



**HFTP**  
Hospitality Financial and  
Technology Professionals

# ABOUT

## About HFTP

Hospitality Financial and Technology Professionals (HFTP®) is a global nonprofit hospitality association, headquartered in Austin, Texas, USA, that uniquely understands the industry's problems. HFTP has several thousand members and stakeholders across the globe.

HFTP assists its members in finding solutions to industry problems more efficiently than any organization via its expert networks, research, conferences such as HITEC® and certification programs. HFTP also owns the world's only hospitality-specific search engine, PineappleSearch.com®. HFTP is recognized as the spokesgroup for the finance and technology segment of the hospitality industry.

## HFTP History

HFTP's roots stem from state-centered accountant associations who thought it would be beneficial if they formed a national network. Through the support of both the Texas Hotel Accountants Association and the Hotel Accountants of New York, the formal organization of the National Association of Hotel Accountants was formed on October 26, 1952 in New York City at the Hotel Lexington.

In order to better reflect the association's changing member demographics, the association has been known under four different names:

- The National Association of Hotel Accountants (NAHA)
- The National Association of Hotel-Motel Accountants (NAHMA)
- The International Association of Hotel Accountants (IAHA)
- Hospitality Financial and Technology Professionals (HFTP)

## HFTP Membership

HFTP membership gives you access to a global network of professionals who have chosen a career in the hospitality finance and technology industries, as well as benefits that are tailored to equip individuals with tools and resources that support professional success. Members range from c-level executives to hospitality students. The association offers a variety of member categories that meet specific needs to hospitality finance and technology professionals.

HFTP members have access to publications, industry research, online networking tools, chapter affiliation, online education, member pricing to HFTP conferences and events, career advancement opportunities, certification, networking events and much more. HFTP members receive information on the latest industry trends and emerging business practices through tools such as PineappleSearch.com, HITEC Bytes, HFTP Club Bytes, HFTP Finance Bytes, HFTP News, the Global Hospitality Accounting Common Practices (GHACP), Community@HFTP and the HFTP Research Centers.

HFTP focuses on individual professional development, and membership is individually-based. Member job titles include controller, director of finance, CFO, IT director and more. HFTP members work for organizations like clubs, hotels, resorts, hotel management companies and other hospitality businesses.



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## CHAE and CHTP Designations

HFTP administers the examination and awards the certification for the Certified Hospitality Accountant Executive (CHAE®) and the Certified Hospitality Technology Professional (CHTP®) designations.

The CHAE professional designation is an industry designation showing competency in the area of accounting. More than 1,500 hospitality accountants from multiple countries have earned the CHAE designation through HFTP since the certification program began in 1981.

The CHTP professional designation was developed jointly by HFTP and the Educational Institute of the American Hotel & Motel Association (AH&MA) to elevate the professionalism of the recipient and the industry by helping set standards for the hospitality technology field. More than 460 individuals have been certified since the creation of the designation in 1994.

Recently, the exams for both the CHAE and CHTP were updated, including expanded question banks. The CHTP was updated in 2014, and the new CHAE exam in January 2017.

## HFTP Awards and Honors

HFTP understands the importance of recognizing individuals who have impacted the association and the hospitality industry. HFTP honors outstanding achievement by hospitality professionals in several categories. These industry-leading award recipients are selected by a council of industry colleagues and peers.

**Chapter of the Year.** This award recognizes chapters that have made extraordinary efforts to further the goals of HFTP and to provide quality education, professional and social opportunities for their members. The winning chapter is honored each year at the HFTP Annual Convention.

**Student Chapter of the Year.** This award recognizes student chapters that have made extraordinary efforts to further the goals of HFTP. The winning chapter is honored each year at the HFTP Annual Convention.

**CHAE of the Year.** Awarded to the professional earning the CHAE designation with the highest exam score within a one-year time period.

**CHTP of the Year.** Awarded to the professional earning the CHTP designation with the highest exam score within a one-year time period.

**International Hospitality Technology Hall of Fame.** HFTP's highest level of recognition in the area of technology, the Hall of Fame inducts those who have made significant and lasting contributions to hospitality technology in any or all areas of development, application and promotion. Nominations are due in mid-April and the recipient is recognized each year at HITEC.

**Paragon Award.** This award honors individuals, selected by a panel of their peers, who selflessly contribute their time and energy to further the goals of both HFTP and the hospitality industry. Nominations are due in early August and the recipient(s) is recognized each year at the HFTP Annual Convention.

**President's Award.** This award is given to a recipient selected by the current HFTP Global President. The award recognizes a person who has made a significant contribution to the success of the association throughout the course of the current president's one-year term.



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# EVENTS

## HFTP Conferences and Events

HFTP offers a variety of industry-leading events in locations across the globe that provide exceptional professional development programs, unbeatable networking opportunities and exposure to the latest industry products and services.

**Annual Convention.** A gathering of industry professionals that encourages networking, provides continuing education opportunities, and serves as an opportunity to honor the association and its outstanding member volunteers.

**Club and Hotel Controllers Conference.** Co-located with HITEC, HFTP's popular conference offers two full days of essential information for today's controller. Find a range of sessions that reflect the position's diverse responsibilities: technology to taxes, human resource management to personal inspiration.

**Hotel Finance Executives Exchange.** This c-level, by invitation only event is designed to provide hotel industry financial executives with the opportunity to connect with industry peers, share ideas and discuss hot-topic issues.

**Club Finance Executives Exchange.** This c-level, by invitation only event is designed to provide club industry financial executives with the opportunity to connect with industry peers, share ideas and discuss hot-topic issues.

**CIO/CFO Events, Amsterdam.** The new invitation-only events bring together high-level hospitality CIOs and CFOs from across Europe, for face-to-face discussions on crucial issues their companies are encountering. The events are one-day previous to the inaugural HITEC Amsterdam.

**HITEC® (Hospitality Industry Technology Exposition & Conference).** Established in 1972, HITEC is the world's largest hospitality technology exposition and conference. The events bring together the brightest minds and hottest technology for an unparalleled expo, top-notch education program and networking. In 2017, HFTP is expanding HITEC with three events.

**HITEC Amsterdam** — Building on the expertise of planning and producing the world's largest hospitality technology show, HFTP is producing a European counterpart on March 28–30, 2017 at the RAI Amsterdam Convention Centre. The program will begin with pre-conference programs on March 28, including the successful E20X competition, followed by the full event from March 29–30 featuring exhibits with up to 60 booths, two keynote presentations, 16+ educational sessions and a networking party.

**HITEC Toronto** — The largest event with 6,000+ attendees, four days of education and three expo days. HITEC Toronto is June 26 – 29, 2017 at the Metro Toronto Convention Centre.

**HITEC Dubai** — Co-produced with Naseba, HITEC Dubai in Fall 2017 will follow the HITEC Amsterdam format with an education program and exhibits. In addition, HITEC Dubai will feature a summit with one-to-one business meetings that have become the hallmark of Naseba's platforms. Hoteliers attending the summit portion of HITEC Dubai will be pre-qualified to confirm their purchasing authority, budgets, timelines and solutions of interest.



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**Sydney Summit.** HFTP's Sydney Summit offers education sessions and networking opportunities designed for hospitality financial staff, as well as hospitality technology departments.

**Digital Learning Day.** This online educational event offers a full day of sessions with information on some of the hottest industry topics, presented by industry experts.

**Digital Learning Day – Europe.** Building upon its Digital Learning Day online events, HFTP will produce the first annual European counterpart on May 9, 2017.

**Digital Learning Day – Asia.** Building upon its Digital Learning Day online events, HFTP will produce the first annual Digital Learning Day Asia on May 18, 2017.

**Club Digital Learning Day.** This online educational event offers a full day of club-specific information on leading club industry topics, presented by industry experts.

**Club Technology Digital Learning Day.** This additional online, educational event offers a full day of information, specifically geared towards club technology, on leading club technology industry topics, presented by industry experts.

**ProLinks Webinars.** This online education program uses the latest technology for regular webinars, including live audio, a slide presentation and an interactive discussion with the presenter. HFTP has produced these sessions at no charge to HFTP members since October 2004. Attendees can receive continuing education credit for certification maintenance (administration fee applies).



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# PUBLICATIONS

## HFTP Publications

**The Bottomline, Digital Magazine.** HFTP's quarterly, digital magazine publishes industry best practices and research reports written by industry experts.

**HFTP Connect (The Hospitality Professionals' Blog).** HFTP's blog is written by hospitality industry professionals, HFTP leaders and members. The blog covers topics of interest to HFTP members and hospitality industry stakeholders.

**HFTP Club Bytes Site and e-Newsletter.** A site ([clubs.bytes.org](http://clubs.bytes.org)) targeted to club industry professionals, with aggregated content from multiple, relevant sources from across the globe. Content includes news, blogs, research and white papers. In addition, an e-newsletter with the site's top headlines is sent out monthly to HFTP club members and site subscribers.

**HFTP Finance Bytes Site and e-Newsletter.** A site ([finance.bytes.org](http://finance.bytes.org)) targeted to hospitality finance professionals, with aggregated content from multiple, relevant sources from across the globe. Content includes news, blogs, research and white papers. In addition, an e-newsletter with the site's top headlines is sent out monthly to HFTP finance members and site subscribers.

**HITEC Bytes Site and e-Newsletter.** A site ([bytes.hitec.org](http://bytes.hitec.org)) targeted to hospitality technology professionals, with aggregated content from multiple, relevant sources from across the globe. Content includes news, blogs, research and white papers. In addition, an e-newsletter with the site's top headlines is sent out bimonthly to HFTP technology members and site subscribers.

**HFTP News Site and e-Newsletter.** HFTP's online, association-specific site ([news.hftp.org](http://news.hftp.org)) where users will find all of the association's news and information as well as industry updates. HFTP News is updated on a daily basis and features HFTP-specific items such as blog posts, membership news, chapter events, HFTP Global activities and updates, event photos, press releases and much more. Users can subscribe to the site's monthly e-newsletter

**HITEC News Flash.** Published in the four months leading up to a HITEC event, the e-newsletter delivers event and hospitality technology news, along with HITEC planning information.

**HITEC Dailies.** Published each conference day at a HITEC event, the e-newsletter delivers event highlights, upcoming information and hospitality technology news specific to that day.

**Hotel Yearbook.** A forward-thinking publication written entirely by industry insiders, executives and observers. This publication is available for download to registered users of [PineappleSearch.com](http://PineappleSearch.com).



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# BIOS

## Lyle Worthington, CHTP HFTP Global President

Lyle Worthington is CIO at The Student Hotel in Amsterdam, The Netherlands and is currently serving as the HFTP Global President. Previous to his position at The Student Hotel, Worthington was a respected hospitality technology consultant who specialized in project management, strategic planning, decision making, critical thinking and people management. Before consulting, he served as CIO for Horseshoe Bay Resort. He graduated from The University of Texas at Austin with a Bachelor's degree in computer science.

Worthington is the concept originator for HFTP's successful hospitality technology pitch competition, Entrepreneur 20X. He is a regular contributor to *Hospitality Upgrade*, *Hotel Yearbook*, *HFTP Connect* and *The Bottomline*. Worthington also regularly speaks at HFTP and hospitality industry events on a variety of topics including: Building an Open Integrated World, Business Ethics, Virtualization, Cloud Computing, PCI Compliance, Data Security, Network Security, Social Media, Innovation Through Insourcing and User Design Experience.



## Frank Wolfe, CAE HFTP CEO

Frank Wolfe joined HFTP in March 1991. He started as the association's director of education. He became executive vice president/CEO of HFTP in 1994 and at that time was one of the youngest association CEOs in North America. As HFTP's CEO, Wolfe oversees the association's operations, as well as represents the association worldwide at industry events, on industry boards and committees and via the news media.

Wolfe is a graduate of East Tennessee State University where he received a degree in Health Administration and also attended graduate school there in the Counseling and Guidance Program. In 1992, he was awarded the Certified Association Executive Designation (CAE), which is the Association Industry's highest designation.

In June 2011, Wolfe was inducted into the HFTP International Hospitality Technology Hall of Fame, which recognizes visionaries and their impact on the hospitality technology industry. He joined 32 other inductees to the Hall of Fame.

In addition, in October 2002, Wolfe received the HFTP Paragon Award in recognition of his significant and lasting contribution to both HFTP and the hospitality industry. In August, 2000, Wolfe was honored by *Lodging Magazine* by being included in the "75 Profiles in Leadership" edition, a who's who of 75 individuals who have made major contributions to the hospitality industry. Wolfe was also featured in *Association Management Magazine* for his marketing ideas.





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## About HITEC

The Hospitality Industry Technology Exposition & Conference (HITEC), produced by HFTP, is the world's largest and oldest hospitality technology exposition and conference brand. HITEC serves as a vehicle for distributing the most innovative products and services to the global industry. It offers attendees a one-stop shop for essential education, access to experts and hospitality technology vendors, networking with top leaders in the industry and the resources to find cost-effective ways to improve company bottom lines.

## HITEC History

Twenty years after the official inception of the international association, its forefathers recognized a growing segment in the hospitality industry – technology. In 1972, HFTP sponsored the first International Hospitality Conference to provide a forum for promoting and displaying the latest in hospitality technology.

Technology in 1972 did not involve customer relationship management applications, in-room Internet or hand-held computers. Instead, the large hotels were looking into the first renditions of front office property management systems, electronic cash registers and point-of-sale systems.

Today, HITEC is a well-known, global event with its North American show gathering over 6,000 attendees, from around the world, and presenting the latest hospitality technology products and services from over 400 companies – this trade show is the world's largest, most comprehensive showcase of hospitality technology. Each year the HITEC Advisory Council identifies the top technology issues/trends of interest in our industry. The selected topics serve as the framework for the HITEC education program. In 2017, HITEC will expand to three events: HITEC Amsterdam (March), HITEC Toronto (June) and HITEC Dubai (November).

## Entrepreneur 20X

Entrepreneur 20X (E20X) made its debut at HITEC 2015. HITEC attendees have the opportunity to watch some of the most innovative start-ups the hospitality technology industry has to offer compete in HFTP's E20X pitch competition. The participating start-ups pitch cutting-edge ideas to a room full of HITEC attendees as well as a panel of expert judges including hospitality CIO's, angel investors, serial entrepreneurs and industry insiders.

## HITEC Special Report

As a supplement to the education program, the HITEC Advisory Council produces a special publication featuring articles written by experienced industry experts discussing their perspectives on these trends. This publication is available as an e-magazine accessed via the HITEC website.

## Upcoming Events

**HITEC Amsterdam.** March 28–30, 2017 at the RAI Convention Centre in Amsterdam, The Netherlands.

**HITEC Toronto.** June 26–29, 2017 at the Metro Toronto Convention Centre in Toronto, Ontario Canada.

**HITEC Dubai.** November 2017 in Dubai, UAE, and produced in partnership with Naseba.



## Scholarships

HFTP has awarded scholarships since 1963. In 1991, the organization established the IAHA Foundations, Inc. to distribute scholarships. It currently awards the: Alice H. Banks, CHAE; Ray Ellis, Jr., CHTP, CHE, CLSD; the Charles E. Fitzsimmons Scholarship at the University of Houston; Terri Rubin Bartello, CHAE, Memorial Scholarship at the University of New Orleans; the Larry Chervenak, CHAE; and the Frances B. Tally Scholarships at the University of Nevada in Las Vegas; the Rama Family Endowed HFTP Student Professional Development Fund; the Sal V. Spano, CHAE, CHA Scholarship at Florida International University; the Richard G. Moore, CDP Scholarship at the Cornell University Hotel School.

HFTP has also established educational endowments funds at the following universities: California State Polytechnic University, Cornell University, Florida International University, University of Central Florida, University of Delaware, University of Houston, University of Nevada, University of New Orleans and Michigan State University.

## Community@HFTP

Community@HFTP ([hftp.connectedcommunity.org](http://hftp.connectedcommunity.org)) is an online resource which provides an environment for HFTP's members to share experiences, industry information and best practices, seek and share advice, exchange resources and build relationships. It is an opportunity for HFTP members to collaborate with each other no matter where they are in the world.

## Global Hospitality Accounting Common Practices (GHACP)

Recognizing that operating hotels is a global industry, HFTP has developed a unique resource that financial professionals, owners, investors and benchmarking information services can use to identify common practices for hotel management reporting and how they vary from region to region. GHACP provides a searchable database of detailed operating financial reporting practices used at lodging properties around the world, as well as from the *Uniform System of Accounts for the Lodging Industry (USALI, 10th and 11th editions)* and the *Uniform System of Financial Reporting for Clubs (USFRC)*.

## HFTP Information Sites

HFTP offers a portfolio of information sites, targeted to specific hospitality industry segments: Club Bytes, HITEC Bytes and Finance Bytes. Each site aggregates content from multiple, relevant sources from across the globe. Content includes news, blogs, research and white papers. In addition, the association maintains HFTP News, a site that features association and membership news, blog posts, feature articles and industry research reports. Each site delivers an e-newsletter with top headlines that users can subscribe to.

## PineappleSearch.com

Owned by HFTP, and operated by Hsyndicate., PineappleSearch.com is the world's ONLY hospitality-specific search engine with access to the latest industry information and intelligence. The site centralizes highly fragmented industry information into a single and free-to-use platform, delivering relevant information to industry professionals, when and how they need it. Users can register, to create a customized profile that will tailor the hospitality news to individual interests.