

Aimbridge Hospitality

DALLAS-BASED AIMBRIDGE HOSPITALITY, THE NATION'S SECOND LARGEST independent hotel investment and management firm, continues to experience remarkable growth year over year.

The firm has a proven track record for delivering superior returns for its strategic partners in a variety of markets and economic cycles. Aimbridge provides management, asset management, development, renovation, and consulting services. With development offices in Chicago, Dallas, and Puerto Rico, Aimbridge currently owns and/or manages more than 270 upscale, independent, and branded hotels totaling more than 36,000 rooms across the United States and the Caribbean, including such affiliations at Marriott, Hilton, Embassy Suites, DoubleTree, Hilton Garden Inn, Hampton Inn & Suites, Aloft, Hyatt, Wyndham, Westin, and Curio.

Aimbridge Hospitality was founded in 2003 by two industry veterans, Dave Johnson and Les Bentley. After spending years in property, operations, and sales and marketing, Dave and Les, both Wyndham International senior executives, left their C-Suite, high-paying jobs and transitioned to a portfolio of eight hotels. Their first offices were adjoining hotel rooms at a Holiday Inn Express in Dallas. The two entrepreneurs used their collective 30 years of experience, having worked on-property for hotels and on the corporate side, to give them a competitive advantage over other hotel management executives. Aimbridge's leaders have always taken risks to grow the firm, including investing 100 percent of corporate profits back into the company's infrastructure during the first four years of its existence.

During the recession in 2010, there was no slowing down for Aimbridge. They launched the Resort and Luxury Division in 2010, which continues to grow today, with eight properties, including resorts in Jamaica, Haiti, and Puerto Rico. Additionally, in late 2012, Aimbridge introduced Channel Point Hospitality Division, a wholly owned and operated subsidiary of Aimbridge Hospitality, which focuses on economy and mid-scale hotels. The Channel Point portfolio currently encompasses more than 75 properties across the U.S.



*Windsor Court Hotel Exterior in New Orleans (above);
Jewel Dunn's River Beach Resort & Spa in Jamaica (left)
both managed by Aimbridge Hospitality*

As Aimbridge continues to broaden its portfolio, they continue experiencing remarkable growth. In 2014, the firm added 87 hotels to its portfolio, a 34 percent net increase over 2013, and Aimbridge is on track to exceed that number in 2015.

"Our responsive and owner-oriented management team combined with the favorable lodging fundamentals and low interest rate environment are catalysts to our growth. Along with our partners, we've been able to take advantage of lower debt costs and robust sales inventory to acquire assets across all chain scales. We foresee strong growth for the remainder of 2015 as interest rates are expected to remain low and a continuation of asset recycling and fund maturities drive dispositions," said Dave Johnson, CEO of Aimbridge Hospitality. ●