuable as AAHOA.” – AAHOA Lifetime Member
2021 PAC Donors
$5,000 CONTRIBUTORS

THANK YOU TO THE 2021 AAHOA PAC CHAMPIONS!

Amit (Al) Patel
Columbia, MD

Biran Patel
Irving, TX

Chris Patel
Naples, FL

Dean Heyl
Alexandria, VA

Dorraine Lallani
Sugar Land, TX

Imesh Vaidya
Albuquerque, NM

John Houghtaling II
Metairie, LA

Ken Greene
Longboat Key, FL

Ravi Patel
Coralville, IA

Snehal Patel
Port Allen, LA

Vinay Patel
Sterling, VA

Yulia Houghtaling
Metairie, LA
2021 AAHOA FINANCIAL REPORT*

Revenues

Events: $6,079,418
Royalties: $3,393,478
Industry Partners: $2,750,083
Lifetime Member Dues: $740,113
Allied and Individual Member Dues: $693,527
Other Income: $25,809

Total Operating Revenue: $13,682,428
2021 AAHOA FINANCIAL REPORT*

Expenses

Events: $5,517,810
Salaries and Benefits: $4,544,932
Marketing and Professional Services: $1,168,348
Travel: $626,599
Charitable Contributions: $402,265
Third-Party Member Dues: $393,829
Rent: $366,488
Software: $344,950
Depreciation and Amortization: $335,145
Other Expenses: $571,886

Total Operating Expenses: $14,272,252
Total Change in Net Assets from Operations: ($589,824)
Investment Income: $222,928
Total Change In Net Assets: ($366,896)

* UNAUDITED FINANCIALS
Assets

- Investments: $15,615,987
- Cash and cash equivalents: $5,348,013
- Prepaid Expenses/Deposits: $548,819
- Property and Equipment: $449,427
- Accounts Receivable: $270,058

Total Assets: $22,232,304

Liabilities

- Deferred Membership Revenues: $10,121,791
- Deferred Convention Revenues: $948,005
- PPP Loan: $684,965
- Accounts Payable and Accrued Expenses: $587,525
- Deferred Lease Payable: $446,027
- Accrued Payroll Liability: $62,549

Total Liabilities: $12,850,862

Net Assets

- Change in Net Assets: ($366,896)
- Beginning Net Assets: $9,748,338
- Total Net Assets: $9,381,442

Total Liabilities and Net Assets: $22,232,304

* UNAUDITED FINANCIALS