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McCann of Optimum Hotel Brokerage honored as Broker of the Year

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Optimum Hotel Brokerage earned top honor for hotel asset transactions at Hotel Brokers International's annual membership meeting held in Las Vegas in January.

Joseph McCann, Optimum's principal and president, was recognized as broker of the year for the New England/Mid-Atlantic Region, the firm's fifth consecutive year receiving the award. The best broker award was presented to McCann at HBI's lavish closing awards banquet.

"We are pleased to recognize Joe McCann and Optimum Hotel Brokerage for their exceptional sales achievement and contribution to Hotel Brokers International", said Brandt Neihaus, HBI's incoming president. "Optimum Hotel Brokerage has distinguished itself as a most successful hotel brokerage firm in the Northeast US, and we are proud to have Mr. McCann as a broker member in our organization", he continued. "Mr. McCann has earned HBI's designation as Certified Hotel Broker with Distinction, and Hotel Brokers International has been well represented byÂ Mr. McCann's hotel finance, brokerage, and transactions expertise." McCann also serves on HBI's Board of Directors as the association's Secretary, and chairs its Education and Conference committees.

"I'm pleased and proud to receive these accolades from the membership of Hotel Brokers International" added McCann. "Our firm's success has been a direct result of our affiliation with all of the members of HBI, and the powerful marketing synergy that the organization's membership creates. When buying or selling a hotel, one should always consult a HBI member broker."

Hotel Brokers International is the world's largest and oldest hospitality real estate organization, with a rich heritage of experience and expertise in hotel real estate valuation, transactions and other essential services. Comprised of some 75 hotel real estate broker specialists, HBI provides the hospitality industry with the most powerful hotel real estate marketing force, creating greater visibility through a unified and inclusive advertising and marketing approach. HBI's membership sold more than \$500 Million in hotel asset sales in 2007.

Mr. McCann has earned the designation of Certified Hotel Broker, with distinction, from the organization, and was recognized as HBI's Broker of the Year for the Northeast Region in 2003, 2004 and 2005. HBI has also awarded McCann with the Portfolio Sale of the Year award in 2004 and Unique Deal of the Year award in 2004 and 2005. More recently, Optimum Hotel Brokerage and Joe McCann were awarded HBI's prestigious Broker of the Year Award for 2005.

Optimum Hotel Brokerage's principal is Joe McCann. Joe is a thirty year hotel industry veteran who has held senior management positions with Hilton and Marriott at their largest and most successful corporate and franchised properties. Joe holds a Bachelor of Science Degree in Hotel, Restaurant and Institutional Management from the Pennsylvania State University and a Master of Hospitality

Management degree (with concentration in Hotel Finance) from the Conrad N. Hilton College of Hotel and Restaurant Management at the University of Houston. He has also completed advanced Finance, Real Estate Finance, Hotel Valuation, and New Venture Development courses offered by the University of Connecticut, the University of Texas, Cornell University, and the University of Houston's Melcher Graduate School of Business. He has been an active broker and consultant in the hospitality industry, with assignments ranging from hotel feasibility projects to multi-unit restaurant development.

The firm's recent sales include the 115-room Westport Inn in Westport, Connecticut; the 67-room Motel 6 Augusta in Augusta, Maine; the 66-room Holiday Inn Express Plainfield in Plainfield, Connecticut; 153-room Best Western Colonial Hotel in East Windsor, Connecticut; the 1,639-room Palmer House Hilton in Chicago; the 75-unit Comfort Inn & Suites Brandywine Valley in West Chester, Pennsylvania; the 153-room Days Inn Rochester Airport in Rochester, New York; the 197-room Southbury Hilton in Southbury, Connecticut; the 150-unit Best Western Lawton in Lawton, Oklahoma; the 161-unit Holiday Inn Express Waterbury in Waterbury, Connecticut; the 100-room Days Inn in Niantic, Connecticut, the 153-unit Days Hotel in Rochester, New York, the 304-room Crowne Plaza Meadowlands in Secaucus, New Jersey and the 350-room Crowne Plaza Hartford in Hartford, Connecticut.

Optimum Hotel Brokerage has endowed a Trustee Scholarship at the Pennsylvania State University. The scholarship provides financial assistance to four students demonstrating financial need at Penn State's School of Hospitality Management.

For complete exclusive listings of hotels for sale, please go to www.optimumbrokerage.com. For a complimentary valuation of your hotel, call 215-572-7711.

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