

The logo consists of two stylized, stacked letters 'G' and 'B' in a light teal color. The 'G' is on top and the 'B' is on the bottom, both with rounded, blocky shapes.

# Green Book

Directory & Market Guide

## Brands

Report

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# 2024



Jolyon Bulley  
IHG Hotels & Resorts

By many accounts, travel was back with a vengeance in 2023, with brands reporting more demand among travelers and interest from owners and developers. *Hotel Business* spoke with Jolyon Bulley, CEO, Americas, IHG Hotels & Resorts; Kevin Jacobs, CFO/president, global development, Hilton; and Leeny Oberg, CFO/EVP, development, Marriott International, for their thoughts on the year and what to expect in 2024.

—Gregg Wallis



Kevin Jacobs  
Hilton

**Has the year gone as expected for your company? Please explain why or why not.**

**Bulley:** We've seen healthy demand across leisure, business and group travel, as well as continued confidence from owners as they sign up to build more IHG hotels. As a result, our global Q3 2023 ADR was up more than 4% vs. the same period in 2022, with global RevPAR also up nearly 11% year-over-year during the same window. Additionally, our portfolio of 19 brands is stronger than ever and accommodates any traveler's desires across the midscale; extended-stay; premium; and luxury and lifestyle spaces. This includes our new Garner midscale conversion brand, which went on sale in the U.S. in September.

**Jacobs:** The year 2023 has been great for Hilton and our industry more broadly. Demand for travel and experiences over material things has continued, even improved, despite some economic uncertainty. We've seen strong results across all segments, with group travel in particular rebounding in a big way, especially toward the back end of the year, making the segment mix across leisure, business and group travel closer to pre-pandemic levels.

We've continued to deliver for both our guests and owners, driving strong revenue premiums across our brands. We launched two new brands—Spark by Hilton and

Project H3—to meet the needs of economy and long-stay guests. Both brands are already showing strong momentum with hundreds of deals in development. For the system more broadly, we continued to open approximately one hotel per day and recently surpassed 700 hotels in Asia-Pacific. With a robust year of signings, we have also delivered the largest pipeline in our company's history. There's a lot to be proud of and excited about heading into 2024.

**Oberg:** This has been a terrific year for Marriott. We're continuing to see the power of travel following the pandemic as consumers focus on choosing experiences. Our systemwide comparable RevPAR grew a strong 17.5% vs. 2022 through Sept. 30. We have expanded our portfolio offering more than 30 brands, reflecting the company's approach to meeting the needs of guests with regionally relevant lodging products for every stay purpose.

In the affordable midscale segment, we completed our acquisition of City Express in the Caribbean and Latin America, and launched our new extended-stay offerings StudioRes in the U.S. and Canada and Four Points Express in Europe, the Middle East and Africa. Additionally, the launch of our MGM Collection with Marriott Bonvoy in 2024 will soon bring our customers substantially more Marriott Bonvoy hotel rooms on the Las Vegas Strip, as well as unrivaled culinary, entertainment, events and sports offerings across the U.S. We continue to grow our luxury portfolio with 500 open luxury hotels and more than 200 deals in the pipeline. With 24 luxury properties expected to open in 2024, we are the clear leader in luxury distribution globally. As Mr. Marriott says, success is never final, and we can't wait to bring guests even more hospitality offerings throughout the new year.

**Inflation, financing and labor issues have been among the biggest headwinds. How has your company helped its franchisees to overcome these challenges?**

**Bulley:** Owners choose IHG because they trust our brands, our ability to drive returns and the strength of our entire enterprise. In turn, we leverage our scale to help our owners run more efficient businesses. This includes programs designed to reduce supply chain, labor and operational costs, such as an F&B procurement initiative that offers more competitive food and beverage pricing for nearly 4,100 participating Americas hotels. We additionally have lowered costs to build through more efficient design prototypes, namely across our Holiday Inn, EVEN Hotels and extended-stay brands. From a labor perspective, we strive to remain an employer of choice and offer wages that are fair, attractive and aligned to the markets where we operate.

**Jacobs:** We maintain very strong relationships with our owners and always do our best to ensure they're set up for success. We listen intently to their needs and continue to roll out programs that drive greater cost efficiencies, better margins and, ultimately, a better bottom line. For example, we're taking innovative approaches to hiring and recruiting, partnering with our hotels to support their needs through virtual hiring events, shortened application processes and a recruitment marketing campaign that benefits both managed and franchised hotels.

We continue to innovate for our guests and owners in other ways, too, from offering EV charging stations at 2,000 hotels to the launch of new brands like Spark by Hilton to provide a simple, reliable and comfortable stay for every guest, all powered by an innovative and cost-effective conversion model for owners.

Regarding the lending environment, capital is more

expensive right now, but good deals and quality brands continue to get financed. We are on track for record signings in 2023, driven by the strong relationship we have with owners and the compelling brands we continue to offer and introduce.

**Oberg:** We have strengthened our relationships with our owners and franchisees, who have been complimentary of our frequent outreach and the many measures we have taken to lower hotel-level costs and maximize cash flow throughout the pandemic. While recovery of the hospitality industry has been strong globally, the financing environment, higher interest rates and inflation present challenges for hotel transactions in most parts of the world. We've been watching our costs closely and increasing productivity at our managed hotels, while also working closely with our franchisees to tackle these headwinds.

While the financing environment for new-build projects has been tighter in the current higher-interest-rate environment, conversions have been a successful part of our rooms growth strategy, and they remain an important driver of rooms growth for Marriott and our franchise community. As of Q3 2023, conversions accounted for 51% of room signings globally, including our deal with MGM. We are also working with our developers and franchisees to help leverage the efficiencies and advantages of renovating and rebranding converting properties.

#### **What's your forecast for 2024—for the industry and your company?**

**Bulley:** We're confident and optimistic for the year ahead, both in the Americas and across our entire enterprise. Travel demand remains strong, and while hospitality has come a long way in recent years, we still see opportunities for further recovery. For example, we witnessed a 6% year-over-year increase in

Americas business travel in Q3 2023, and we expect this segment to attract even greater demand in 2024. We also plan to double down on growth within Luxury & Lifestyle—a collection of six IHG brands that currently account for more than 250 open and in pipeline Americas hotels—and capitalize on owners' growing appetite for conversions, which the Garner brand already is poised to capture.

**Jacobs:** Industry forecasts indicate positive RevPAR growth in 2024. For Hilton, we said in our October earnings call that we expect RevPAR growth in the low- to mid-single-digit range and net unit growth of 5.5% to 6% in 2024, accelerating from this year. We expect continued growth from new brands like Tempo by Hilton and Spark by Hilton, and especially strong growth from focused-service brands like Hampton by Hilton, which should reach 3,000 hotels in the coming months, and Hilton Garden Inn, which recently opened its 1,000th hotel. Worldwide, we're on track to surpass 7,500 hotels and achieve many other milestones in 2024. I'm looking forward to a big year.

**Oberg:** We're very upbeat about the continued resilience of travel and believe consumers' desire for and greater flexibility around travel remains positive for 2024, even in the face of an uncertain global macroeconomic environment. In today's digital world, the necessity for innovation and excellence has never been more important. Our size and scale as the largest hospitality company in the world allows us to invest significantly in the power of Marriott Bonvoy while also staying true to our core values of putting people first, which is what give us a competitive advantage. I couldn't be more excited about our future. 

Brand	Properties		Rooms	
	6/30/23	2022	6/30/23	2022
1. Holiday Inn Express	3,115	3,091	330,095	326,902
2. Hampton	2,911	2,863	318,724	312,043
3. Best Western	1,751	1,766	129,425	130,529
4. Comfort Hotels*	1,688	1,685	132,572	132,523
5. Quality Inn*	1,618	1,633	119,590	121,275
6. Courtyard by Marriott	1,294	1,280	193,573	191,177
7. Fairfield by Marriott	1,268	1,253	126,586	124,843
8. Motel 6	1,241	1,245	101,287	102,404
9. Best Western Plus	1,194	1,217	107,496	109,360
10. Holiday Inn Hotels & Resorts	1,193	1,198	214,491	215,559
11. Hilton Garden Inn	982	972	144,926	143,342
12. Residence Inn by Marriott	895	885	110,424	109,201
13. Extended Stay America	748	759	82,280	83,490
14. Econo Lodge*	676	702	39,906	42,112
15. Doubletree by Hilton	664	660	151,811	150,157
16. Red Roof Inn	613	610	51,888	51,835
17. Home2 Suites by Hilton	608	536	65,178	61,289
18. Marriott Hotels	579	575	207,043	205,443
19. Novotel	570	562	111,550	109,642
20. Homewood Suites by Hilton	538	536	61,607	61,289
21. SpringHill Suites by Marriott	536	532	63,508	63,014
22. TownePlace Suites by Marriott	495	486	50,396	49,719
23. Americas Best Value Inn	488	522	25,376	26,892
24. Rodeway Inn*	484	503	27,286	28,364
25. Sheraton Hotels	432	430	151,168	150,946
26. Country Inn & Suites*	430	n/a	34,326	n/a
27. Sleep Inn*	427	423	30,149	29,775
28. Hyatt Place	419	413	61,850	60,419
29. Crowne Plaza Hotels & Resorts	400	403	109,495	110,419
30. Candlewood Suites	371	368	33,066	32,753
31. Staybridge Suites	319	314	34,791	33,961
32. Four Points by Sheraton	304	306	57,855	57,927
33. Autograph Collection Hotels	293	282	58,818	57,117
34. Embassy Suites by Hilton	266	263	61,652	60,928
35. Tru by Hilton	242	235	23,680	23,022
36. Hyatt Regency	241	233	98,666	96,917
37. Westin Hotels & Resorts	240	235	86,540	85,159
38. AC Hotels by Marriott	230	222	35,963	34,617
39. Aloft Hotels	226	222	36,316	35,916
40. WoodSpring Suites*	224	212	27,005	25,592
41. InterContinental Hotels & Resorts	215	207	71,487	69,806
42. Studio 6	212	190	15,866	14,565
43. Ascend Hotel Collection*	200	196	22,665	20,091

Brand	Properties		Rooms	
	6/30/23	2022	6/30/23	2022
44. Clarion*	176	178	19,329	19,630
45. Renaissance Hotels	174	174	54,140	54,317
46. Knights Inn	170	178	10,218	10,518
47. SureStay Hotel	165	160	10,112	9,874
48. Pullman	153	151	46,110	45,191
49. BW Signature Collection	148	118	11,143	8,264
50. Hotel Indigo	145	143	18,916	18,454
WorldHotels	145	153	35,654	37,716
52. Curio Collection by Hilton	143	138	27,307	26,667
53. Budget Host Inns	141	138	5,079	5,023
54. Hyatt House	132	129	18,764	18,361
55. Moxy Hotels	130	122	24,592	23,108
56. Delta Hotels by Marriot	128	125	28,997	28,406
57. Best Western Premier	124	128	14,874	15,577
58. SureStay Collection	123	120	7,634	7,463
59. MGallery	120	115	13,316	12,881
60. MainStay Suites*	119	115	8,152	7,891
JW Marriott	119	113	47,790	46,735
SureStay Plus	119	120	9,557	9,873
63. Sofitel	118	117	31,224	30,712
Le Méridien	118	115	31,130	30,464
The Ritz-Carlton	118	115	30,880	30,384
66. Cobblestone Hotel   Inn & Suites	117	114	5,336	5,188
67. Scottish Inns	114	113	4,050	4,019
68. The Luxury Collection	113	124	23,376	24,403
69. Tapestry Collection by Hilton	110	95	12,903	11,111
70. Tribute Portfolio	103	89	14,915	12,536
71. Element by Westin	99	97	14,743	14,216
72. BW Premier Collection	89	90	10,026	10,175
73. Fairmont	87	87	33,250	33,250
74. Suburban Studios*	83	75	7,408	6,719
75. Sonesta ES Suites	81	96	6,483	8,984
76. Red Roof PLUS+	79	78	8,637	8,523
77. Mantra	77	75	14,795	14,643
78. Red Carpet Inn	76	78	3,902	4,124
79. Kimpton Hotels & Restaurants	75	76	13,116	13,308
80. Cambria Hotels*	69	65	9,399	8,865
81. W Hotels	67	67	18,605	18,612
My Place Hotels	67	66	4,343	4,258
83. HomeTowne Studios	66	67	7,564	7,712
84. Radisson*	62	n/a	14,482	n/a
Grand Hyatt	62	61	32,505	32,314
Sonesta Simply Suites	62	57	6,208	5,750

TOP BRANDS

Brand	Properties		Rooms	
	6/30/23	2022	6/30/23	2022
87. avid hotels	61	59	5,535	5,353
88. Red Lion Hotel & Suites	60	57	7,800	7,432
Sonesta Select	60	60	7,408	7,408
90. JdV by Hyatt	57	54	8,903	8,402
Hyatt Centric	57	55	11,654	11,290
92. St. Regis	55	53	12,109	11,793
93. Omni Hotels & Resorts	52	50	22,783	22,561
voco hotels	52	45	14,221	10,424
95. Park Hyatt	45	46	8,369	8,615
96. Sonesta Hotels & Resorts	42	42	7,884	7,884
97. Canopy by Hilton	39	38	6,800	6,616
The Unbound Collection by Hyatt	39	35	6,854	6,671
Coast Hotels	39	38	4,297	4,208
100. Budgetel Inn and Suites	38	37	3,726	3,576
101. GrandStay Hotels	31	30	1,634	1,596
102. Swissôtel	30	30	13,534	13,534
103. Andaz	28	25	6,392	5,610
104. EVEN Hotels	24	22	3,535	3,180
105. UrCove	23	22	3,821	3,636
106. YOTEL	21	21	5,109	5,109
Aiden	21	18	2,088	1,754
108. Canadas Best Value Inn	20	21	1,002	1,046
109. KeyWest	18	19	808	854
Boarders Inn & Suites by Cobblestone Hotels	18	18	949	949
Thompson Hotels	18	18	3,769	3,767
Royal Sonesta	18	18	5,868	5,868
113. Mama Shelter	17	16	2,563	2,376
114. EDITION	16	15	3,688	3,595
Destination by Hyatt	16	17	3,299	3,608
Alilla	16	16	1,768	1,765
117. stayAPT Suites	14	13	922	846
The Hoxton	14	12	2,657	2,225
119. Hyatt	13	13	3,354	3,354
120. GLō	12	12	982	982
121. GuestHouse Extended Stay	11	12	760	826
Haven Hotels	11	10	727	627
123. Bulgari Hotels & Resorts	9	7	815	603
Mondrian	9	8	1,878	1,574
125. Executive Residency	8	8	678	678
SureStay Studio	8	7	454	433
Passport Inn	8	8	235	235
SLS	8	8	1,703	1,703
Urban Park Hotels	8	4	440	280

Brand	Properties		Rooms	
	6/30/23	2022	6/30/23	2022
130. Signature Inn	7	6	345	293
21C Museum Hotel	7	7	981	981
132. Dream Hotels	6	n/a	1,163	n/a
Hyatt Ziva	6	6	2,672	2,672
134. Motto by Hilton	5	5	1,094	1,094
Vib	5	5	455	455
136. Park Inn*	4	n/a	363	n/a
Vignette Collection	4	3	934	579
Hyatt Zilara	4	4	1,210	1,210
Hyde	4	4	1,498	1,498
140. Radisson Blu*	3	n/a	985	n/a
Miraval	3	3	383	383
Downtown Inns	3	3	112	112
143. Atwell Suites	2	2	186	186
Master Hosts Inns	2	2	146	146
Faena	2	2	226	226
Delano	2	1	1,170	1,114
147. Everhome Suites*	1	1	98	99
Caption by Hyatt	1	1	136	136
Sonesta Essential	1	0	86	n/a
MOD	1	0	155	n/a
Classico - A Sonesta Collection	1	0	45	n/a
The James	1	0	337	n/a
153. Hilton Hotels & Resorts	n/a	n/a	n/a	n/a
TRYP by Wyndham	n/a	53	n/a	6,943
AmericInn by Wyndham	n/a	215	n/a	12,653
Trend by My Place Hotels	n/a	n/a	n/a	n/a
Wingate by Wyndham	n/a	196	n/a	18,041
Wyndham	n/a	168	n/a	40,417
Trademark Collection by Wyndham	n/a	185	n/a	27,836
Registry Collection Hotels	n/a	16	n/a	6,827
LaQuinta by Wyndham	n/a	918	n/a	89,763
Wyndham Grand	n/a	70	n/a	21,122
Echo Suites Extended Stay by Wyndham	n/a	n/a	n/a	n/a
Wyndham Garden	n/a	149	n/a	24,774
Hawthorn Extended Stay by Wyndham	n/a	72	n/a	5,966
Ramada by Wyndham	n/a	851	n/a	120,344
Microtel by Wyndham	n/a	356	n/a	26,830
Howard Johnson by Wyndham	n/a	287	n/a	39,335
Travelodge by Wyndham	n/a	441	n/a	31,114
Days Inn by Wyndham	n/a	1,516	n/a	114,987
Baymont by Wyndham	n/a	528	n/a	40,043
Super 8 by Wyndham	n/a	2,691	n/a	164,173

Brand	Initial and/or Application Fee	Royalty Fee	Marketing Fee
AC Hotel by Marriott	\$90K + \$500/rm >150 rms	6%	2.5%
Aiden	\$49K	5%	2.1%
Aloft Hotels	\$75K + \$500/rm >150 rms	5.5%	1%
Americas Best Value Inn	\$16.5K + 150/rm >50	Greater of \$980 or \$24.50/rm for first 50 rms	\$17/rm/mnth
Americinn by Wyndham	\$35K	5%	2%
Ascend Hotel Collection	\$45K min.	5%	3%
Atwell Suites	\$500/rm, \$50K min.	5%	n/a
Autograph Collection Hotels	\$100K + \$400/rm >250 rms	5%	1.5%
avid hotels	\$500/rm, \$50K min.	5%	n/a
Baymont by Wyndham	\$26K	5%	3.5%
Best Western	\$49K	5%	2.1%
Best Western Plus	\$49K	5%	2.1%
Best Western Premier	\$49K	5%	2.1%
Boarders Inn & Suites by Cobblestone Hotels	\$30K	\$2.25/rm/day or 5%	\$0.75/rm/day
Budget Host Inns	\$14/rm/mnth	n/a	n/a
Budgetel Inn and Suites	\$10K	\$20/rm/mnth	n/a
BW Premier Collection	\$49K	5%	n/a
BW Signature Collection	\$29K	5%	n/a
Cambria Hotels	\$60K min.	6%	3%
Canadas Best Value Inn	\$16.5K + 150/rm >50	Greater of \$980 or \$24.50/rm for first 50 rms	\$17/rm/mnth
Candlewood Suites	\$500/rm, \$50K min.	5.5%	n/a
Canopy by Hilton	n/a	n/a	n/a
Caption by Hyatt	\$95K + \$500/rm >200	5%	n/a
Clarion	\$45K min.	5.5%	3.25%
Clarion Pointe	\$45K min.	5.5%	3.25%
Classico - A Sonesta Collection	\$75K or \$500/rm	5%	2.5%
Coast Hotels	1.5%	2%	2%
Cobblestone Hotel/Inn & Suites	\$40K	\$3.75/rm/day	\$0.75/rm/day
Comfort Hotels	\$50K min.	6%	3.5%
Country Inn & Suites	\$50K min.	5.75%	3.75%
Courtyard by Marriott	\$90K + \$500/rm >150 rms	6%	2%
Crowne Plaza	\$500/rm, \$75K min.	5%	n/a
Curio Collection by Hilton	n/a	n/a	n/a
Days Inn by Wyndham	\$35K	5.5%	3.8%
Delta Hotels by Marriott	\$100K + \$400/rm >250 rms	5%	1.5%
Destination by Hyatt	Greater of \$100K or \$300/rm	7% GRR generated through Hyatt channels	n/a
DoubleTree by Hilton	n/a	n/a	n/a
Downtowner Inns	\$9.3K	\$25/rm/mnth	\$15/rm/mnth
Econo Lodge	\$30K min.	5%	3.5%
Echo Suites Extended Stay by Wyndham	35K	5%-5.5%	3.5%
Element by Westin	\$75K + \$500/rm >150 rms	5.5	1%
Embassy Suites by Hilton	n/a	n/a	n/a
EVEN Hotels	\$500/rm, \$75K min.	5%	n/a
Everhome Suites	\$50K min.	6%	2.5%
Executive Residency	\$49K	5%	2%
Extended Stay America Suites	\$50K	5%	2.5%
Fairfield by Marriott	\$75K + \$400/rm >125 rms	5.5%	2.5%
Four Points by Sheraton	\$75K + \$400/room >150 rms	5.5%	1%
GLö	\$49K	5%	2.1%
GrandStay Hotels	\$35K	5%	2%
GuestHouse Extended Stay	\$20K + 150/rm >60	n/a	\$60/rm/mnth
Hampton by Hilton	n/a	n/a	n/a
Haven Hotels	\$10K	\$20/rm/mnth	n/a
Hawthorn Suites by Wyndham	\$40K	5.5%	3%
Hilton Garden Inn	n/a	n/a	n/a
Hilton Hotels & Resorts	n/a	n/a	n/a
Holiday Inn Express	\$500/rm, \$75K min.	6%	n/a
Holiday Inn Hotels & Resorts	\$500/rm, \$50K min.	5%	n/a
Home2 Suites by Hilton	n/a	n/a	n/a
HomeTowne Studios	5.5%	5.5%	3%
Homewood Suites by Hilton	n/a	n/a	n/a
Hotel Indigo	\$500/rm, \$75K min.	5%	n/a
Howard Johnson by Wyndham	\$35K	4.5%	2%
Hyatt Centric	Greater of \$100K or \$300/rm	5%	n/a
Hyatt House	\$75K + \$500/rm >150	5%	n/a
Hyatt Place	\$75K + \$500/rm >150	5%	n/a
Hyatt Regency	Greater of \$100K or \$400/rm	6% of GRR + 3% F&B	n/a
InterContinental Hotels & Resorts	\$500/rm, \$100K min.	6%	n/a
JdV by Hyatt	Greater of \$100K or \$300/rm	7% GRR generated through Hyatt channels	n/a
JW Marriott	\$100K + \$400/rm >250 rms	6% of GRR	1%
KeyWest	n/a	n/a	n/a
Kimpton Hotels & Restaurants	\$500/rm, \$100K min.	6%	n/a

Brand	Initial and/or Application Fee	Royalty Fee	Marketing Fee
Knights inn	\$16.5K + 150/rm >50	n/a	\$1.62K or \$40.50/rm for first 50 rms
La Quinta by Wyndham	60.5K	4.5%-5%	4.5%
Le Méridien	\$100K + \$400/rm >250 rms	5%	1%
MainStay Suites	\$50K min.	6%	2.5%
Marriott Hotels	\$100K + \$400/rm >250 rms	6%	1%
Master Hosts Inns	\$16.8K	\$25/rm/mnth	\$15/rm/mnth
MGallery Hotel Collection	\$75K + \$300/rm > 250 rms	5%	1.5%
Microtel Inn and Suites by Wyndham	\$40K	6%	2%
MOO	\$75K or \$500/rm	5%	2.5%
Motel 6	\$20K <150 rms; \$30K >151	5%	3%
Studio 6	\$20K <150 rms; \$30K >151	5%	3%
Motto by Hilton	n/a	n/a	n/a
Moxie Hotels	\$90K + \$500/rm >150 rms	5.5%	2.5%
My Place Hotels	\$40K	4.75%	2.75%
Novotel	\$75K + \$300/rm > 250 rms	5%	2%
Park Inn by Radisson	45K min.	5.5%	3.25%
Pullman	n/a	n/a	n/a
Passport Inn	\$9.3K	\$25/rm/mnth	\$15/rm/mnth
Quality Inn	\$45K min.	5.25%	3.5%
Radisson	75K min.	5%	4%
Radisson Blu	100K min.	5%	4%
Ramada by Wyndham	\$35K	4.5%	2%
Red Carpet Inn	\$11.8K	\$25/rm/mnth	\$15/rm/mnth
Red Lion Hotel & Suites	\$60K or \$300/rm	5%	3%
Red Roof Inn	\$30K	5%	4%
Red Roof PLUS+	\$30K	5%	4%
Renaissance Hotels	\$100K + \$400/rm >250 rms	5%	1.5%
Residence Inn by Marriott	\$90K + \$500/rm >150 rms	6%	2.5%
Rodeway Inn	\$15K min.	5%	3.5%
Royal Sonesta	\$75K or \$500/rm	5%	3.5%
Scottish Inns	\$11.8K	\$25/rm/mnth	\$15/rm/mnth
Sheraton Hotels	\$100K + \$400/rm >250 rms	6%	1%
Signature Inn	\$20K + 150/rm >70	Greater of \$2K or \$50/rm/mnth	n/a
Sleep Inn	\$40K min.; relicensing	5.5%	3.5%
Sonesta Essential	\$65K or \$500/rm	5%	3.5%
Sonesta ES Suites	\$65K or \$500/rm	5%	3.5%
Sonesta Hotels & Resorts	\$75K or \$500/rm	5%	3.5%
Sonesta Select	\$65K or \$500/rm	5%	3.5%
Sonesta Simply Suites	\$50K or \$400/rm	5%	3.5%
SpringHill Suites by Marriott	\$75K + \$400/rm >150 rms	5.5%	2.5%
stayAPT Suites	\$35K	1% for 2024 & 2025, increasing 1% yearly until 2029	2%
Staybridge Suites	\$500/rm, \$75K min.	5.5%	n/a
Suburban Studios	\$30K min.	6%	2.5%
Super 8 by Wyndham	\$25K	5.5%	3%
SureStay Collection	\$475K	4%	4%
SureStay Hotel	\$375K	4%	4%
SureStay Plus	\$375K	4%	4%
SureStay Studio	\$375K	4%	4%
Tapestry Collection by Hilton	n/a	n/a	n/a
The James	\$75K or \$500/rm	5%	3.5%
The Luxury Collection	\$100K + \$400/rm >250 rms	5%	1%
The Unbound Collection by Hyatt	Greater of \$100K or \$300/rm	7%	n/a
TownePlace Suites by Marriott	\$75K + \$400/rm >125 rms	5.5%	2%
Trademark by Wyndham	\$35K	4%	2.5%
Travelodge by Wyndham	\$35K	4.5%	2%
Trend Hotels & Suites by My Place	\$45K	5%	4.5%
Tribute Portfolio	\$100K + \$400/rm >250 rms	5%	1.5%
Tru by Hilton	n/a	n/a	n/a
TRYP by Wyndham	\$52.5K	5%	4%
Urban Park Hotel Collection	\$1K	n/a	n/a
Vib	\$49K	5%	2.1%
Vignette Collection	\$500/rm, \$75K min.	5%	n/a
voco hotels	\$500/rm, \$75K min.	5%	n/a
Westin Hotels & Resorts	\$100K + \$400/rm >250	7%	1.325%
Wingate by Wyndham	\$36K	4.5%	4%
WoodSpring Suites	\$50K min.	6%	2.5%
WorldHotels Collection	\$35K	n/a	n/a
Wyndham Garden	\$38.5K	5.5%	3%
Wyndham Grand	\$150.5K	5%	3%
Wyndham Hotels	\$150K	5%	3%
Yotel	3% - 4.5%	n/a	2%

**21c**

(Accor/Ennismore)  
Sarah Robbins, COO  
101 N. 10th St., Brooklyn, NY 11249  
718-715-4739  
development.nca@accor.com  
21cmuseumhotels.com

**AC Hotels by Marriott**

(Marriott International)  
Anthony Capuano, CEO  
7750 Wisconsin Ave., Bethesda, MD 20814  
301-380-3000  
lodging.development@marriott.com  
marriottdevelopment.com

**Aiden**

(BWH Hotels)  
Larry Cuculic, president/CEO  
6201 N. 24th Pkwy, Phoenix, AZ 85016  
602-957-4200hoteldevelopment@bestwestern.com  
bestwestern.com

**Alila**

(Hyatt Hotels Corp.)  
Mark Hoplamazian, president/CEO  
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312-750-1234  
information@hyatt.com  
alilahotels.com

**Aloft Hotels**

(Marriott International)  
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**Americas Best Value Inn**

(Sonesta International Hotels Corporation)  
John Murray, president/CEO  
400 Centre St., Newton, MA 02458  
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development@sonesta.com  
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**AmericInn by Wyndham**

(Wyndham Hotels & Resorts)  
Geoff Ballotti, president/CEO  
22 Sylvan Way, Parsippany, NJ 07054  
800-889-9710  
development@wyndham.com  
americinn.com

**Andaz**

(Hyatt Hotels Corp.)  
Mark Hoplamazian, president/CEO  
150 N. Riverside Plaza, Chicago, IL 60606  
312-750-1234  
information@hyatt.com  
andaz.com

**Ascend Hotel Collection**

(Choice Hotels International)  
Mark Shalala, SVP  
1 Choice Hotels Cir., Ste. 400, Rockville, MD 20850  
877-424-6423  
choicehotels@choicehotels.com  
choicehotelsdevelopment.com/ascendcollection

**Atwell Suites**

(IHG Hotels & Resorts)  
Jolyon Bulley, CEO, Americas  
3 Ravinia Dr., Ste. 100, Atlanta, GA 30346  
770-604-2000  
development@ihg.com  
development.ihg.com

**Autograph Collection Hotels**

(Marriott International)  
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301-380-3000  
lodging.development@marriott.com  
marriottdevelopment.com

**avid hotels**

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development.ihg.com

**Baymont by Wyndham**

(Wyndham Hotels & Resorts)  
Geoff Ballotti, president/CEO  
22 Sylvan Way, Parsippany, NJ 07054  
800-889-9710  
development@wyndham.com  
baymontinns.com

**Best Western**

(BWH Hotels)  
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hoteldevelopment@bestwestern.com  
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**Best Western Plus**

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**Best Western Premier**

(BWH Hotels)  
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hoteldevelopment@bestwestern.com  
bestwestern.com

**Boarders Inn & Suites by Cobblestone Hotels**

(Cobblestone Hotels)  
Josie Kilgore, brand president  
980 American Dr., Neenah, WI 54956  
920-230-2622  
development@cobblestonefranchising.com  
stayboarders.com

**Budget Host Inns**

(Budget Host International)  
Lisa Sawyer, president  
P.O. Box 14341, Arlington, TX 76016  
817-861-6088  
sawyerl@budgethost.com  
budgethost.com

**Budgetel Inn and Suites**

(Hospitality Lodging Systems)  
Doug Collins, CEO  
7080 Brandon Mill Rd., Atlanta, GA 30328  
770-939-9780  
dcollins@hls1234.com  
budgetel.com

**Bulgari Hotels & Resorts**

(Marriott International)  
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301-380-3000  
lodging.development@marriott.com  
marriottdevelopment.com

**BW Premier Collection**

(BWH Hotels)  
Larry Cuculic, president/CEO  
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bestwestern.com

**BW Signature Collection**

(BWH Hotels)  
Larry Cuculic, president/CEO  
6201 N. 24th Pkwy., Phoenix, AZ 85016  
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hoteldevelopment@bestwestern.com  
bestwestern.com

**Cambria Hotels**

(Choice Hotels International)  
Mark Shalala, SVP  
1 Choice Hotels Cir., Ste. 400, Rockville, MD 20850  
877-424-6423  
choicehotels@choicehotels.com  
choicehotelsdevelopment.com/cambriahotels

**Canadas Best Value Inn**

(Sonesta International Hotels Corporation)  
John Murray, president/CEO  
400 Centre St., Newton, MA 02458  
617-421-5400  
development@sonesta.com  
franchise.sonesta.com

**Candlewood Suites**

(IHG Hotels & Resorts)  
Jolyon Bulley, CEO, Americas  
3 Ravinia Dr., Ste. 100, Atlanta, GA 30346  
770-604-2000  
development@ihg.com  
development.ihg.com

**Canopy by Hilton**

(Hilton)  
Chris Nassetta, CEO  
7930 Jones Branch Dr., McLean, VA 22102  
703-883-1000  
development.americas@hilton.com  
hilton.com/en/brands/canopy-by-hilton

**Caption by Hyatt**

(Hyatt Hotels Corp.)  
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312-750-1234  
information@hyatt.com  
hyatt.com/brands/caption-by-hyatt

**Clarion**

(Choice Hotels International)  
Tom Nee, SVP  
1 Choice Hotels Cir., Ste. 400, Rockville, MD 20850  
877-424-6423  
choicehotels@choicehotels.com  
choicehotelsdevelopment.com/clarion

**Classico - A Sonesta Collection**

(Sonesta International Hotels Corporation)  
John Murray, president/CEO  
400 Centre St., Newton, MA 02458  
617-421-5200  
development@sonesta.com  
franchise.sonesta.com

**Coast Hotels**

(Coast Hotels)  
Jin Sasaki, president/CEO  
#535 - 700 Thurlow St., Vancouver, Canada V6E 3L2  
604-329-1812  
m.hope@coasthotels.com  
coasthotels.com

**Cobblestone Hotel | Inn & Suites**

(Cobblestone Hotels LLC)  
Josie Kilgore, brand president  
980 American Dr., Neenah, WI 54946  
920-230-2622  
development@cobblestonefranchising.com  
staycobblestone.com

**Comfort Hotels**

(Choice Hotels International)  
Jason Cowan, SVP  
1 Choice Hotels Cir., Ste. 400, Rockville, MD 20850  
877-424-6423  
choicehotels@choicehotels.com  
choicehotelsdevelopment.com/comfort

**Country Inn & Suites by Radisson**

(Choice Hotels International)  
Jason Cowan, SVP  
1 Choice Hotels Cir., Ste. 400, Rockville, MD 20850  
877-424-6423  
choicehotels@choicehotels.com  
choicehotelsdevelopment.com/brands/#countryinn-and-suites

**Courtyard by Marriott**

(Marriott International)  
Anthony Capuano, CEO  
7750 Wisconsin Ave., Bethesda, MD 20814  
301-380-3000  
lodging.development@marriott.com  
marriottdevelopment.com

**Crowne Plaza**

(IHG Hotels & Resorts)  
Jolyon Bulley, CEO, Americas  
3 Ravinia Dr., Ste. 100, Atlanta, GA 30346  
770-604-2000  
development@ihg.com  
development.ihg.com

**Curio Collection by Hilton**

(Hilton)  
Chris Nassetta, CEO  
7930 Jones Branch Dr., McLean, VA 22102  
703-883-1000  
development.americas@hilton.com  
curiocollection.com

**Days Inn by Wyndham**

(Wyndham Hotels & Resorts)  
Geoff Ballotti, president/CEO  
22 Sylvan Way, Parsippany, NJ 07054  
800-889-9710  
development@wyndham.com  
daysinn.com

**Delano**

(Accor/Ennismore)  
Chadi Farhat, COO, SLS, Mondrian, SO/ and Delano  
101 N. 10th St., Brooklyn, NY 11249  
718-715-4739  
development.nca@accor.com  
group.accor.com/en/brands/ennismore-lifestyle-collective/delano

**Delta Hotels by Marriott**

(Marriott International)  
Anthony Capuano, CEO  
7750 Wisconsin Ave., Bethesda, MD 20814  
301-380-3000  
lodging.development@marriott.com  
marriottdevelopment.com

**Destination by Hyatt**

(Hyatt Hotels Corp.)  
Mark Hoplamazan, president/CEO  
150 N. Riverside Plaza, Ste. 1202, Chicago, IL 60606  
312-750-1234  
information@hyatt.com  
hyatt.com/brands/destination-by-hyatt

**DoubleTree by Hilton**

(Hilton)  
Chris Nassetta, CEO  
7930 Jones Branch Dr., McLean, VA 22102  
703-883-1000  
development.americas@hilton.com  
hilton.com/en/brands/doubletree-by-hilton

**Downtowner Inns**

(ihotels by Hospitality International)  
Chris Guimbellot, president/CEO  
1726 Montreal Cir., Ste. 110, Tucker, GA 30084  
800-892-8405  
sales@hifranchise.com  
hifranchise.com

**Dream Hotels**

(Hyatt Hotels Corp.)  
Mark Hoplamazan, president/CEO  
150 N. Riverside Plaza, Ste. 1202, Chicago, IL 60606  
312-750-1234  
information@hyatt.com  
hyatt.com/destinations/dream-hotels

**Echo Suites Extended Stay by Wyndham**

(Wyndham Hotels & Resorts)  
Geoff Ballotti, president/CEO  
22 Sylvan Way, Parsippany, NJ 07054  
800-889-9710  
development@wyndham.com  
development.wyndhamhotels.com/brand-echo-suites-extended-stay-by-wyndham

**Econo Lodge**

(Choice Hotels International)  
Tom Nee, SVP  
1 Choice Hotels Cir., Ste. 400, Rockville, MD 20850  
877-424-6423  
choicehotels@choicehotels.com  
choicehotelsdevelopment.com/econolodge

**EDITION**

(Marriott International)  
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**Element by Westin**

(Marriott International)  
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lodging.development@marriott.com  
marriottdevelopment.com

**Embassy Suites by Hilton**

(Hilton)  
Chris Nassetta, CEO  
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703-883-1000  
development.americas@hilton.com  
hilton.com/en/brands/embassy-suites

**EVEN Hotels**

(IHG Hotels & Resorts)  
Jolyon Bulley, CEO, Americas  
3 Ravinia Dr., Ste. 100, Atlanta, GA 30346  
770-604-2000  
development@ihg.com  
development.ihg.com

**Everhome Suites**

(Choice Hotels International)  
Ron Burgett, SVP  
1 Choice Hotels Cir., Ste. 400, Rockville, MD 20850  
877-424-6423  
choicehotels@choicehotels.com  
choicehotelsdevelopment.com/brands/#everhome-suites

**Executive Residency**

(BWH Hotels)  
Larry Cuculic, president/CEO  
6201 N. 24th Pkwy., Phoenix, AZ 85016  
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hoteldevelopment@bestwestern.com  
bestwestern.com

**Extended Stay America**

(Extended Stay America)  
Greg Juceam, president/CEO  
13024 Ballantyne Corporate Pl., Charlotte, NC 28277  
980-345-1620  
mwilliams@esa.com  
esa.com

**Faena**

(Accor/Ennismore)  
101 N 10th St., Brooklyn, NY 11249  
718-715-4739  
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faena.com

**Fairfield by Marriott**

(Marriott International)  
Anthony Capuano, CEO  
7750 Wisconsin Ave., Bethesda, MD 20814  
301-380-3000  
lodging.development@marriott.com  
marriottdevelopment.com

**Fairmont**

(Accor)  
Mark Willis, CEO  
155 Wellington St. W, Ste. 3300, Toronto, ON M5V 0C3  
416-874-2600  
development.nca@accor.com  
fairmont.com

**Four Points by Sheraton**

(Marriott International)  
Anthony Capuano, CEO  
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301-380-3000  
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**GLö**

(BWH Hotels)  
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602-957-4200  
hoteldevelopment@bestwestern.com  
bestwestern.com

**Grand Hyatt**

(Hyatt Hotels Corp.)  
Mark Hoplamazan, president/CEO  
150 N. Riverside Plaza, Ste. 1202, Chicago, IL 60606  
312-750-1234  
information@hyatt.com  
hyatt.com/brands/grand-hyatt

**GrandStay Hotels**

(GrandStay Hospitality LLC)  
Jon Kennedy, president  
1822 Buerkle Rd., White Bear Lake, MN 55110  
612-226-7294  
marys@grandstayhospitality.com  
grandstayhospitality.com

**GuestHouse Extended Stay**

(Sonesta International Hotels Corporation)  
John Murray, president/CEO  
400 Centre St., Newton MA 02458  
617-421-5400  
development@sonesta.com  
franchise.sonesta.com

**Hampton by Hilton**

(Hilton)  
Chris Nassetta, CEO  
7930 Jones Branch Dr., McLean, VA 22102  
703-883-1000  
development.americas@hilton.com  
hampton.com

**Haven Hotels**

(Hospitality Lodging Systems)  
Doug Collins, CEO  
7080 Brandon Mill Rd., Atlanta, GA 30328  
770-939-9780  
dcollins@hls1234.com  
havenhotels.com

**Hawthorn Suites by Wyndham**

(Wyndham Hotels & Resorts)  
Geoff Ballotti, president/CEO  
22 Sylvan Way, Parsippany, NJ 07054  
800-889-9710  
development@wyndham.com  
hawthorn.com

**Hilton Garden Inn**

(Hilton)  
Chris Nassetta, CEO  
7930 Jones Branch Dr., McLean, VA 22102  
703-883-1000  
development.americas@hilton.com  
hilton.com/en/brands/hilton-garden-inn

**Hilton Hotels & Resorts**

(Hilton)  
Chris Nassetta, CEO  
7930 Jones Branch Dr., McLean, VA 22102  
703-883-1000  
development.americas@hilton.com  
hilton.com

**Holiday Inn Express**

(IHG Hotels & Resorts)  
Jolyon Bulley, CEO, Americas  
3 Ravinia Dr., Ste. 100, Atlanta, GA 30346  
770-604-2000  
development@ihg.com  
development.ihg.com

**Holiday Inn Hotels & Resorts**

(IHG Hotels & Resorts)  
Jolyon Bulley, CEO, Americas  
3 Ravinia Dr., Ste. 100, Atlanta, GA 30346  
770-604-2000  
development@ihg.com  
development.ihg.com

**Home2 Suites by Hilton**

(Hilton)  
Chris Nassetta, CEO  
7930 Jones Branch Dr., McLean, VA 22102  
703-883-1000  
development.americas@hilton.com  
hilton.com/en/brands/home2-suites

**HomeTowne Studios**

(Red Roof)  
Matthew Hostetler, chief development officer  
7815 Walton Pkwy, New Albany, OH 43054  
888-473-8861  
mhostetler@redroof.com  
redrooffranchising.com

**Homewood Suites by Hilton**

(Hilton)  
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703-883-1000  
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hilton.com/en/brands/homewood-suites

**Hotel Indigo**

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**Howard Johnson by Wyndham**

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development@wyndham.com  
hojo.com

**The Hoxton**

(Accor/Ennismore)  
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101 N. 10th St., Brooklyn, NY 11249  
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development.nca@accor.com  
thehoxton.com

**Hyatt**

(Hyatt Hotels Corp.)  
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312-750-1234  
information@hyatt.com  
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**Hyatt Centric**

(Hyatt Hotels Corp.)  
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150 N. Riverside Plaza, Chicago, IL 60606  
312-750-1234  
information@hyatt.com  
hyatt.com/brands/hyatt-centric

**Hyatt House**

(Hyatt Hotels Corp.)  
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information@hyatt.com  
hyatt.com/brands/hyatt-house

**Hyatt Place**

(Hyatt Hotels Corp.)  
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150 N. Riverside Plaza, Chicago, IL 60606  
312-750-1234  
information@hyatt.com  
hyatt.com/brands/hyatt-place

**Hyatt Regency**

(Hyatt Hotels Corp.)  
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hyatt.com/brands/hyatt-regency

**Hyatt Zilara**

(Hyatt Hotels Corp.)  
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312-750-1234  
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hyatt.com/destinations/zilara

**Hyatt Ziva**

(Hyatt Hotels Corp.)  
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**Hyde**

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Phil Zrihen, COO, 21c, Hyde, Morgans Originals  
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718-715-4739  
development.nca@accor.com  
ennismore.com/brands/lifestyle-collective/hyde

**InterContinental Hotels & Resorts**

(IHG Hotels & Resorts)  
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**The James**

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617-421-5400  
development@sonesta.com  
franchise.sonesta.com

**JdV by Hyatt**

(Hyatt Hotels Corp.)  
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312-750-1234  
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jdvhotels.com

**JW Marriott**

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marriottdevelopment.com

**KeyWest**

(Cobblestone Hotels)  
Josie Kilgore, brand president  
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development@cobblestonefranchising.com  
staykeywesthotels.com

**Kimpton Hotels & Restaurants**

(IHG Hotels & Resorts)  
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**Knights Inn**

(Sonesta International Hotels Corporation)  
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617-421-5400  
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**La Quinta by Wyndham**

(Wyndham Hotels & Resorts)  
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22 Sylvan Way, Parsippany, NJ 07054  
800-889-9710  
development@wyndham.com  
lq.com

**Le Méridien**

(Marriott International)  
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7750 Wisconsin Ave., Bethesda, MD 20814  
301-380-3000  
lodging.development@marriott.com  
marriottdevelopment.com

**The Luxury Collection**

(Marriott International)  
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301-380-3000  
lodging.development@marriott.com  
marriottdevelopment.com

**MainStay Suites**

(Choice Hotels International)  
Ron Burgett, SVP  
1 Choice Hotels Cir., Ste. 400, Rockville, MD 20850  
877-424-6423  
choicehotels@choicehotels.com  
choicehotelsdevelopment.com/mainstaysuites

**Mama Shelter**

(Accor/Ennismore)  
Cédric Gobilliard, COO, 25hours, Mama Shelter, Jo&Joe, Tribe  
101 N. 10th St., Brooklyn, NY 11249  
718-715-4739  
development.nca@accor.com  
mamashelter.com

**Mantra**

(Accor)  
Jean-Jacques Morin, CEO, premium, midscale & economy  
155 Wellington St. W., Ste. 3300, Toronto, ON M5V 0C3  
416-874-2600  
development.nca@accor.com  
mantrahotels.com

**Marriott Hotels**

(Marriott International)  
 Anthony Capuano, CEO  
 7750 Wisconsin Ave., Bethesda, MD 20814  
 301-380-3000  
 lodging.development@marriott.com  
 marriottdevelopment.com

**Master Hosts Inns**

(hihotels by Hospitality International)  
 Chris Guimbellot, president/CEO  
 1726 Montreal Cir., Ste. 110, Tucker, GA 30084  
 800-892-8405  
 sales@hifranchise.com  
 hifranchise.com

**MGallery Hotel Collection**

(Accor)  
 Maud Bailly, CEO, Sofitel, MGallery & Emblems  
 155 Wellington St. W, Ste. 3300, Toronto, ON M5V 0C3  
 416-874-2600  
 development.nca@accor.com  
 mgallery.accor.com

**Microtel by Wyndham**

(Wyndham Hotels & Resorts)  
 Geoff Ballotti, president/CEO  
 22 Sylvan Way, Parsippany, NJ 07054  
 800-889-9710  
 development@wyndham.com  
 microtel.com

**Miraval**

(Hyatt Hotels Corp.)  
 Mark Hoplamazian, president/CEO  
 150 N. Riverside Plaza, Chicago, IL 60606  
 312-750-1234  
 information@hyatt.com  
 miravalresorts.com

**MOD**

(Sonesta International Hotels Corporation)  
 John Murray, president/CEO  
 400 Centre St., Newton, MA 02458  
 617-421-5400  
 development@sonesta.com  
 franchise.sonesta.com

**Mondrian**

(Accor/Ennismore)  
 Chadi Farhat, COO, SLS, Mondrian, SO/ and Delano  
 101 N. 10th St., Brooklyn, NY 11249  
 718-715-4739  
 development.nca@accor.com  
 ennismore.com/brands/lifestyle-collective/mondrian

**Motel 6**

(G6 Hospitality)  
 Julie Arrowsmith, president/CEO  
 4001 International Pkwy., Carrollton, TX 75007  
 844-456-3633  
 franchiseopportunities@g6hospitality.com  
 motel6.com

**Motto by Hilton**

(Hilton)  
 Chris Nassetta, CEO  
 7930 Jones Branch Dr., McLean, VA 22102  
 703-883-1000  
 development.americas@hilton.com  
 mottobyhilton.com

**Moxy Hotels**

(Marriott International)  
 Anthony Capuano, CEO  
 7750 Wisconsin Ave., Bethesda, MD 20814  
 301-380-3000  
 lodging.development@marriott.com  
 marriottdevelopment.com

**My Place Hotels**

(My Place Hotels of America)  
 Ryan Rivett, CEO  
 1910 8th Ave. NE, Aberdeen, SD 57401  
 605-229-8684  
 franchising@myplacehotels.com  
 myplacehotels.com/franchising

**Novotel**

(Accor)  
 Jean-Jacques Morin, CEO, premium, midscale & economy  
 155 Wellington St. W, Ste. 3300, Toronto, ON M5V 0C3  
 416-874-2600  
 development.nca@accor.com  
 novotel.accor.com

**Omni Hotels & Resorts**

(Omni Hotels & Resorts)  
 Kurt Alexander, president  
 4001 Maple Ave., Ste. 500, Dallas, TX 75219  
 214-208-7847  
 sheena.lu@omnihotels.com  
 omnihotels.com

**Park Hyatt**

(Hyatt Hotels Corp.)  
 Mark Hoplamazian, president/CEO  
 150 N. Riverside Plaza, Chicago, IL 60606  
 312-750-1234  
 information@hyatt.com  
 hyatt.com/brands/park-hyatt

**Park Inn**

(Choice Hotels International)  
 Tom Nee, SVP  
 1 Choice Hotels Cir., Ste. 400, Rockville, MD 20850  
 877-424-6423  
 choicehotels@choicehotels.com  
 choicehotelsdevelopment.com

**Passport Inn**

(hihotels by Hospitality International)  
 Chris Guimbellot, president/CEO  
 1726 Montreal Cir., Ste. 110, Tucker, GA 30084  
 800-892-8405  
 sales@hifranchise.com  
 hifranchise.com

**Pullman**

(Accor)  
 Jean-Jacques Morin, CEO, premium, midscale & economy  
 155 Wellington St. W, Ste. 3300, Toronto, ON M5V 0C3  
 416-874-2600  
 development.nca@accor.com  
 pullman.accor.com

**Quality Inn**

(Choice Hotels International)  
 Tom Nee, SVP  
 1 Choice Hotels Cir., Ste. 400, Rockville, MD 20850  
 877-424-6423  
 choicehotels@choicehotels.com  
 choicehotelsdevelopment.com/quality

**Radisson**

(Choice Hotels International)  
 Mark Shalala, SVP  
 1 Choice Hotels Cir., Ste. 400, Rockville, MD 20850  
 877-424-6423  
 choicehotels@choicehotels.com  
 choicehotelsdevelopment.com/brands/#radisson

**Radisson Blu**

(Choice Hotels International)  
 Mark Shalala, SVP  
 1 Choice Hotels Cir., Ste. 400, Rockville, MD 20850  
 877-424-6423  
 choicehotels@choicehotels.com  
 choicehotelsdevelopment.com/brands/#radisson-blu

**Ramada by Wyndham**

(Wyndham Hotels & Resorts)  
 Geoff Ballotti, president/CEO  
 22 Sylvan Way, Parsippany, NJ 07054  
 800-889-9710  
 development@wyndham.com  
 ramada.com

**Red Carpet Inn**

(hihotels by Hospitality International)  
 Chris Guimbellot, president/CEO  
 1726 Montreal Cir., Ste. 110, Tucker, GA 30084  
 800-892-8405  
 sales@hifranchise.com  
 hifranchise.com

**Red Lion Hotel & Suites**

(Sonesta International Hotels Corporation)  
 John Murray, president/CEO  
 400 Centre St., Newton, MA 02458  
 617-421-5400  
 development@sonesta.com  
 franchise.sonesta.com

**Red Roof Inn**

(Red Roof)  
 Matthew Hostetler, chief development officer  
 7815 Walton Pkwy., New Albany, OH 430544  
 888-473-8861  
 mhostetler@redroof.com  
 redrooffranchising.com

**Red Roof PLUS+**

(Red Roof)  
 Matthew Hostetler, chief development officer  
 7815 Walton Pkwy., New Albany, OH 430544  
 888-473-8861  
 mhostetler@redroof.com  
 redrooffranchising.com

**Registry Collection Hotels**

(Wyndham Hotels & Resorts)  
 Geoff Ballotti, president/CEO  
 22 Sylvan Way, Parsippany, NJ 07054  
 800-889-9710  
 development@wyndham.com  
 wyndhamhotels.com/registry-collection

**Renaissance Hotels**

(Marriott International)  
 Anthony Capuano, CEO  
 7750 Wisconsin Ave., Bethesda, MD 20814  
 301-380-3000  
 lodging.development@marriott.com  
 marriottdevelopment.com

**Residence Inn by Marriott**

(Marriott International)  
 Anthony Capuano, CEO  
 7750 Wisconsin Ave., Bethesda, MD 20814  
 301-380-3000  
 lodging.development@marriott.com  
 marriottdevelopment.com

**The Ritz-Carlton**

(Marriott International)  
 Anthony Capuano, CEO  
 7750 Wisconsin Ave., Bethesda, MD 20814  
 301-380-3000  
 lodging.development@marriott.com  
 marriottdevelopment.com

**Rodeway Inn**

(Choice Hotels International)  
 Tom Nee, SVP  
 1 Choice Hotels Cir., Ste. 400, Rockville, MD 20850  
 877-424-6423  
 choicehotels@choicehotels.com  
 choicehotelsdevelopment.com/rodewayinn

**Royal Sonesta**

(Sonesta International Hotels Corporation)  
 John Murray, president/CEO  
 400 Centre St., Newton, MA 02458  
 617-421-5400  
 development@sonesta.com  
 franchise.sonesta.com

**Scottish Inns**

(hihotels by Hospitality International)  
 Chris Guimbellot, president/CEO  
 1726 Montreal Cir., Ste. 110, Tucker, GA 30084  
 800-247-4677  
 sales@hifranchise.com  
 hifranchise.com

**Sheraton Hotels**

(Marriott International)  
Anthony Capuano, CEO  
7750 Wisconsin Ave., Bethesda, MD 20814  
301-380-3000  
lodging.development@marriott.com  
marriottdevelopment.com

**Signature Inn**

(Sonesta International Hotels Corporation)  
John Murray, president/CEO  
400 Centre St., Newton, MA 02458  
617-421-5400  
development@sonesta.com  
franchise.sonesta.com

**Sleep Inn**

(Choice Hotels International)  
Jason Cowan, SVP  
1 Choice Hotels Cir., Ste. 400, Rockville, MD 20850  
877-424-64230  
choicehotels@choicehotels.com  
choicehotelsdevelopment.com/sleepinn

**SLS Hotels**

(Accor/Ennismore)  
Chadi Farhat, COO, SLS, Mondrian, SO/ and Delano  
101 N. 10th St., Brooklyn, NY 11249  
718-715-4739  
development.nca@accor.com  
ennismore.com/brands/lifestyle-collective/sls

**Sofitel**

(Accor)  
Maud Bailly, CEO, Sofitel, MGallery & Emblems  
155 Wellington St. W, Ste. 3300, Toronto, ON M5V 0C3  
416-874-2600  
development.nca@accor.com  
sofitel.accor.com

**Sonesta ES Suites**

(Sonesta International Hotels Corporation)  
John Murray, president/CEO  
400 Centre St., Newton, MA 02458  
617-421-5400  
development@sonesta.com  
franchise.sonesta.com

**Sonesta Essential**

(Sonesta International Hotels Corporation)  
John Murray, president/CEO  
400 Centre St., Newton, MA 02458  
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development@sonesta.com  
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**Sonesta Hotels & Resorts**

(Sonesta International Hotels Corporation)  
John Murray, president/CEO  
400 Centre St., Newton, MA 02458  
617-421-5400  
development@sonesta.com  
franchise.sonesta.com

**Sonesta Select**

(Sonesta International Hotels Corporation)  
John Murray, president/CEO  
400 Centre St., Newton, MA 02458  
617-421-5400  
development@sonesta.com  
franchise.sonesta.com

**Sonesta Simply Suites**

(Sonesta International Hotels Corporation)  
John Murray, president/CEO  
400 Centre St., Newton, MA 02458  
617-421-5400  
development@sonesta.com  
franchise.sonesta.com

**SpringHill Suites by Marriott**

(Marriott International)  
Anthony Capuano, CEO  
7750 Wisconsin Ave., Bethesda, MD 20814  
301-380-3000  
lodging.development@marriott.com  
marriottdevelopment.com

**St. Regis Hotels & Resorts**

(Marriott International)  
Anthony Capuano, CEO  
7750 Wisconsin Ave., Bethesda, MD 20814  
301-380-3000  
lodging.development@marriott.com  
marriottdevelopment.com

**StayAPT Suites**

(StayAPT Suites)  
Gary A. DeLapp, president/CEO  
10801 Monroe Rd., Matthews, NC 28105  
704-246-5564  
franchising@stayapt.com  
stayapt.com/franchising

**Staybridge Suites**

(IHG Hotels & Resorts)  
Jolyon Bulley, CEO, Americas  
3 Ravinia Dr., Ste. 100, Atlanta, GA 30346  
770-604-2000  
development@ihg.com  
development.ihg.com

**Studio 6**

(G6 Hospitality)  
Julie Arrowsmith, president/CEO  
4001 International Pkwy., Carrollton, TX 75007  
844-456-3633  
franchiseopportunities@g6hospitality.com  
studio6.com

**Suburban Suites**

(Choice Hotels International)  
Ron Burgett, SVP  
1 Choice Hotels Cir., Ste. 400, Rockville, MD 20850  
877-424-6423  
choicehotels@choicehotels.com  
choicehotelsdevelopment.com/brands/#suburban

**Super 8 by Wyndham**

(Wyndham Hotels & Resorts)  
Geoff Ballotti, president/CEO  
22 Sylvan Way, Parsippany, NJ 07054  
800-889-9710  
development@wyndham.com  
super8.com

**SureStay Collection**

(BWH Hotels)  
Larry Cuculic, president/CEO  
6201 N. 24th Pkwy., Phoenix, AZ 85016  
602-957-4200  
hoteldevelopment@bestwestern.com  
bestwestern.com/en\_US/hotels/discover-best-western/  
brands/sure-stay-signature-collection.html

**SureStay Hotel**

(BWH Hotels)  
Larry Cuculic, president/CEO  
6201 N. 24th Pkwy., Phoenix, AZ 85016  
602-957-4200  
hoteldevelopment@bestwestern.com  
bestwestern.com/en\_US/hotels/discover-best-western/  
brands/sure-stay.html

**SureStay Plus**

(BWH Hotels)  
Larry Cuculic, president/CEO  
6201 N. 24th Pkwy., Phoenix, AZ 85016  
602-957-4200  
hoteldevelopment@bestwestern.com  
bestwestern.com/en\_US/hotels/discover-best-western/  
brands/sure-stay-plus.html

**SureStay Studio**

(BWH Hotels)  
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6201 N. 24th Pkwy., Phoenix, AZ 85016  
602-957-4200  
hoteldevelopment@bestwestern.com  
bestwestern.com/en\_US/hotels/discover-best-western/  
brands/surestay-studio.html

**Swissôtel**

(Accor)  
Jean-Jacques Morin, CEO, premium, midscale & economy  
155 Wellington St. W, Ste. 3300, Toronto, ON M5V 0C3  
416-874-2600  
development.nca@accor.com  
swissotel.com

**Tapestry Collection by Hilton**

(Hilton)  
Chris Nassetta, CEO  
7930 Jones Branch Dr., McLean, VA 22102  
703-883-1000  
development.americas@hilton.com  
hilton.com/en/brands/tapestry-collection

**Thompson Hotels**

(Hyatt Hotels Corp.)  
Mark Hoptlamazian, president/CEO  
150 N. Riverside Plaza, Chicago, IL 60606  
312-750-1234  
information@hyatt.com  
hyatt.com/hotel/thompson-hotels

**TownePlace Suites by Marriott**

(Marriott International)  
Anthony Capuano, CEO  
7750 Wisconsin Ave., Bethesda, MD 20814  
301-380-3000  
lodging.development@marriott.com  
marriottdevelopment.com

**Trademark Collection by Wyndham**

(Wyndham Hotels & Resorts)  
Geoff Ballotti, president/CEO  
22 Sylvan Way, Parsippany, NJ 07054  
800-889-9710  
development@wyndham.com  
wyndhamhotels.com/en-uk/trademark

**Travelodge by Wyndham**

(Wyndham Hotels & Resorts)  
Geoff Ballotti, president/CEO  
22 Sylvan Way, Parsippany, NJ 07054  
800-889-9710  
development@wyndham.com  
travelodge.com

**Trend Hotels & Suites by My Place**

(My Place Hotels of America)  
Ryan Rivett, CEO  
1910 8th Ave. NE, Aberdeen, SD 57401  
605-229-8684  
franchising@trendbymyplace.com  
trendbymyplace.com

**Tribute Portfolio**

(Marriott International)  
Anthony Capuano, CEO  
7750 Wisconsin Ave., Bethesda, MD 20814  
301-380-3000  
lodging.development@marriott.com  
marriottdevelopment.com

**Tru by Hilton**

(Hilton)  
Chris Nassetta, CEO  
7930 Jones Branch Dr., McLean, VA 22102  
703-883-1000  
development.americas@hilton.com  
trubyhilton.com

**Tryp by Wyndham**

(Wyndham Hotels & Resorts)  
Geoff Ballotti, president/CEO  
22 Sylvan Way, Parsippany, NJ 07054  
800-889-9710  
development@wyndham.com  
tryp-hotels.com

**The Unbound Collection by Hyatt**

(Hyatt Hotels Corp.)  
Mark Hoplamazian, president/CEO  
150 N. Riverside Plaza, Chicago, IL 60606  
312-750-1234  
information@hyatt.com  
hyatt.com/brands/unbound-collection

**Urban Park Hotel Collection**

(Urban Park Hotels)  
Jon Parkin, president  
P.O. Box 67, Bayville, NJ 08721  
609-318-4263  
info@urbanparkhotels.com  
urbanparkhotels.com

**UrCove**

(Hyatt Hotels Corp.)  
Mark Hoplamazian, president/CEO  
150 N. Riverside Plaza, Chicago, IL 60606  
312-750-1234  
information@hyatt.com  
urcove-hotels.com/en

**Vib**

(BWH Hotels)  
Larry Cuculic, president/CEO  
6201 N. 24th Pkwy, Phoenix, AZ 85016  
602-957-4200  
hoteldevelopment@bestwestern.com  
bestwestern.com

**Vignette Collection**

(IHG Hotels & Resorts)  
Jolyon Bulley, CEO, Americas  
3 Ravinia Dr., Ste. 100, Atlanta, GA 30346  
770-604-2000  
development@ihg.com  
development.ihg.com

**voco hotels**

(IHG Hotels & Resorts)  
Jolyon Bulley, CEO, Americas  
3 Ravinia Dr., Ste. 100, Atlanta, GA 30346  
770-604-2000  
development@ihg.com  
development.ihg.com

**W Hotels**

(Marriott International)  
Anthony Capuano, CEO  
7750 Wisconsin Ave., Bethesda, MD 20814  
301-380-3000  
lodging.development@marriott.com  
marriottdevelopment.com

**Westin Hotels & Resorts**

(Marriott International)  
Anthony Capuano, CEO  
7750 Wisconsin Ave., Bethesda, MD 20814  
301-380-3000  
lodging.development@marriott.com  
marriottdevelopment.com

**Wingate by Wyndham**

(Wyndham Hotels & Resorts)  
Geoff Ballotti, president/CEO  
22 Sylvan Way, Parsippany, NJ 07054  
800-889-9710  
development@wyndham.com  
wingatehotels.com

**WoodSpring Suites**

(Choice Hotels International)  
Ron Burgett, SVP  
1 Choice Hotels Cir., Ste. 400, Rockville, MD 20850  
877-424-6423  
choicehotels@choicehotels.com  
choicehotelsdevelopment.com/brands/#woodspring

**WorldHotels**

(BWH Hotels)  
Larry Cuculic, president/CEO  
6201 N. 24th Pkwy, Phoenix, AZ 85016  
602-957-4200  
hoteldevelopment@bestwestern.com  
worldhotels.com/content/luxury-hotels/en\_US.html

**Wyndham**

(Wyndham Hotels & Resorts)  
Geoff Ballotti, president/CEO  
22 Sylvan Way, Parsippany, NJ 07054  
800-889-9710  
development@wyndham.com  
wyndham.com

**Wyndham Garden**

(Wyndham Hotels & Resorts)  
Geoff Ballotti, president/CEO  
22 Sylvan Way, Parsippany, NJ 07054  
800-889-9710  
development@wyndham.com  
wyndhamgarden.com

**Wyndham Grand**

(Wyndham Hotels & Resorts)  
Geoff Ballotti, president/CEO  
22 Sylvan Way, Parsippany, NJ 07054  
800-889-9710  
development@wyndham.com  
wyndhamgrand.com

**Yotel**

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