



南加州台灣旅館業同業公會

# 旅館會刊

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March  
2013

**HOTEL & MOTEL JOURNAL**

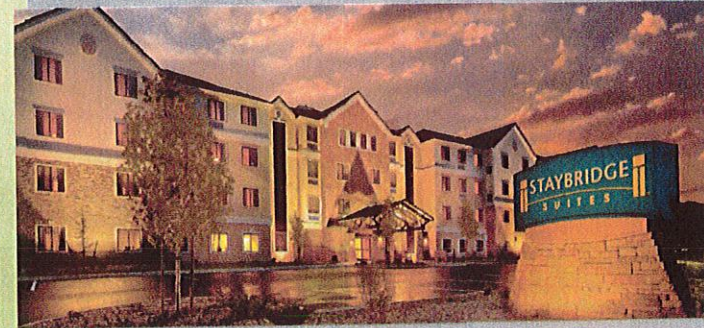
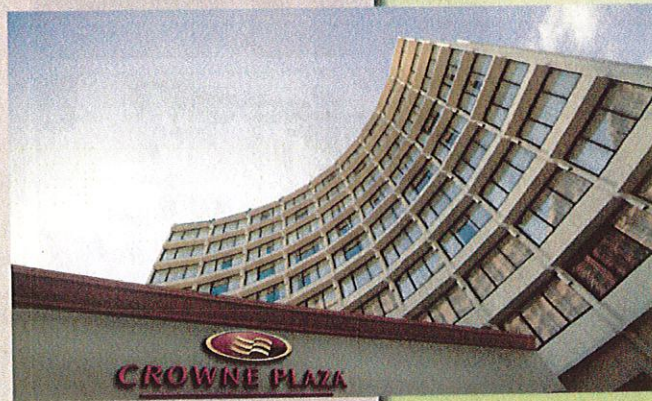
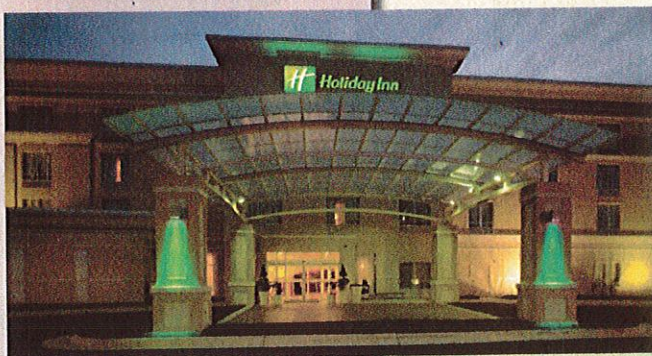
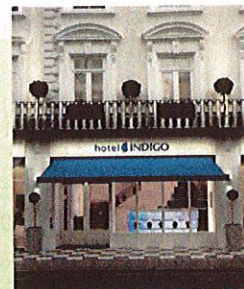
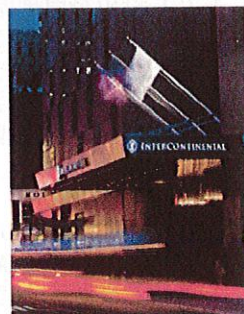
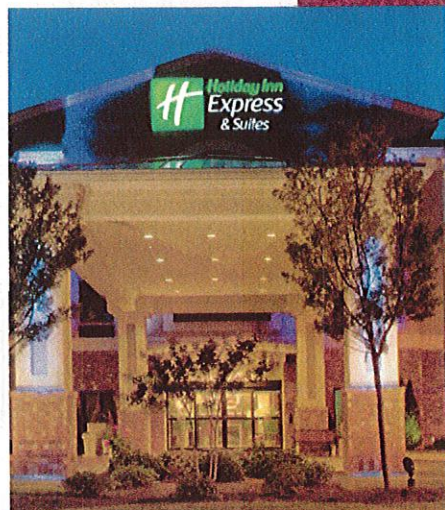
Issue Number **143**

## Your Next Growth Opportunity

We are an industry leader in the global hotel market. With a portfolio of award-winning brands, combined with our best-in-class systems, IHG can help you maximize your growth potential.

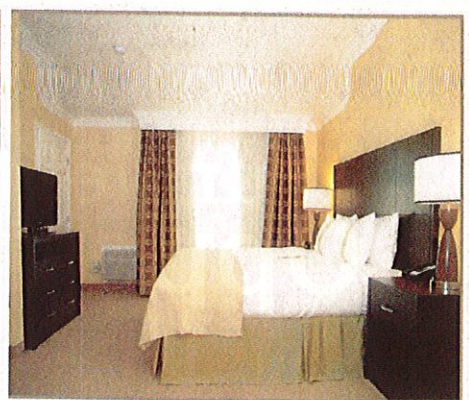
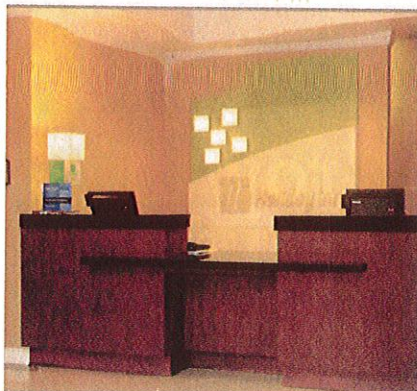
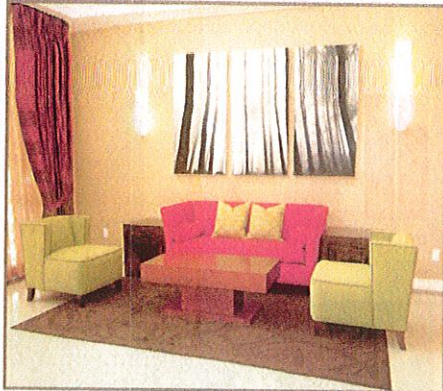
Contact our Development Team to learn how you can be a part of our success.

Call 866.933.8356,  
visit [IHG.com/development](http://IHG.com/development) or  
email [development@IHG.com](mailto:development@IHG.com).





## 美國肯特酒店家具專業製造廠



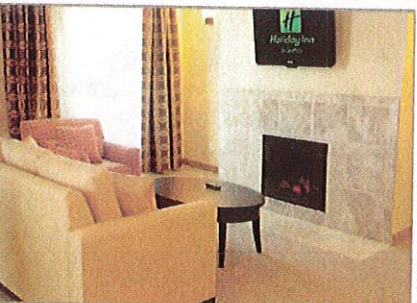
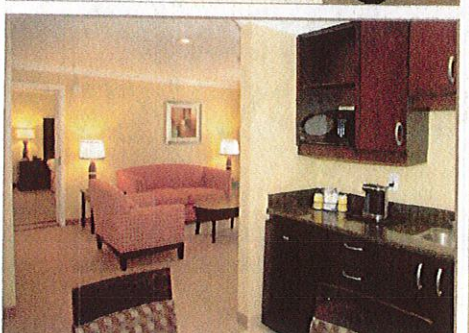
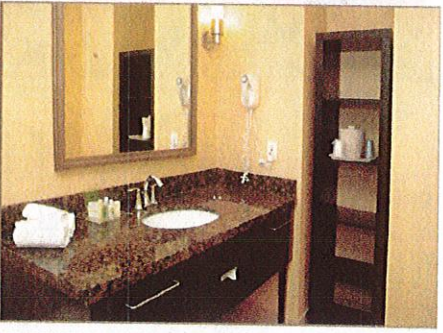
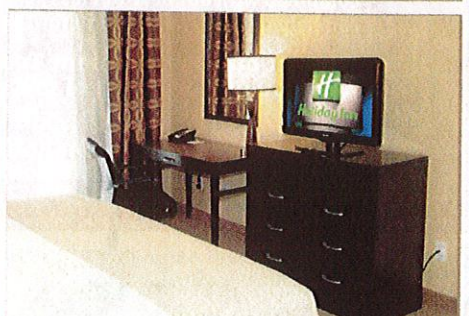
★ C F KENT公司是美國希爾頓集團(HILTON), 萬豪(MARRIOTT)等五星級酒店的合約供應商, 過去五年已完成希爾頓300多家, 以及萬豪200多家酒店的家具工程。

★ 我們還完成了HOLIDAY INN, RAMADA以及BEST WESTERN等130多家集團酒店的家具工程。

★ 我們是南加州台灣旅館同業公會的特約供應廠。

★ 我們接受室內設計師任何指定規格要求產品。

★ 歡迎來CITY OF COMMERCE工廠的SHOW ROOM參觀洽談。



# 龍虎風雲榜

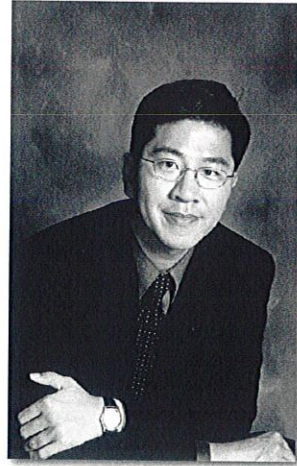
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	林宣昭	
	(2012) ..... 鄧永征	

## A message from President

會長 汪蔚興

Wilson Wang  
President of THMASC



近期來所舉辦的新春晚會、年度訓練班及高爾夫球球敘，靠著理事們同心協力的張羅與大家的支持，都有著出乎意料的參與人潮，藉此感謝理事們及所有出席的朋友們。

除了此之外，本人更要感謝各界對公會活動的贊助，如果沒有大家的慷慨解囊，所有的活動將面臨捉襟見肘、會務窒礙，因此也藉這個機會特別感謝InterContinental Hotels Group、Marriott International Hotels、富國銀行Wells Fargo Bank、及法律事務所Jeffer, Mangel, Butler & Mitchel (JMBM)在財務上的大力支持。

時光荏苒，白駒過隙，正值日漸溫暖、春盡夏初之時，很快地第三十八屆的會務亦將步入尾聲了。六月二十三日星期天，公會將假聖蓋博希爾頓擴大舉辦年會及商展。除了在美國各地的旅館同業外，身為姊妹會的台北市及高雄市旅館公會亦將派團列席同歡。屆時懇請各位先進全力支持、共襄盛舉。

再次感謝大家對公會及本人的支持，並期待六月二十三日年會時與您相見！



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第143期 2013年3月出刊

## Our Team

- 發行人：汪蔚興  
召集人：陳柏睿  
執行編輯：柯欣侑、陳少敏  
編輯委員：林宣昭、邱垂煌、許清松、汪俊宇、范約瑟、鄧永征、吳東昇、王政煌、郭學仁、李德揚、施吾樺、鄭春暉、劉明岳、呂世豪、陳正煒、張綏義、羅麗惠、劉屏立、劉昇平、陳大偉

特約印製廠商：VPA Graphics Eric Chen  
(714) 624-2724

## 南加州台灣旅館業同業公會 第三十八屆理事名單

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<b>Consultant</b>	會務顧問	鄧永征	Mr. Nicolas Teng	3344 State St., Santa Barbara, CA 93105 (O)805-569-9788 (F)805-687-7116 nickteng@msn.com
<b>Vice President</b>	副會長	吳東昇	Mr. Tom Wu	705 N. San Gabriel Blvd., Rosemead, CA 91770 (O)323-887-9235 (F)323-887-9236 tomwula@yahoo.com
<b>Vice President</b>	副會長	王政煌	Mr. Michael Wang	5325 E. Pacific Coast Hwy, Long Beach, CA 90804 (O)562-597-3285 (F)562-498-7167 mwang@venquest.com
<b>Vice President</b>	副會長	郭學仁	Mr. Simon Kuo	26328 Oso Parkway, Mission Viejo, CA 92691 (O)949-582-7100 (F)949-367-7696 Simonkuo9@yahoo.com
<b>Vice President</b>	副會長	陳柏睿	Mr. Kevin Chen	915 S. Disneyland Dr., Anaheim, CA 92801 (O)714-778-0350 (F)714-778-3878 kchen@super8motel.net
<b>Auditor</b>	稽核	李德揚	Mr. Terry Lee	345 S. Figueroa St., Suite 100, Los Angeles, CA 90071 (O)213-680-8811 (F)213-680-9134 terry@apccusa.com
<b>Financial</b>	財務長	施吾樺	Mr. William Sze	1370 Valley Vista Dr. Suite#275, Diamond Bar, Ca 91765 (O)800-503-6222 (F)888-731-6202
<b>Director</b>	理事	鄭春暉	Mr. Peter Cheng	1538 E. Lincoln Ave., Anaheim, CA 92805 (O)714-635-6888
<b>Director</b>	理事	劉明岳	Mr. Ben Liu	P.O.BOX 660369, Arcadia CA 91066 (O)626-358-8981 (F)626-301-0657 grandoaktreeinn@aol.com
<b>Director</b>	理事	呂世豪	Mr. Harry Lu	18812 Ashley Pl, Rowland Heights, Ca 91748 (O)626-820-1099 (F)626-820-1399
<b>Director</b>	理事	陳正煒	Mr. Ray Chen	125 Pacific Coast Hwy, Hermosa, Ca 90254 (O)310-408-5901 (F) 310-798-9470
<b>Director</b>	理事	張綏義	Chin Chin Chang	2131 E. Colorado Blvd, Pasadena, Ca 91107 (O):626-796-3121 (F) :626-793-4713
<b>Director</b>	理事	羅麗惠	Ms. Kitty Lo	10775 Lower Azusa, El Monte, Ca 91731 (O):949-212-8733 (F):949-376-6132
<b>Director</b>	理事	劉屏立	Mr. Peter Liu	920 S. Beach Blvd, Anaheim, Ca 92804 (O)714-826-4740 (F)714-995-6394
<b>Director</b>	理事	劉昇平	Mr. Sheng Ping Liu	721 S. Indian Hill Blvd, , Claremont ,Ca 91711 (O)909-626-2431 (F)909-624-7051
<b>Director</b>	理事	陳大偉	Mr. Derick Chen	611 S. Westlake Ave, Los Angeles Ca 90057 (O) 213-483-6262

會務活動

洛僑新年團拜

02/17/2013



# 會務活動

2013 新春聯誼晚會

02/24/2012

@ Atrium Hotel



## 會務活動

### 座談會 03/13/2013

- 主題： ● 獨立品牌經營管理法  
● 美國全球大追稅，國稅局灑下天羅地網，你該怎麼辦？

地點：洛杉磯華僑文教服務中心

09:30 AM Check-In/報到

10:15 AM-10:45 AM (01)獨立品牌經營心得

10:45 AM-11:00 AM 休息時間

11:00 AM-11:45 AM (02)獨立品牌競爭策略

11:45 PM-12:45 PM 午餐及廠商介紹

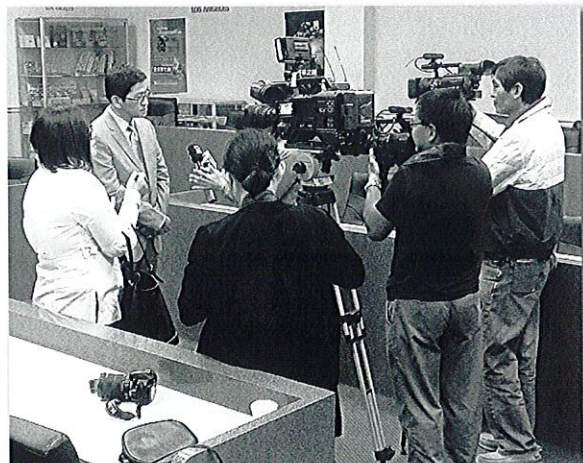
12:45 PM-01:00 PM 華僑文教中心 梁主任，丘副主任，理事長，會長致詞

01:00 PM-02:00 PM (03)今年報稅，你不可不知的稅務秘密

02:15 PM-03:30 PM (04)EB-5 投資移民基本法律要求加旅館投資等於？

03:30 PM-03:45PM 贊助商介紹

03:45 PM-04:45 PM (05)2013 年旅館投資前景&市場趨向走勢



03/01/2013 記者招待會



# 會務活動

## 座談會



# 會務活動

## 座談會



本會受邀接受國慶有功人員 03/06/2013



# 會務活動

## 參與北美洲第八屆青年團返台活動剪影

03/24/2012



## 會務活動

### 高爾夫球比賽聯誼會 04/24/2013

地點：Black Gold Golf Course

得獎名單：

總桿獎：

會男組 第一名：Mitch Kitayama 第二名：廖彬淳 第三名：Tony Yu；郭學仁

會友組（男） 第一名：Sean Chou 第二名：Bruce Liu 第三名：Kevin Chen

會女組 第一名：Sue Lin 第二名：Minnie Chiu

會友組（女） 第一名：Wei Wei Yang 第二名：Meiline Liu

淨桿獎： 男子組：第一名：K.C. Hsu 第二名：Evan Lin 第三名：Steve Chuang

女子組：第一名：處長夫人 第二名：Lily Chiang

最近洞獎： #7 廖彬淳；#8 Evan Lin；#10 Farzad Taghaboni；#16 Michael Liang

最遠距離獎：男子組：#4 Anthony Liung



會長開球

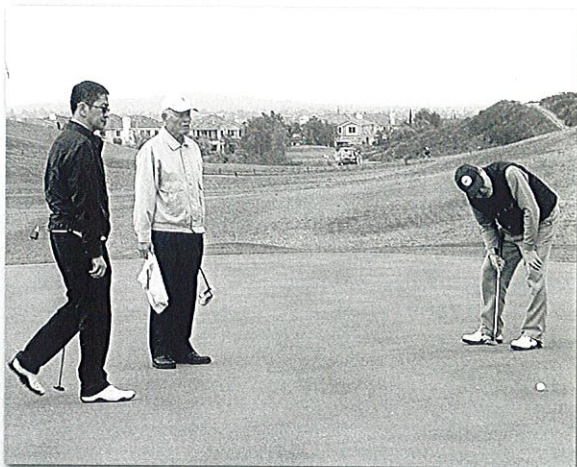


處長致詞



會務活動

高爾夫球比賽聯誼會 04/24/2013



會務活動

高爾夫球比賽聯誼會 04/24/2013



## 會員福利

馮聖明



人在身體健康的時候，總覺得買健康保險，是一項額外的開支，但是沒有保險一旦生病，在美國的醫療費用，更非一般人能負擔得起，有人花盡一生的積蓄甚至於負債累累。作為一個旅館僱主，如果員工生病而沒有健康保險，造成員工本人財務上發生問題，總會帶給僱主不必要的煩惱。如果是旅館重要的員工，甚至會影響生意。經常聽到員工要求僱主提供健康保險福利，到底是買與不買？那些員工買？用那一種保險？最後再考慮到旅館要負擔多少開支？如果你仔細閱讀本文，或許會為你提供一些答案。旅館公會是南加州所有公會當中少數能提供健康保險福利給會員的公會。

旅館公會特別為每一位會員及其旅館提供健康保險福利，只要你是公會會員，即可享有參加的權利。保險公司是由加州最大HMO公司之一的HealthNet所承保。醫生大多數屬於HealthNet的合約醫生，醫療網亦很多，到目前為止，尚沒有會員有不好的反應，反而得到醫療照顧的會員，大大的推崇這項福利，認為應該更多的人參加，希望公會多加宣傳。

一、 旅館公會所提供的健康保險福利如下：  
(因為文章有限，只列部份福利，歡迎索取詳細的英文福利說明)

1. 沒有Deductible。
  2. 沒有最高上限 Lifetime Maxums。
  3. 每年會員最高自付額為\$3,000。
  4. 新生嬰兒前30天醫生門診免費，出生後31天以上為\$35。
  5. 醫生門診費\$35。
  6. 專科醫生門診費\$35。
  7. 過敏查測\$35，過敏打針\$35，其他的打針免費。
  8. 開刀、麻醉、X光及驗血沒有費用。
  9. 產前檢查門診\$35。
  10. 正常生產，難產費用免。
  11. 醫院房間費用每次入院\$1,500。
  12. 專業護士費用自付額20%。
  13. 醫院生產費用每次入院\$1,500。
  14. 醫院非住院服務自付額20%。
  15. 醫院非住院開刀\$1,500。
  16. 急診室\$100。
  17. 救護車自付額20%。
  18. 家庭看護，每年有100天 (Partiase或隔天) 免費。
  19. 化療、器官移植免費。
  20. 買藥\$15/\$30/\$50。(普通藥/有牌子藥/非一般建議使用藥)。有牌子藥年自付額\$150。
- (以上所述福利，僅大略性，詳細承保內容，必須直接向HealthNet查問，本文不作任何承諾與保證)

## 會員福利

### 二、 保險費用（每年九月一日調整一次）

個人	\$343.13
個人+孩子	\$651.95
個人+配偶	\$748.02
全家	\$1063.70

另加\$10手續費每個月。

### 三、 申請方法

1. 必須是旅館公會會員。
2. 個人填寫申請表。
3. 郵寄或傳真申請表。
4. 繳頭一個月保費。
5. 生效日期，可指定當月或下一個月1號。

### 四、 付保險費方式

1. 每個月帳單寄到旅館。
2. 旅館開出支票。
3. 每個月20號必須收到支票，否則保險會被取消，一年內不得再保。
4. 退保必須書面通知，不付保費者，不會自動退保，公會會追繳所欠保費。

### 五、 常問問題

1. 過去有病歷，已經懷孕，年齡超過65歲時，是否可投保？

馬上加入旅館公會成為會員，每年按時繳會費便可申請。

### 2. 可否只替經理、會計等主要員工申請？

只要你是旅館公會會員，投保人只要個別填寫申請表來申請。

### 3. 65歲以上是否要退保？

建議最好去申請Medicare，再加上所提供的Senior Plan，就更加完整了。

### 4. 替員工買保險，對僱主有什麼好處？

可以留住好的員工，增加工作效率，使旅館生意更穩定。可以只替員工付50%，另50%由員工自行負擔，千萬別給員工錢去自己買保險，否則便失去意義。

最後總結，希望大家身體健康，人人都有健康保險。加入旅館公會，支持您的公會。在今天競爭的社會中，為你的員工及自己提供一點點的福利，讓您的旅館生意更興隆，賺大錢。如果有任何保險的問題，請電：626-215-4584馮先生。



# 南加州台灣旅館業同業公會

TAIWAN HOTEL & MOTEL ASSOCIATION OF SOUTHERN CALIFORNIA

## 旅館通訊廣告價目表

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以上優惠價均需一次付款。

附有廣告訂購表，請將資料填妥後傳真或郵寄：

Taiwan Hotel-Motel Association of Southern California

1045 E. Valley Blvd. #A212, San Gabriel, CA 91776

Tel: 626-280-2207 • FAX: 626-280-2243

.....

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ADVERTISER HEREBY JOINTLY AND SEVERALLY AGREES TO PLACE  
ADVERTISEMENT IN HOTEL & MOTEL NEWSLETTER AS FOLLOWS:

QUANTITY	DESCRIPTION	AMOUNT

PAYMENT IS DUE UPON SIGNING OF THIS CONTRACT.

PLEASE MAKE CHECK PAYABLE TO: T.H.M.A.S.C.

Mail to: 1045 E. Valley Blvd. A212, San Gabriel, CA 91776

# 南加州台灣旅館業同業公會

Taiwan Hotel & Motel Association of Southern California

## 會員申請書

### Membership Application Form

會員姓名 Applicant's Name

(中文) \_\_\_\_\_ Name \_\_\_\_\_

Address \_\_\_\_\_ Tel: \_\_\_\_\_

\_\_\_\_\_ Fax: \_\_\_\_\_

本人\公司為 申請加入為新會員 申請加入為榮譽會員

繳交

會員年費

\$100 元 50 單位以下+旅館通訊

\$150 元 51~99 單位+旅館通訊

\$200 元 100 單位以上+旅館通訊

\$200 元榮譽會員(公司)+旅館通訊

\$150 元榮譽會員(個人)+旅館通訊

合計 \_\_\_\_\_ 元

旅館或公司名稱 Company/Hotel Name

中文 \_\_\_\_\_ Name \_\_\_\_\_

Address \_\_\_\_\_ Tel \_\_\_\_\_

\_\_\_\_\_ Fax \_\_\_\_\_

旅館單位數 \_\_\_\_\_

支票請開:T. H. M. A. S. C.

郵寄:1045 E. Valley Blvd #A212

Tel:626-280-2207

San Gabriel, CA 91776

Fax:626-280-2243


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THMASC 38th 2013 Seminar 2013-03



# California Hotel Market Overview

Presented by  
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Web site: http://www.atlashospitality.com

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1

## 2012 Predictions

- Transactions will be up slightly, 5% - 10%  
TRANSACTIONS WERE FLAT WITH 2011
- RevPAR increases will slow somewhat, 5% - 7% for California overall  
RevPAR UP 9.8% FOR CALIFORNIA VS. 6.9% FOR THE U.S.
- Very few lender transactions relative to overall sales total (less than 15%)  
LENDER TRANSACTIONS ACCOUNTED FOR LESS THAN 10% OF OVERALL SALES

2

## 2012 Predictions (cont.)

- REIT's are no longer a buying "force" in the market; may become a net seller  
REIT'S DID CONTINUE TO BE AN AGGRESSIVE BUYER IN TO 2012 AS INVESTORS Poured MONEY IN LOOKING FOR HIGHER RETURNS THAN BEING OFFERED BY BANKS
- CAP Rate in the 7 range for A markets, 8 - 10 for secondary markets  
CAP RATES IN THE 6-7 RANGE FOR "A" MARKETS AND 8-10 IN "B" MARKETS

3

## STR November '12 YTD RevPAR Change Highlights

	Nov 2012
United States	6.8%
California	9.8%
Top Ten RevPAR Changes (vs. Nov 2011 YTD)	
Oakland	16.6%
San Jose/Campbell	15.2%
Santa Cruz	13.0%
Disneyland/Anaheim	12.8%
San Francisco/San Mateo	12.7%
Santa Rosa	11.6%
Los Angeles/Long Beach	11.1%
Pasadena/Glendale/Burbank	11.1%
Stockton/Modesto	11.1%
Santa Monica/Marina del Rey	9.6%

4

**Revenue is Increasing**

and

**Buyers Have Adjusted Their CAP Rates and Price Expectations**

5

**The Result?**

**Market Price Have Rebounded in "A" Markets**

**Some markets Now Back to 2007 Peak Values and Above**

**"B" Markets Are Now Starting to Show Some Recovery**

6

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“A” Markets

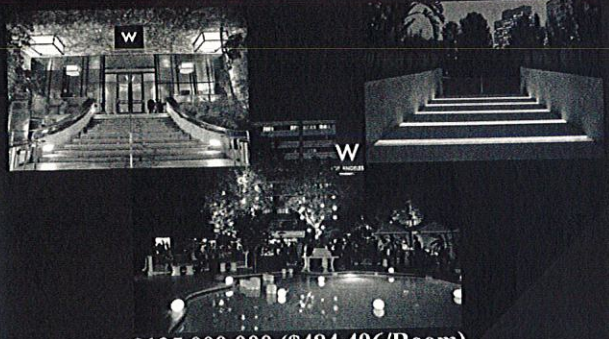
**L'Auberge Del Mar**  
Del Mar (120 Rooms)



\$76,900,000 (\$640,833/Room)

7

**W Hotel Westwood**  
Los Angeles (258 Rooms)



\$125,000,000 (\$484,496/Room)

8

**Canary Hotel**  
Santa Barbara (98 Rooms)



\$43,500,000 (\$443,878/Room)

9

**Fairmont Hotel**  
San Francisco (591 Rooms)

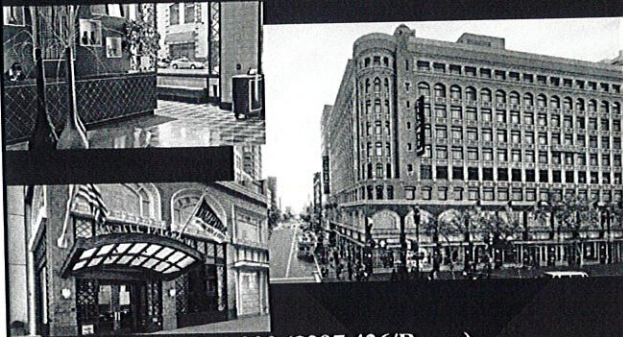


\$192,000,000 (\$324,873/Room)

10

“B/C” Markets (Secondary/ Tertiary Markets)

**Hotel Palomar**  
San Francisco (195 Rooms)



\$58,000,000 (\$297,436/Room)

11

**Coliseum Suites**  
Oakland (293 Rooms)






\$4,500,000 (\$15,358/Room)

12

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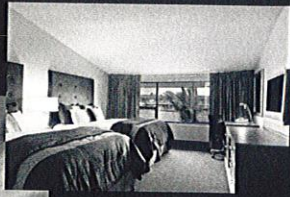
**Carriage Inn**  
Ridgecrest (160 Rooms)

\$2,350,000 (\$14,688/Room)

13

**Red Lion Hotel**  
Sacramento (376 Rooms)

\$9,000,000 (\$23,936/Room)

14

Hotels in Default or Foreclosed On:

DECLINED OVER 50%

15

**2013 Predictions**

- Sales volume to be up slightly around 325 – 350 transactions
- RevPAR increases to level off, 5% range (still above inflation)
- CAP rate will remain at 6 – 7 in A markets, but more closer to 8 in B markets as investors see more upside in secondary markets

16

**2013 Predictions (cont.)**

- Financing will become easier to get as lenders see a much stronger hotel market, and will compete for business; rates will fall
- More CMBS and mezzanine debt, similar to what we last saw back in 2007

17

**2012 U.S. Hotel & Lodging REIT Performers**

Best Performing Stocks		
SPPR	Supertel Hospitality Inc.	64.81%
FCH	Felcor Lodging Inc.	62.25%
RHP	Ryman Hospitality Properties	51.82%
MDH	MHI Hospitality Corp.	39.15%
AHT	Ashford Hospitality Trust	32.98%
Worst Performing Stocks		
EHPTP	Eagle Hospitality Properties	-99.94%
BEE	Strategic Hotels & Resorts	-12.67%
DRH	Diamondrock Hospitality Corp.	-10.41%
HT	Hersha Hospitality Trust	-0.58%
HPT	Hospitality Properties Trust	0.88%
LHO	LaSalle Hotel Properties	1.49%

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THMASC 38th 2013 Seminar 2013-03

南加台灣旅館業同業公會稅法座談會

美國稅務居民與財產揭露申報

主講人：林清吉會計師

本會前會長

北美華人會計師協會創會會長

林清吉聯合會計師事務所所長

中華民國僑務委員



專家解析

美國歐巴馬政府於2009年5月發布稅制改革「綠皮書 (The Green Book)」，規定嚴加查核有關美國境外所得申報，目的的是為確定納稅人的境外所得是否完整申報，並且追查境外金融機構所開之是否完整揭露。原先公布應於2009年9月23日前應補申報海外帳戶，即所謂的「FBAR (Report of Foreign Bank and Financial Accounts)」，舉凡美國「公民」、「綠卡持有者」，或是符合美國「稅務居民」身分者，稅務年度中海外帳帳戶戶戶金額超過10,000美金者均要申報，亦即只要「擁有」或「可支配」的美國境外個人或法人銀行帳戶（包含存款、衍生性金融商品、債券及有價證券等金融資產之資產價值），金額總計超過10,000美元在每年6月30日前，都要向美國申報FBAR表格（即TDF 90-22.1表格），沒有自願揭露的納稅人將被美國IRS查到及面臨嚴重罰款，包括詐欺罰款和國訊息申報的罰款 (Foreign Information Return Penalty)，且增加了被刑事起訴的風險。具有美籍身分的讀者應自問，您是否擁有國外銀行帳戶？您是否有國外投資帳戶？您是否擁有國外帳戶的提款

FBAR 申報時應檢附之資料與認定為何？

案例

艾先生是一名醫生，住在美國舊金山地區。艾先生的祖父是台灣南部地區的大地主，艾先生十歲時隨母移民來美國後還是每兩回去探望父，由於艾先生是長孫，從小便很得祖父的歡心。雖然移民美國多年，艾先生還是和父母說台語，這讓住在南部的祖父很欣慰。很不幸的是今年他的祖父因病去世，過世前祖父出售了一塊祖產土地，並將其價金約台幣3,000萬（100萬美金）贈與給艾先生，並存放在艾先生台灣銀行所開立的帳戶，後來又轉到彰化銀行續存。艾先生聽會計師說，如果美國人在美國境外有銀行存款就要申報，不然會有嚴重的後果。但是不知道什麼情形下要申報，而且要準備哪些資料呢？

卡或信用卡，即使此帳戶為非您所有？您是否擁有國外共同基金？您是否有國外投資信託的信託人？您是否擁有國外投資者的代理人？.....上述問題如有任何一題您回答「是」，那您便可能需要申報FBAR。

為了讓讀者易於瞭解海外帳戶的申報需求，我們分為應該申報？何時申報？向何處申報？申報什麼內容？如何申報？等五點說明如下：

### 誰應該申報？

簡單來說，美國人在國外金融機構擁有任何金融帳戶，包括在此擁有財務利益，以及對此帳戶具有簽名授權或其它權利，並且在每年的1月1日至12月31日之間內任何一天全部帳戶總會值超過10,000美元，均須申報海外帳戶資料，填寫所謂的TD F90-22.1表格，簡稱為FBAR（即Report of Foreign Bank and Financial Account的縮寫）。

那麼，「美國人」的定義是什麼？美國人包括：

1. 美國公民或居民
2. 美國合夥人組織
3. 美國公司
4. 美國遺產或信託。

至於「金融帳戶」的定義，包括了銀行帳戶（儲蓄、支票，或定存等等）及證券帳戶。所以，申報人如果不清楚哪些包括與否，應與會議師討論。



### 二、何時申報？

申報FBAR的表格為TD F90-22.1，申報截止日期為每年6月30日。

請注意：FBAR不需要跟申報人個人聯邦所得稅申報（1040表）一起申報。IRS雖允許個人申請聯邦所得稅的延期申報，但是不允許FBAR可以申請延期申報。FBAR的申報不能延期，必須要在次年的6月30日前完成。

### 三、向何處申報？

FBAR申報單位地址為：

U.S Department of the Treasury  
P. O. Box 32621

如果以快遞寄件，地址為：

IRS Enterprise Computing Center  
ATTN: CTR Operations Mailroom, 4th Floor  
985 Michigan Avenue  
Detroit, MI 48226

第三部分：申報人與他人聯合擁有的金融帳戶有關資訊

這個部分需要申報人提供以下資訊：

- 聯合帳戶，一共有幾位共同擁有人
- 主要擁有人的稅籍號碼（如果知道的話）
- 主要擁有人的姓名
- 主要擁有人的地址

第四部分：申報人對金融帳戶有簽字權，但對此金融帳戶並無任何權期益的有關資訊。

這個部分與上述資訊類似，但是需要提供帳戶真實擁有人的姓名。

第五部分：如果申報人是公司，提供關於公司金融帳戶申報的資訊

同樣，這個部分與上述資訊類似，但是需要提供擁有帳戶的公司名稱。

### 五、如何申報？

納稅人可能需要會計師的幫助來申報FBAR，也最好尋求會計師的協助。會計師一般會向納稅人詢問每年帳戶的最高金額，另外可能還會需要以下資料來支持客戶所提供的資訊的正確性：

每個月的每個銀行帳戶之對帳單（最好是申請英文的對帳單）

申報美國以外國家的所得稅的影印本——因為如果海外帳戶有利息，也要申報在美國的所得稅申報書。

之後會計師會根據這些資料作一些整理，才能做正確的申報。

結語：

本案中艾先生除了要申報FABR之外，因為外國帳戶的資產來源是贈與，還需要申報美國人接受的國外贈與申報表3520，同時該筆外國資金如有利息也該列入美國的所得稅申報書。其實這就是FBAR表申報的重點：表面上看來，似乎只要納稅人揭露國外金融資產，但美國國稅局更有興趣的是，納稅人如何有這筆錢，以及這筆錢產生的所得。在此提醒納稅人收集保存好銀行資料並且向會計師提供這些資訊，才能確保申報內容沒有遺漏，如此會計師才可以正確替您申報FBAR。



## California Hotel Sales Survey Year-End 2012

by Atlas Hospitality Group

### Summary of California Highlights

As we predicted, 2012 was unable to keep pace with the record year California had in 2011. The number of sales remained relatively stable (down only 2.5%), but total dollar volume plummeted by over 34%.

- The 1,572-room Hilton Anaheim was the largest hotel to sell
- At \$235 million, the 1,101-room Parc 55 Wyndham was the most expensive hotel sale
- On a price-per-room basis, the \$640,833 per room paid for the 120-room L'Auberge Del Mar topped the list
- Northern California saw a 6.3% decline in total dollar volume, while Southern California dropped over 48%

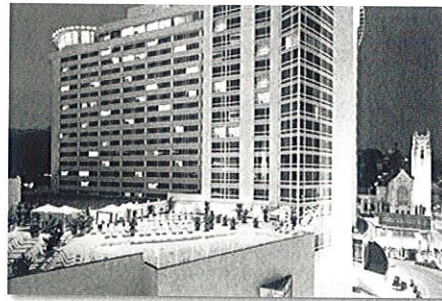
### Southern California Highlights

#### Los Angeles County

Los Angeles County saw a 6.3% increase in the number of hotel sales, from 48 to 51. However, total dollar volume dropped 48%.

The county's average price per room dropped 21.3% and the median price per room dropped 7.5%.

At \$169 million, the 632-room Loews Hollywood Hotel was the largest and most expensive Los Angeles County sale



*Loews Hollywood Hotel*

#### San Diego County

San Diego County had a 31% decrease, from 42 to 29, in individual transactions. Total dollar volume dropped 67.6%.

The county's average price per room increased 15%, while the median price per room decreased 17.2%.

At \$122.8 million the 436-room The Westin San Diego was the largest and most expensive San Diego County hotel sale.

#### *Westin San Diego*



## Orange County

Individual transactions in Orange County increased 41.7%, from 12 to 17. Total dollar volume was up 120.7%.

The county's average price per room was down 9.2%; median price per room was down 3.5%.

At approximately \$216.1 million, the 1,572-room Hilton Anaheim was the most expensive Orange County sale and the largest hotel to sell in California.

### *Hilton Anaheim*



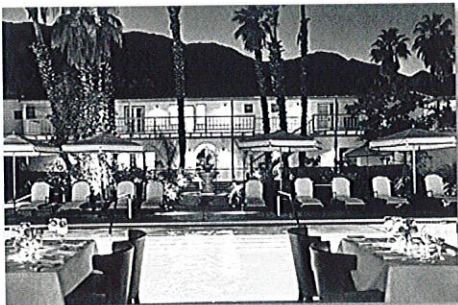
## Riverside County

Riverside County experienced a 4.2% decrease in transactions, from 24 to 23. Total dollar volume dropped 35.5%.

The average price per room rose 22.1% and the median price per room increased 26.5%.

The largest hotel sold was the 163-room Courtyard in Riverside. The most expensive sale was the \$15 million paid for the 56-room Colony Palms Hotel in Palm Springs.

### *Colony Palms Hotel Palm Springs*



### *Hilton Ontario Airport*

## San Bernardino County

San Bernardino County had a 16.7% decrease in sales, from 18 to 15. Total dollar volume decreased 21.3%.

The average price per room dropped 27.7% and the median price per room was down 39.3%.

The largest hotel sold was the 309-room Hilton Ontario Airport. At \$27.3 million, the 173-room Lake Arrowhead Resort and Spa was the most expensive sale.

## Northern California Highlights San Francisco County

San Francisco County had 19 individual transactions in 2012, the same as 2011. Total dollar volume rose 12.5%.

The average price per room decreased 9.7% and the median price per room dropped 32.1%.

At \$235 million, the 1,011-room Parc 55 Wyndham was the largest San Francisco County sale. It was also the most expensive California hotel sale.

### *Parc 55 Wyndham San Francisco*



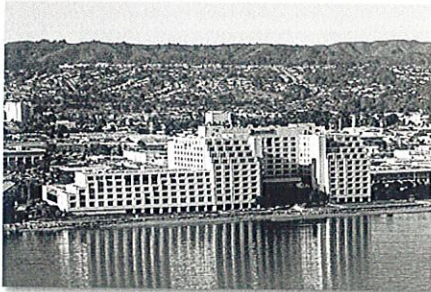
**San Mateo County**

San Mateo County's individual transactions dropped 42.9%, from 7 to 4. However, total dollar volume increased 248.1%.

The average price per room rose 51% and median price per room was up 7.8%.

At \$108 million, the 685-room San Francisco Airport Marriott Waterfront in Burlingame was the largest and most expensive San Mateo County sale.

*SFO Marriott Waterfront Burlingame*



*San Jose Airport Garden Hotel*

**Santa Clara County**

Santa Clara County had a 21.4% drop in individual transactions, from 14 to 11. Total dollar volume was down 79.4%.

The average price per room dropped 57.9% and median price per room was down 62.4%.

The 512-room San Jose Airport Garden Hotel was the largest and most expensive Santa Clara County hotel sale, at \$20.1 million.



*Le Rivage Sacramento*

**Sacramento County**

Sacramento County had a 7.1% drop in individual transactions, from 14 to 13. Total dollar volume was down 51.9%.

The average price per room decreased 6.1%, but the median price per room rose 2.5%.

The 376-room Red Lion in Sacramento was the largest Sacramento County sale. The most expensive sale was the \$14.2 million paid for the 100-room Le Rivage in Sacramento.

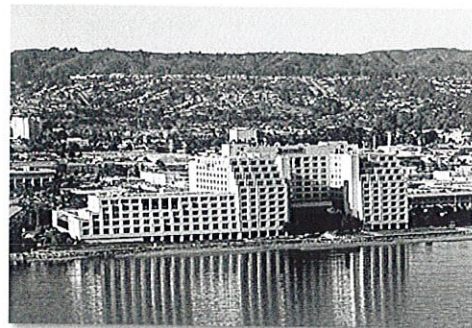
**Alameda County**

Alameda County's individual transactions rose 16.7%, from 6 to 7. Total dollar volume increased 50.8%.

The average price per room dropped 38% and median price per room was down 50.7%.

The largest hotel sold was the 293-room Coliseum Suites in Oakland. The most expensive sale was the \$36.2 million paid for the 278-room Hilton Garden Inn in Emeryville.

*Hilton Garden Inn Emeryville*



**DEPARTMENT OF LABOR TARGETS**

**THE HOSPITALITY INDUSTRY**

**Labor Law**

By 杜惠莉

Wendy Doo

Doo & Chong 律師事務所



The Department of Labor, Wage and Hour Division ("DOL" or "WHD") has targeted the hospitality industry for compliance audits through its "Hotel and Motel Resort Pilot Initiative" launched as a nationwide effort.

The WHD is investigating whether there has been compliance with all aspects of Federal law for all current and former employees on the Company's payroll for the past two years (or three years in cases of reported or willful violations).

DOL considers the Hotel/Motel Industry as a "high-risk" industry for wage and hour violations for two reasons: 1) the hospitality industry employs large numbers of "vulnerable" employees (younger workers, temporary workers, non-English speaking workers) who are not likely to complain, and 2) the industry is dominated by arrangements (such as franchisees and management agreements) which results, in the DOL opinion, "practices that obscures the worker-employer relationship," writes the DOL.

As part of the Investigation, WHD Agents are working in teams, usually with a Spanish-speaking Agent and a Chinese-speaking Agent, and will randomly appear at Hotels/Motels, unannounced. The Agents will demand documents from the owners, including time cards and payroll records, tax returns, Articles of Incorporation, and a list of current and former employees (including addresses, telephone numbers and positions). In addition, the WHD Investigators may begin interviewing employees and will ask to have a tour of the establishment.

Some of the common violations found included: misclassification of non-exempt employees as "salaried" employees, failure to pay minimum wage, failure to properly record and compensate for all hours worked, failure to pay employees for pre- and post-shift work, cash pay (to avoid overtime premium) and misclassification of employees as independent contractors.

In the event any violations are found, WHD will vigorously pursue corrective actions, including collection and payment of back wages, the assessment of civil money penalties and liquidated damages, and litigation to ensure accountability and deter future violations. In some instances, the WHD may also engage parent companies of local hotels and motels to enlist their cooperation in ensuring compliance among franchisee-operated establishments.

To protect your business and in response to the anticipated WHD Investigations,

Companies should conduct a self-audit of your time records and payroll records to ensure that all hourly rate employees are accurately keeping time and being paid for all hours worked, including any overtime premium. In addition, Companies should consult with an experienced Labor Law Attorney to learn about the law as it related to wage and hour, to assist with the self-audit (and to determine if other potential violations exist) and/or how to resolve any potential violations found.

## U.S. Lodging Growth Continues Despite Federal Economic Malaise

本刊編輯部

The lodging industry has clearly reversed course since the financial crisis when RevPAR declined by 16.5% in 2009. The U.S. hotel industry is forecast to continue to achieve strong gains in both revenue and profits in 2013, according to the newest industry research.

PKF Hospitality Research LLC is projecting that U.S. hotels will enjoy a 6.1% increase in revenue per available room (RevPAR) for the year, along with a 10.2% boost on the bottom-line net operating income.

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"The uncertainty and fear generated by Congress' handling of the fiscal cliff and sequester may have tempered the pace of economic growth, but it has not completely shut down the growth in demand for lodging accommodations," said R. Mark Woodworth, president of PKF-HR. "Our forecast of a 1.8% increase in demand for 2013 is somewhat muted compared to the 3% increase recorded by Smith Travel Research in 2012. However, when you combine the 1.8% growth in lodging demand with a projected increase in supply of just 0.8%, occupancy levels will rise to 62.0%. This will take the U.S. lodging industry past the long-run average occupancy level of 61.9%, a significant milestone."



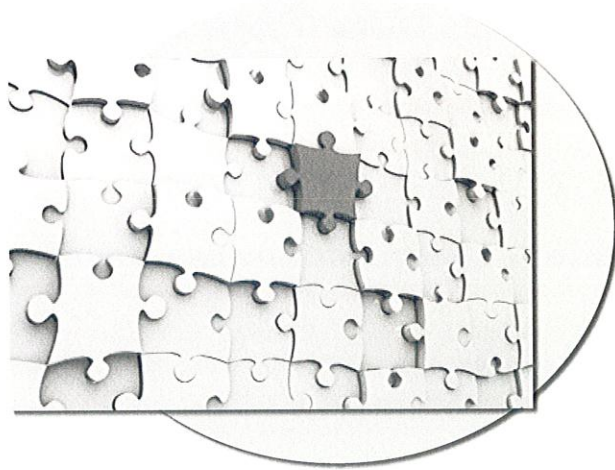
Some of the economic headlines seen during the first two months of 2013 can be perceived as alarming. The Commerce Department issued a downward revision to its estimate of real Gross Domestic Product (GDP) for fourth quarter of 2012, and some prognosticators believe the economy will stall in 2013 because of the sequester.

"Further analysis of these statements reveals that a significant factor driving this bearish outlook for GDP is a reduction in government spending," said John B. (Jack) Corgel, PhD., the Robert C. Baker professor of real estate at the Cornell University School of Hotel Administration and senior advisor to PKF-HR. "Fortunately, when it comes to the drivers of lodging demand, government spending is a relatively minor component of GDP. PKF-HR is more encouraged by Moody's Analytics' expectations for strong growth in personal consumption and business investment in 2013. These are the expenditures that really drive the demand for hotels."

2013 will be another strong one for the US lodging sector, although the rate of growth will be slightly lower than in 2012, according to the Moody's Investors Service report.

U.S. nominal RevPAR will reach a new high in 2013 and surpass the 2007 peak, although it will still be below the peak when adjusted for CPI, the rating agency is forecasting.

"We are anticipating RevPAR growth higher than 5%," said EJ Park, a Moody's



"Top markets outperformed small ones in 2012 on the rebound in business travel. With occupancy levels reaching 60% for two years now, rate increases are driving RevPAR growth" added Park.

PKH-HR, though, is forecasting an acceleration of RevPAR in 2014. It is forecasting RevPAR for the U.S. lodging industry to increase by 8.4% in 2014, the greatest annual gain in RevPAR since 2005. The RevPAR growth will be the result of a combination of a 2.1% increase in occupancy and a 6.2% rise in ADR.

"Given where we are in the lodging cycle, the 6.2% growth in 2014 ADR is expected. On the other hand, the 2.1% rise in occupancy is an eye-opener. It can be attributable to the lift in employment growth as forecast by Moody's Analytics, which will result in more demand moving toward the more moderate priced chain-scales in search of available and affordable rooms," Woodworth explains.

Not All the Outlooks Are Completely Positive  
Business activity in U.S. hotels was flat at a reading of 106.3 in February, according to the latest reading of e-forecasting.com's Hotel Industry Pulse index. The composite indicator, which gauges monthly overall business conditions in the U.S. hotel industry, had increased 0.2% in January.

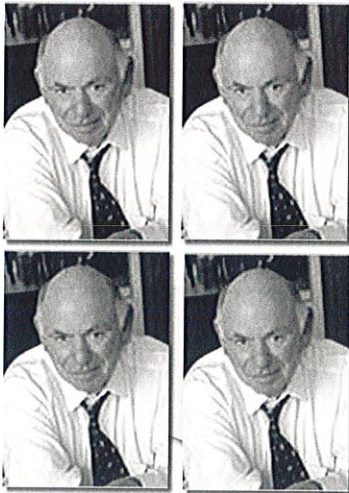
HIP's six-month growth rate, which historically has confirmed the turning points in U.S. hotel business activity, had a positive rate of 2% in February, following a positive rate of 2.4% in January. This compares to a long-term annual growth rate of 3%, the same as the 30-year average annual growth rate of the industry's gross domestic product.

The probability of the hotel industry entering into recession, which is detected in real-time from HIP with the help of sophisticated statistical techniques, registered 12.6% in February, slightly up from 11% reported in January. When this recession-warning gauge passes the threshold probability of 50%, the U.S. hotel industry enters a recession.

"The hotel industry pulse has held nearly flat the last several months, showing a stagnation in growth for the U.S. hotel industry," said Dr. Evangelos Simos, chief economist of e-forecasting.com.

Only one of the three demand and supply indicators of current business activity that constitute Hotel Industry's Pulse Index had a positive contribution to its change in February: Hotel Jobs. The two of the three indicators of current business activity which had a negative or zero contribution to HIP's change in February were Spending on Hotels; and Hotel Capacity.

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## *More Than Money, More Than Business*

2012年12月19日發表專題演講

地點：The Venetian, Las Vegas

金沙集團總裁  
麥克李文 (Michael Leven)

翻譯 汪俊宇  
北美洲台灣旅館公會聯合總會總會長

**我**很榮幸參加你們的盛會，這個星期是我們的淡季，希望你們享用我們的設備，並希望你們能在威尼斯旅館有個美好的時光。我非常幸運的在這行做了52年，我不止在美國，我花了不少時間到澳門、新加坡及台北等地做考查，我不會講中文，希望你們聽的懂得我所講的話。

我從1961年開始我的工作，那是很久以前的事了，我想那時大概你們很多人還未出生。我知道Tim 和 Michael Muir很小就認得他們，我的太太和他們父母均在New Jersey教書時熟識，在1962年，我帶他們兄弟一起成長，也帶他們一起做生意，他們的表現極為出色，也在1990-1995，當我在假日旅館時，和我一起共事，當時我們亦曾支持過南加州台灣旅館公會，我們一向非常支持你們的旅館公會。

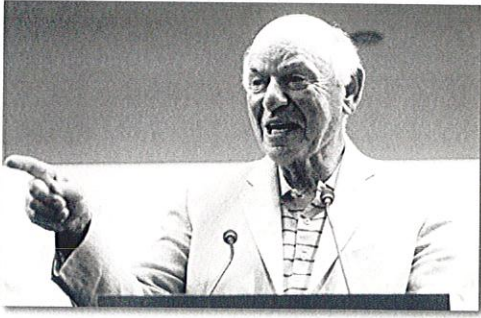
1960年，當時旅館業不像今天這麼進步，我在紐約Roslyn Hotel做推銷員，我不懂任何的行銷亦不懂旅館，我所學的不是旅館，而是政治學，我從沒想到我會用我所學的政治學來經營旅館，但我一輩子都受惠為政治學，這是一個政治學的生意，不管你是否相信，每一個做

旅館都懂的比我多，我每天都打電話做行銷，每天我8:30開始工作，然後打電話，9:30出門行銷，那個時候你可不用先約而去做拜訪，我的老板每天要我早上打五通電話，然後出去拜訪，中午和客人吃飯，下午再打五通電話，然後我要把五通電話的內容寫下來，老板會和我一起坐下來對每一個電話的內容分析，看我是否做的對，所以我學會推銷，他給我們一個目標，而我得能以一倍的成績達到目標，但大家所不知的是九個月以後他把我叫進去，他要給我加薪，那時我是一個禮拜賺98元，他說我可以加薪500元或1,000元，我給\$1000或者只給你\$500而但給您一個助理行銷經理的頭銜。但我決定少拿\$500而要頭銜，因為我預計百此頭銜我可多做一些行銷，所以決定拿\$500，我在此公司學到旅館行業及行銷技巧，今天此家公司還在，只是不是一個大公司。離開此公司後我繼續留在旅館業，10年後我開始在國際上工作，在60年後期及70年初期，我在加勒心海工作，1970到1971年我在歐洲工作，我在德國及義大利做旅館方面的工作。度衰退。

我在1975年到1976年我在美國航空公司的亞洲部工作，美國航空公司有三家旅館，一家在漢城，旅館叫釜山，此家旅館現在已不在，我們那時在韓國蓋了二家旅館，一個在釜山，一個在揚州，我在此學到推展亞洲市場的經驗，當時總部在東京，我為行銷副總理，然後我花了很多時間在墨西哥及南太平洋飛枝等地推展市場，我在這時學了很多，1985我的工作生涯有了很大的變化，我在一家公司叫Days Inn的公司做事，那時Days Inn有250家旅館，我們那時和很多的連鎖公司的會員交流，在那以前14年，我不是在公司自己所擁有的旅館，或公司自己經營的旅館工作，我發現連鎖公司的會員非常有意思，他們都是創業者，他們投資他們自己的資金，他們都很努力工作而每家都是家族的生意，而我們發現在此250家旅館，有100家旅館是亞洲人，尤其是印度人所擁有，我從來沒去過印度也從來沒有和印度裔打過交道，後來我發現印裔有被敵視的現象，他們借不到錢，他們無法拿到保險，甚至有人不願意住進印度裔所擁有的旅館，我決得這樣是非常不美國化及不公平，因為美國是一個對任何人包括外國人都是充滿無限機會的地方，也是他能實現美國夢的地方，沒有人可以剝奪他的這個權力。。

美國是給每個人成長的機會，而這些人都有困難達到此目標，在我的老板Silverman的支持下我們找了8到9個人，部份為印度裔，部份為白種美國人，我們成立了美國亞洲旅館公會，我們從12個會員開始，現在已有一萬多個會員，很多人不高興，認為我們只是為Day's Inn自己的發展此組織，而我當時是希望大家一起來努力來打破這個不公平的現象，共同努力而無任何私心，而現在該組織成長的非常快，非常大，且非常有組織。

我對此事感到非常驕傲，因為我們是為了一個崇高的理想，而不是為了錢或是生意，後來我離開Day's Inn 和Tim Muir一起加入Holiday Inn，當時亦在同樣的原理下，我們幫助不少南加州旅館會員加入Holiday Inn，今天榮幸的能參加你們總會的理事會，汪總會長希望我談談貴會未來的走向及對旅館業未來的走向及機會，當然我同樣的支持你們的理想，你們當然會努力工作，但亦需能貸到款來發展，能服務客人，能顧用到員工，且能有很好的回收，你可讓你的公司成長，參加社區的活動，且能為你的孩子及孫子做一些事，希望你們的總會能重現你們亞洲的傳統，而在Tim Muir及汪總會長所談及你們的公會在不斷的成長，你們仍有很多Holiday Inn及其他的老板在此，我今天不僅談到歷史，亦需談及旅館業的現況，我們的行業現在是繼續成長，還是在萎縮？我52年的事業生涯非常幸運，因為全球旅遊業成長的非常快，今天旅遊業是美國的第大八行業，我們雇用很多人，當我開始從事旅館業時，全美只有10個與旅館業相關的學校，現有已成長到500個，在美國我很幸運的旅行能到世界各國去參訪，尤其是亞洲。當然我不希望你你舉手說沒去過澳門，但我相信你一定去過。我知道你們可能會玩麻將，而現在在亞洲的賭場生意已超越美國，賭場生意和我們的旅館行業沒有太大的不同，賭場生意是一種服務業，是要員工有很好的服務訓練，他是一個很有利潤的生意，但我要警告你，他不見得是一個永遠會贏的行業，有時客人亦會贏的，有時我看生意的數字，這些數字都很大，有時一天我會看過我損失七家旅館的金額，他是一個非常危險的生意，而美國未來的生意前景而我們旅遊這行還有很多的機會但亦有不少老的企業消失，當然有很多新建旅館的機會，亦有不少把舊旅館翻新的機會，我有以下幾個問題：



1. 我對未來旅館業的看法：對於你們的公會及你們的業主，你們必須不斷的努力工作及要有眼光，機會永遠存在，你可買現成的旅館也可建新的旅館，甚至有一些經營的機會，由於業主老了而無精力時，也是您的機會，以你的精力來改變生意。

2. 我發現第一他業者的發展，且知道這個國家還是有很多的機會，不管我們是否有財務或其他的困難，若你能面對於及接受挑戰，將還是有很多成長的空間，當我們突破困境後我們的生意會不斷的成長及進步，而讓你有一個好的生活，非常好的生活。

在這裡講到亞洲，而我不需和你談亞洲，我想你會比我更了解亞洲，每六個禮拜我會到新加坡考查一個星期，然後到韓國、日本、越南各一個星期，我也花了一些時間到台北，而重點是我們提供一個全面的設施，原因此我一到我們的設施，你就可以做住任何你們想做的事及全部想要的活動。我們供應精美的餐飲，有會議室可開會，可SHOW可看，可賭博，可以SHOPPING任何你喜歡的的事都可以此完成。

我們在新加坡，澳門，這裡(LAS VEGAS)及賓州；都有賭場，你可能不知道我們的設備是最大的，350個會議室，像你現在所在的地方，4個戲院，這個建築物本身就像是一個城市，我們有6千500個全職員工，3千500個PART

你們知道嗎，我們是在賭城而沒有工會的大型賭場，這是我們的原則，但我們給我們員工是最好的待遇，我們有最好的員工，但你不需要像我們這麼大也會成功，我看到有人有50個單位，100個單位或200個單位、300單位的旅館，一樣的經營的非常成功。這些我這一生最後的一個工作，還有24個月我就退休了，而我非常期待這一天，我的太太和我都希望我能退休，我們已結婚52年了。

這個工作是一個很有挑戰的工作，和俱有很多冒險性，而你的今天面對的最大的挑戰就是如何去說服及鼓舞我們的第二代去繼續我們的行業或事業，就像很多的行業，第二代常沒興趣做們你這行，可能他們在旅館長大，他們看到父母努力工作，從無到有，但非常辛苦，有的年輕人會繼續父母的事業，有些不會，他們希望另找其他的機會，但那都沒問題，我有三個兒子，一個也做我這行，二個不做，我從來不強逼他們去做，這世界有不同的機會，你還是可從他們學校，學他們自己想學的這個行業。

你們的汪總會長問我，賭場生意是否很困難去經營及成功，第一件事是你不一定要很幸運，但如果你是賭徒，則你必須很幸運才能贏，而如你是業主則無需靠運氣，賭場的成功，和你的旅館的經營成功是沒有什麼不同，第一，你必須要照顧你的客人，給他最好的服務，第二是，你的員工亦必須對客人給予最佳的服務，這和任何行業一樣，您必須照顧好你的客人及照顧好你的員工，每天我早上6時10分來公司，我最高興的是我的員工很高興的看到我，和希望他能讓我們客人有愉快的感覺，而我們的場所太大，客人常會迷路而會問方向，所以我們的員工一定要穿制服，以便客人找我們，我常需請員工來幫忙客人，實在因為我們的地方太大了。

所以你如何善待你的員工及客人，是你成功的要點，所以賭場如何經營成功，賭場是一個有很多政府規定的行業，因為有很多的現金及籌碼，及信用，有些客人我們給信用，有些客人我們不給信用，這要花很多經營的時間，但這是一個賺錢的生意而且是有趣的生意，除了善待員工及客人沒有其他的機密。這與其他的行業沒有什麼不同，在我的事業中，我發現人們若忘了員工及客人的重要性，則很難成功，而我從來都重視此點。我永遠重視員工及客人，我們都知道客人永遠是對的，事實上，客人不會永遠對的，但是客人永遠是客人，這就是不同的地方，不管在你經營旅館及賭場，你若都能以此為原則，你就會成功。

汪總會長問我，你如何鼓舞新的一代在他們的未來上？

我看到一些年輕人，一些中年人，但沒看到我的年紀的人，我想我應是最老的，這裡有任何人75歲生日，我在此看到很多年輕人、中年人，你不需鼓勵他們如何成功，你要鼓勵他們如何做人，對我而言，我所看的最多的是我一輩子所見到的人，不同的人種，不同的宗教，可能我們看來不一樣，我們來至不同的地方，吃不同的食物，信不同的教，而最重要還是一個人是否有好的人格及如何做人。

我到過60個國家，經歷過很多事情，我一向認為人不只是要賺錢要做生意，我們更需為我們的社會及我們的同胞服務，我們很幸運的做旅館這一行，能有機會碰到人及為人提供服務，我很幸運做這一行，雖有時有困難及面對挫折但非常值得去做。

我很高興今早能和各位談話，我願意接受任何的問題，我知道你們的非很害羞但我願意接受任何問題，如果你及任何的話，我願告訴你，你們是如此的幸運能做這一行，因為這些客人給你機會去為他們服務，而很多人無法有機會。

謝謝你給我這個機會時間來和大家在一起。

### 金沙集團總裁麥克李文簡介

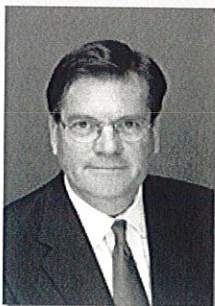
麥克李文是金沙集團執行總裁，他從2009年3月11日開始出任此職位，他從1995年10月至2006年12日創立及擔任美國連鎖旅館集團之總裁，他在成立美國連鎖旅館集團公司前，他從1990年10月至1995年9月擔任美國假日旅館集團Holiday Inn, Worldwide之總裁，從1985至1990年擔任美國日光旅館(Daiy's Inn of America)之總裁，他亦為美國亞洲旅館業主公會的共同創立人(America Asia Hotel Owner's Association)。

麥克同時為很多基金會的董事，熱心公益同時對少數族裔極為照顧。

後記：麥克李文在今年一月份在洛杉磯的全美旅館會議(America Lodging Investment Summit)上拿到一個最高榮譽的終身成就獎(Lifetime Achievement Award)。

## US hotel outlook strong despite some bumps

**Mark Woodworth**  
PKF Hospitality Research



BOSTON—The U.S. hotel industry will spout positive results over the long term—though short-term performance will be a different story, panelists said Monday during the opening general session of the Hotel Equities and Lender Perspectives conference.

Mark Woodworth, president of PKF Hospitality Research, said the next downturn in the industry isn't likely to occur until 2017. The industry has performed well of late, he added, noting favorable forward-booking trends.

"We're looking at pretty attractive tailwinds," he said, echoing comments he made just a few weeks ago during the 25th annual Hunter Hotel Conference in Atlanta. "The fundamentals are incredibly solid."

Confirming those comments, Scott Berman, principal at PricewaterhouseCoopers, said his firm is forecasting 5.9% revenue-per-available-room growth this year.

Further, David Loeb, a hotel analyst with R.W. Baird & Company, said hotel stocks have been performing well and will continue to do so until supply outstrips demand. The R.W. Baird/STR Hotel Stock Index closed Monday at 2750.83 and is up 8.8% year to date in 2013.

Noting the current cycle will be an extended one, Loeb said today's environment is conducive to initial public offerings made by hotel companies.

"I think there will be more," Loeb said of IPOs. "(Blackstone Group LP) is putting together several different platforms, and it will be very interesting to see what they do with them."

He said Blackstone has several options available, including taking Hilton Worldwide public or spinning off a real estate investment trust.

Loeb said at the end of the day, the long-term outlook for the hotel industry is trending upward, while the short term is choppy. "The answer is always going to be that the short term is choppy," he said.

### Obstacles await

Despite the positive long-term outlook, panelists acknowledged that several macro issues risk slowing or even derailing the recovery.

The sequester, for instance, could cut off the number of visitors coming to the U.S., Berman said. For example, there have been long lines in customs at Miami International Airport.

The negative experience global travelers might have while waiting in these lines could impact hotels, he said.

"It's a bit of an issue. It's a bit of a disturbance," Berman said of the sequester.

Berman said a four- or five-hour wait in customs will leave a bad taste in the mouth of the global traveler. "The last 30 days have been pretty rough," he said. "The sequester is already having an impact on travel and leisure."

He added that 66% of people who have a negative travel experience will not rebook.

"I think there's a risk that that guy in the security line does not come back to the U.S.," Loeb said.

Referencing the cancellation of the National Defense Transportation Association Forum & Expo, Berman said it also will be important for hoteliers to track summer group booking behavior as it will be an important barometer as to how the sequester impacts the travel sector.

With only 88,000 jobs added to the U.S. economy during March, the number of jobs was much smaller than had been expected. It will be important for hoteliers to keep a close eye on employment numbers, Woodworth said.

"If you don't have as many people in the pool, you won't have as many people working," he said.

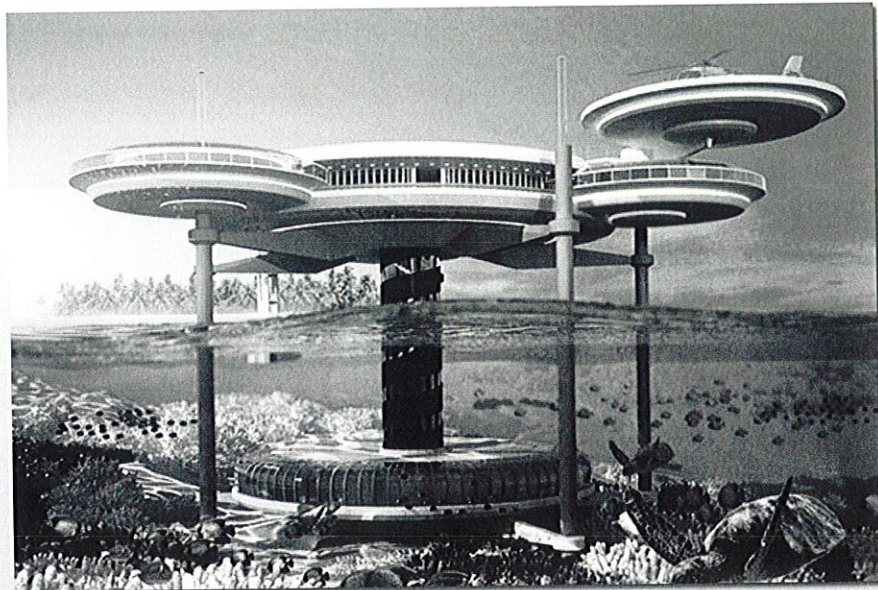
While there are a number of macro issues that could impact hotel values, the Affordable Care Act might not be one of them. Anne R. Lloyd-Jones, managing director at HVS, said "Obamacare" is not likely to influence hotel values.

"(Hotel values) are affected by the availability of very low cost of capital and fundamentals," she said.

Lloyd-Jones said, however, hotel supply could soon become an issue for hotels.

"I think new supply will come back stronger ... than any of our forecasts indicate," she said.

## Dubai's Underwater Hotel Promises Submersible Luxury



## 酒店住客 不能連住逾30天

by ChineseDailyUSA.com

**洛**縣不少市政府規定酒店住客連續入住不能超過28-30天，原因是政府對短期住客徵收的住宿稅高，以及控制不法分子躲在旅館裡從事非法行業。

奇諾崗月子中心出事後，不少民宅式月子中心為了避風頭，將孕婦和產婦遷入酒店住宿，但洛縣不少市政府規定酒店住客不可超過28-30天，長期將孕婦安排在旅館裡，很可能又觸犯市政府法規。

南加州台灣旅館業同業公會會長汪蔚興說，洛縣大部份城市對酒店、旅店都有這種規定，不同城市規定時間長短不同，但基本都在28-30天內，超過時間要求客人必須退房，再重新check-in入住，有的城市還規定客人要離開旅館1、2天才能重新入住。

汪蔚興說，城市有如此規定主要有三個原因，一是稅收原因，很多城市有「長稅」，即對旅館短期住客徵收的一種稅，該稅收額度較高，但住客超過28-30天就不能徵收這種稅。汪蔚興說，政府為了增加稅收，將住客入住時間嚴格控制在28-30天內。



會長汪蔚興

另一個原因是出於治安考量，汪蔚興說，有些從事非法行業的人，例如毒販、賣淫等，喜歡住在旅館裡，移動方便，不容易被抓，政府控制客人入住天數，也是為了減少不法分子躲在旅館裡，提高社區治安。

另外，市政府希望更準確地控制常住居民人數和流動人口數量，如果想長期住在該城市，政府希望這些民眾能選擇公寓，統計人口更方便。如果住在旅館、酒店，很難統計居民人數。



## 溫德姆酒店集團主席：如何逆勢增長

本刊編輯部

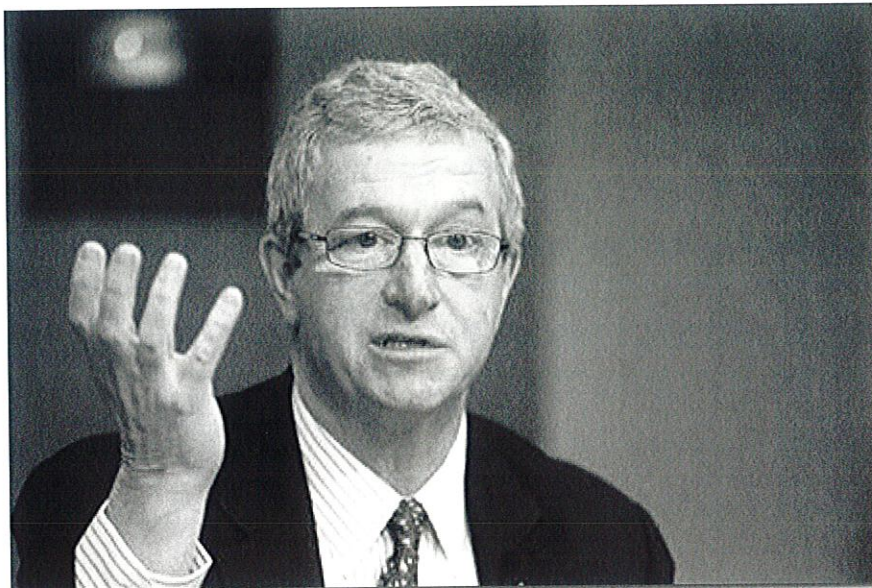
**從**事酒店業近20年以來，溫德姆酒店集團(Wyndham Worldwide)主席兼首席執行官斯蒂芬·霍姆斯(Stephen Holmes)稱，他目睹了該行業的幾大“變遷”——從消費者計劃度假的方式，到他們入住酒店后的期待。而這些變化的最新催化劑則是全球範圍內的經濟衰退。作為全球最大的酒店企業之一，溫德姆在100個國家擁有至少55個酒店品牌——他們成功地在這場風暴中生存了下來，甚至在經濟開始衰退后仍然實現了增長。霍姆斯在接受“沃頓知識在線”的訪問時，講述了他所目睹的行業變化，“分時度假”的方式為何會在經濟衰退期間取得驚人的成功，以及他心目中令人愉快的酒店住宿體驗。

本次訪談文本整理如下：

沃頓知識在線：史蒂夫，你能對溫德姆集團的旗下品牌、以及這家跨國集團的情況做一下簡要介紹嗎？

斯蒂芬·霍姆斯：溫德姆集團包括三大業務部門。在酒店業領域，我們主要開展酒店特許經營與管理業務，目前擁有13個酒店品牌——溫德姆當然算一個，其他品牌包括Days Inn、Super 8、Howard Johnson、Ramada等。我還能告訴你很多很多。我們並不擁有這些酒店，只是授予他們特許經營權或者負責管理，然后再收取管理費。我們把這種模式稱作“按服務收費的業務”。

**Stephen Holmes**





我們的第三項業務就是溫德姆度假網絡。它屬於比較傳統的分時度假業務。你要建造或者開發分時度假酒店，通過營銷，把房間賣給消費者，以及為購房融資……然後還是由我們來負責管理度假村。

沃頓知識在線：這可真是一項大業務。

霍姆斯：是的，是一項全球性的業務。我們的三項業務遍布全球各地。

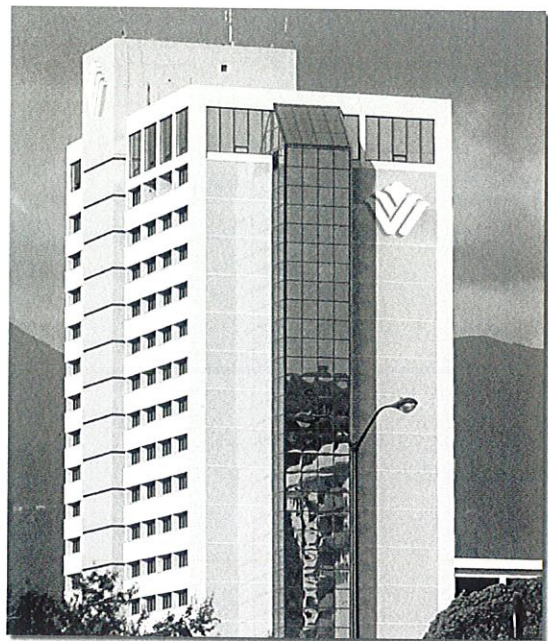
沃頓知識在線：我的下一個問題是，經濟衰退對貴公司的業務有何影響？不過，我們或許可以把這個問題拆成三個部分。因為，我猜你們的三方面業務受到的影響也不盡相同，是這樣嗎？

霍姆斯：你說的很對。這三項業務受到的影響的確不同。受到沖擊最大的部門應該是我們的酒店業務。有人或許認為，它應該是最穩定的一項業務，因為其中並沒有涉及固定資產，只是一項“按服務收費的業務”。但是，這部分業務對酒店入住率和房價的依賴性很高，因此經濟動蕩會對其產生直接影響。

很多人會以為，分時度假業務遭受的影響應該很大，因為消費者可能會推遲購買這項業務，或者減少這方面的開銷。但實際上，這項業務的表現異常優異。我們的工作效率大為提高。也就是說，我們向前來購買的客戶賣出了更多產品。

交換和租賃業務在經濟下行時期的表現也非常不錯。實際上，這項業務的收入在08年到09財年還有所增加，很可能是本年度酒店業的營收較去年同期有所增加的唯一業務。幸運的是，與一些競爭者相比，我們的業務並沒有遭受到那麼嚴重的沖擊。

Wyndham Kingston Jamaica



## Hoteliers adapting to macro changes in China



Speakers at HVS's China Hotel Investment Conference in Shanghai discuss macroeconomic changes in China. Left to right: Dai Bin, China Tourism Academy; Mark Hoplamazian, Hyatt Hotels Corporation; and Robin Bew, Economist Intelligence Unit.

本刊編輯部

**S**HANGHAI—China's economy is experiencing widespread changes and hoteliers there—and worldwide—must adapt their strategies to stay relevant.

Recent news about a slowdown of China's gross-domestic-product growth is not deterring those looking for opportunity in the region. While the country is not as hot as it was five years ago, an emerging middle class still provides an attractive source of hospitality demand, said Robin Bew, editorial director and chief economist with the Economist Intelligence Unit, during HVS's ninth annual China Hotel Investment Conference in Shanghai this week.

"GDP only grew at 7.7%, what a terrible disaster," Bew joked.

Bew said the Chinese economy seems to be improving, and the growth story this year will be better than in 2012. However, the best is yet to come, he said.

"Chinese consumers are more able to support economic growth," he said.

Bew said understanding economic challenges and opportunities is critical for businesses to position themselves in context. While he does expect a global economic recovery, it won't be as brisk as once expected, he said.

As evidence of Chinese economic growth, Bew discussed Chinese disposable income, which he said is a key metric. In 2009, only one city in China was able to report that its average resident netted 30,000 renminbis (\$4,853) annually after income and expenditures, which Bew qualifies as "disposable income." In 2011, seven cities hit that mark. By 2019, more than 100 cities will be able to report average disposable income greater than 30,000 renminbis, he said.

"While China today sees a pretty big opportunity, the really big story—rising incomes in (western China) and more cities becoming open for business—that story has been started," he said. "There's a lot more opportunity to open up in China."

The evolution of consumption behavior in China is leading to growth in the number of domestic travelers, according to Dai Bin, VP of the China Tourism Academy. Chinese residents born in the 1960s worked hard and didn't have time to travel, he said. But residents born in the 80s and 90s—major players in today's consumption market—see travel as opportunity.

"Yes, they work hard but they enjoy life, too," Bin said.

Equally as important as capturing demand in China is treating China as a feeder market and learning how to attract an emerging market of outbound Chinese travelers.

Generally speaking, demand trends are moving from West to East—both globally and particularly in Asia, Bew said. China is driving retail sales around the world, he said.

"China is a major driving force behind what's happening in the global economy," he said. "It is not only a large driver because of the demand it generates around the world, but the Chinese are also a major force from their outbound investment strategies. There are opportunities for the rest of the world in creating incentives to capture Chinese investment."

Outside of China, the once-coveted countries of Brazil, Russia and India are fledgling and "starting to feel a bit like last year's news," Bew said. There are real structural impediments in Brazil and India, each of which is "stuck in a rut," he said.

## Adapting to change

Therefore, hoteliers operating in China must stay nimble and be able to react quickly to change, presenters said.

Mark Hoplamazian, president and CEO of Chicago-based Hyatt Hotels Corporation, said the tone in China is clearly "austerity."

"One can make the case for a notion that we're in a different era," he said, "an age in which constant surprise is a way of life. We need a way to address issues in a new paradigm. Focus on things at the core of being resilient and being adaptable."

A challenge for hoteliers will be rising wages in China. The average wage in China has risen 180% over a recent timeframe, Bew said. Wages in China are still low relative to the U.S. and Europe, but "wage growth here is exceptional," he said.

One hotelier asked if those rises in wages are sustainable.

"For China to become a stronger economy, people have to make more money," Bew said. "But that means in many industries China is no longer competitive. Are you able—within your businesses—to bring up productivity rates to offset that fact that (wage) rates are rising? How do you manage profitability by getting more efficiency out of your employees?"

Bew said Chinese business operators should expect wages to rise 10% annually for the foreseeable future.

Hoplamazian said Chinese hotel operators will need to bring techniques already applied in other regions around the world to China. Implementing technology to operate more efficiently and cross-training staff are two examples.

## Hotel Sector Continues to Rebound

本刊編輯部



**A**TLANTA—The hotel industry is rebounding in 2013, and four hotel industry CEOs and two industry forecasters predicted slow but steady growth for the sector at the 25th annual Hunter Hotel Investment Conference in Atlanta.

"I think 2012 has the potential to be just as strong as 2012," said Wayne Goldberg, president and CEO of La Quinta Inns. Memorial Day bookings are strong, which are a good indicator of the summer. Looking further ahead, a growing world population will increase demand for hotels, he said. Goldberg added that with little construction having taken place in recent years, supply is in check. And there is now room to grow; his company started construction on 10 new hotels in 2012, and will begin building 12 to 14 more in 2013.

Steve Joyce, president and CEO of Choice Hotels International, was the most cautious of the four hotel CEOs, predicting "2013 will be a good year but not a great year." Joyce said that sequestration will dampen hotel demand. But he forecast that business would pick up at the end of the year and continue in 2014 and 2015.

Joyce predicted 5 percent growth in revenue per available room (RevPAR), noting that if people have to spend two hours in a security line to get on a plane, start to see \$5-a-gallon gas, and get hit by a big increase in health insurance premiums as new

health regulations go into effect, they may postpone vacations. "My view is that we have got as much that can hold things in place as that can lift us." Joyce said.

Richard A. Kessler, chairman and CEO of The Kessler Collection, a boutique hotel investor, said his group is investing in 4 to 5 new hotels around the country, and "we are confident that the rates we can retain will justify this investment, in foreseeable future." Kessler's company sold three properties to "clean up our balance sheet," poising the company to launch a growth program.

When demand by groups for hotel space dropped, Kessler's brand replaced it with transient business, but group business has picked up again in recent months.

Mark G. Laport, president and CEO of Concord Hospitality, said his company has 12 hotels under construction, the most in their 28-year history. Noting that the industry is not oversupplying rooms, this is a "good time, a good place, with great financing, and brands are stronger than they have ever been," Laport said.

### Inside the numbers

Smith Travel Research reported a 39.9 percent increase in hotels construction year over year in February 2013, and a 10.1 percent rise in hotel

rooms in the active pipeline compared with February 2012. The company predicted a 1.5 percent increase in supply in 2014, but a 2.8 percent increase in demand, a 4.6 increase in average daily rate (ADR) and 6 percent in RevPAR, according to Jeff Higley, vice president of digital media and communications.

Occupancy rates have been stronger than expected, and occupancy rates, ARD and RevPAR are expected to grow modestly, according to a report presented by R. Mark Woodworth, president of PKF Hospitality Research LLC, of Atlanta. Woodworth's report quipped: "What should we be worried about? Nothing. The fundamentals are solid!"

PKF's report forecast steady improvement in leisure and hospitality employment, real personal income and rooms sold through 2017, with a sluggish recovery in total employment spoiling the otherwise rosy predictions.

Supply of new hotels is very limited, as occupancy rates are rising, PKF reported. Luxury hotel chains, such as the Ritz-Carlton and Four Seasons, experienced 11.2 percent growth in 2011 in RevPAR in 2011, and PKF predicted 7.8 percent in 2012 and 6.9 percent in 2013. All classes of hotels experienced an 8.2 percent RevPAR increase, with 6.8 and 6.1 percent predicted for 2012 and 2012 respectively.

Economic uncertainty will slow transactions, and the industry will experience "lower-than-normal levels of buying and selling in the market," which will diminish new construction, Woodworth predicted.



Hotel property values will "pop" once uncertainty begins to dissipate and double-digit NOI growth is sustained, predicted Woodworth.

New York is the leading market for new construction from 2012 to 2016 (4.3 percent) followed by Austin, Ft. Worth, Pittsburgh, New Orleans, Nashville, Houston, Miami, Philadelphia and Long Island. Lagging markets, those with little or no supply increase, include San Francisco, Sacramento, Atlanta, Detroit, Oahu, Phoenix, Anaheim, Oakland, Albuquerque and Kansas City.



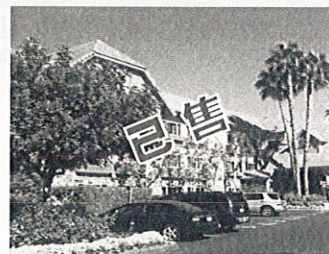


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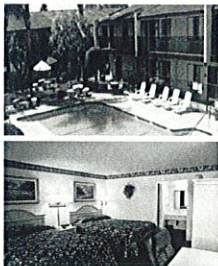
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## A World of Opportunity 世界的機會

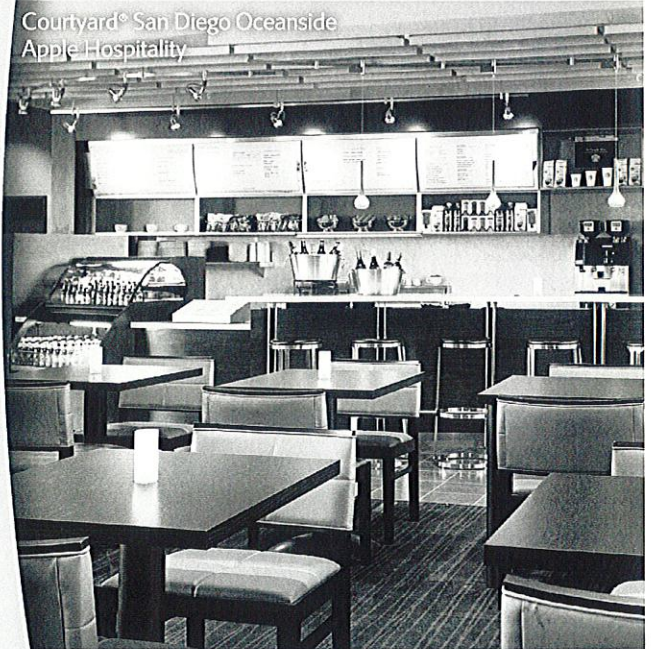
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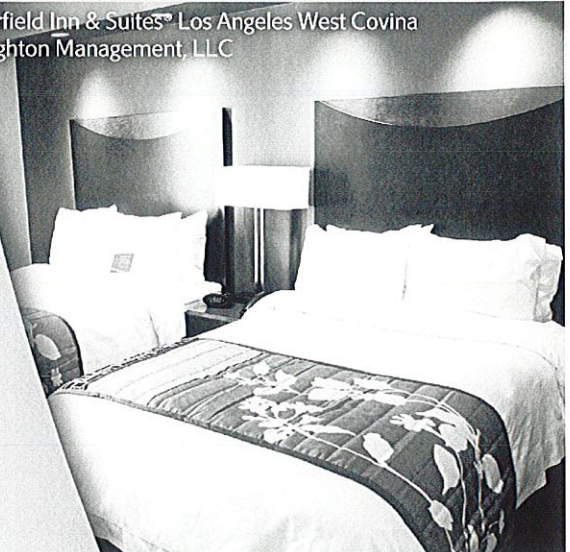


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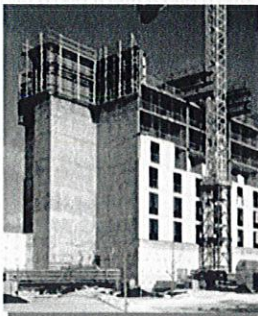
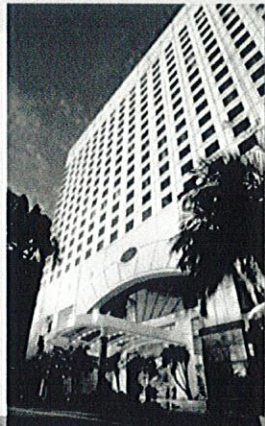
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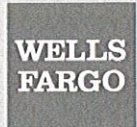
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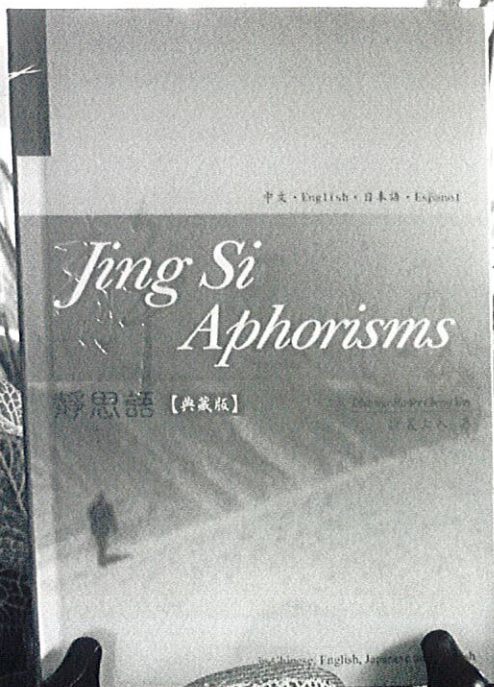




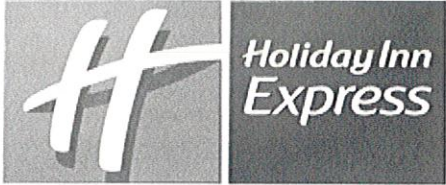
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列名時代雜誌2011全球百位最具影響力的人物之一，佛教慈濟基金會創始人證嚴法師以簡明的話語道出世間的真理。典藏版《靜思語》今年正式走進全美各大旅館，為旅人洗滌勞頓的心靈，指引方向。

Named by TIME as one of the world's 100 most influential people in 2011, Master Cheng Yen speaks profound truths clearly and concisely. The simple sayings collected in Jing Si Aphorisms provide wisdom for life in four languages: Chinese, English, Japanese, and Spanish.



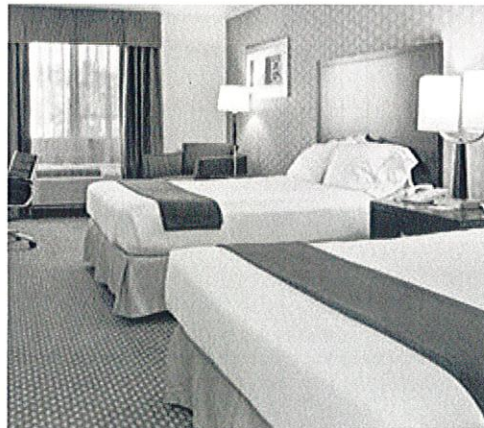
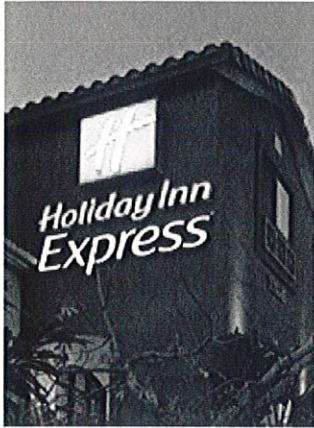
*Jing Si Aphorisms*  
*Inspiration in the Hotel Nightstand*



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Total Number of Floors: 3	24-Hour Snack Shop
Express Start Hot Breakfast	FEMA Property Number:



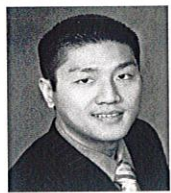
### Customer Reviews

» *"For our first trip to the L.A. area, we had no idea where to stay. I wound up calling the hotel and the front desk clerk Ricardo really sold the hotel*

» *"It is a very nice hotel for the price in a great location. It's a fairly easy and pleasant walk down to Redondo Beach and the many restaurants and*

» *"We have stayed at the HIX HB before, and it never disappoints. The hotel is undergoing some renovation, but we barely noticed the construction. The new*

<http://www.hiehb.com>



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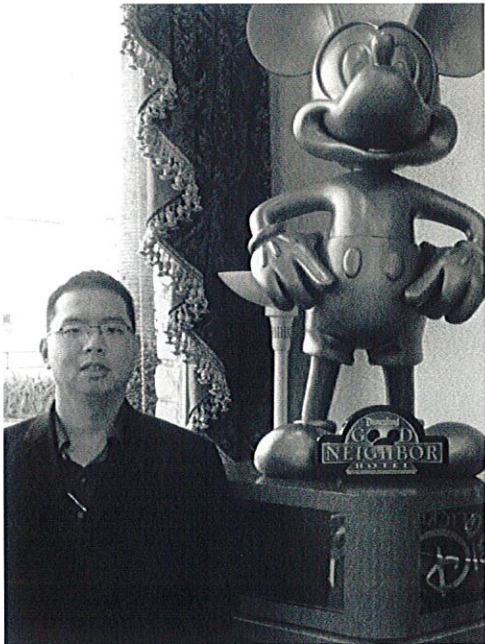
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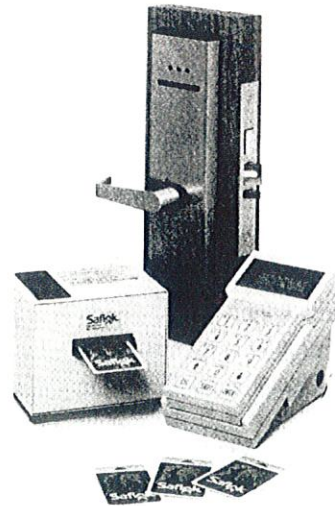
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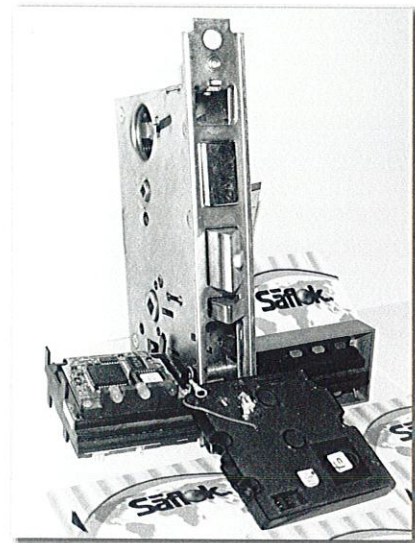


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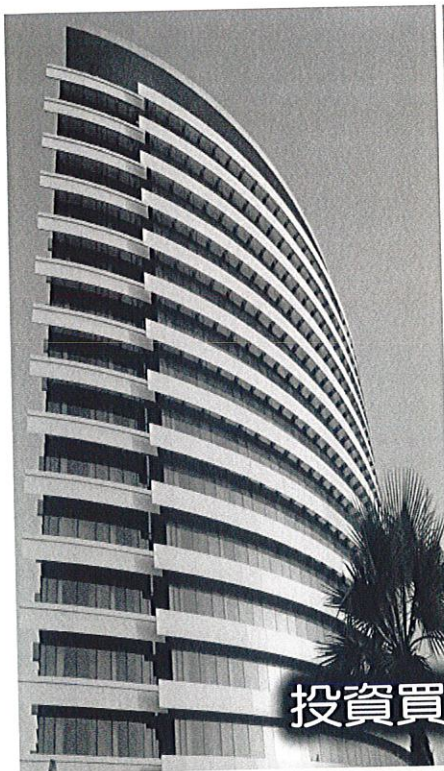
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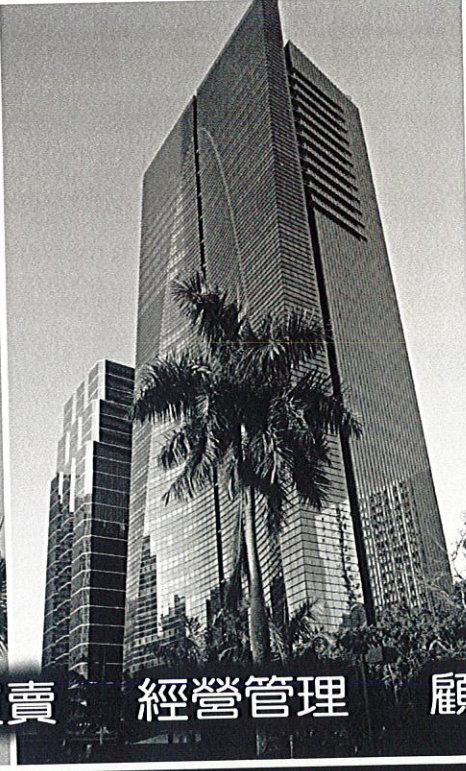
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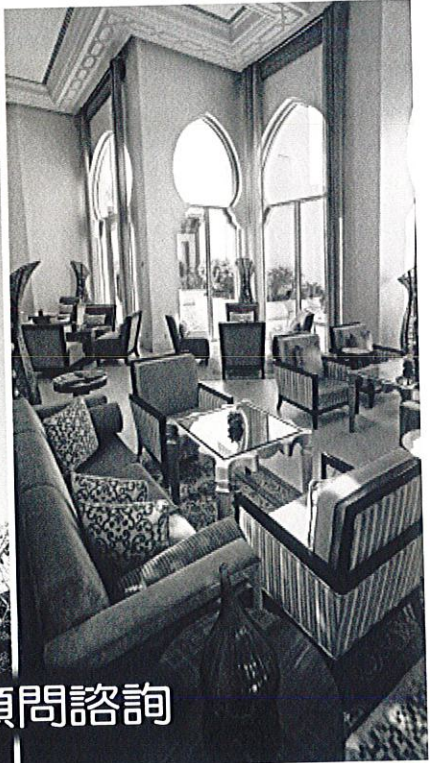
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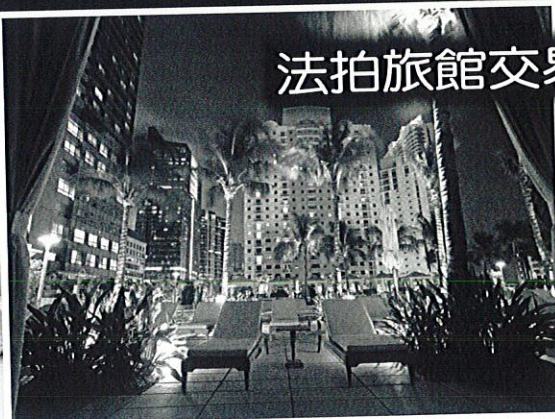


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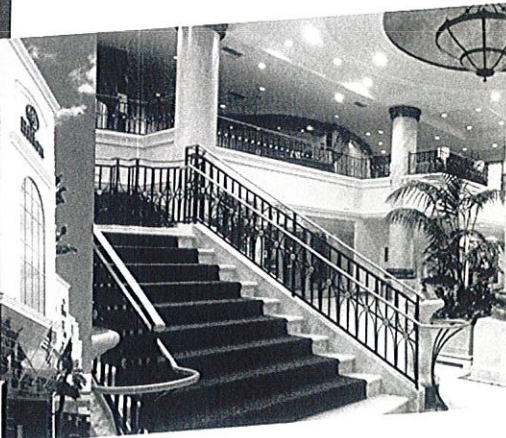


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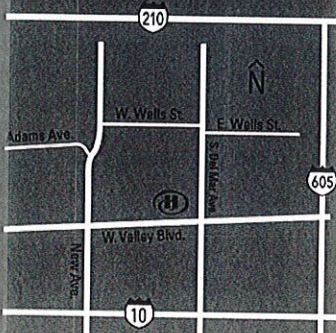
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