

# Columbia Hospitality acquires Coastal Hotels

Apr 28, 2017, 6:00am PDT

For several years, Coastal Hotels rebuffed advances from [Columbia Hospitality](#). Then the two CEOs met at the [Washington Athletic Club](#).

On Friday, the companies announced the results of that meeting: Seattle-based Columbia Hospitality is acquiring Coastal Hotels of Bellevue.



John Oppenheimer is CEO of Columbia Hospitality.

MARCUS R. DONNER | PSBJ

The deal makes Columbia one of the largest hospitality companies in the Northwest, with just over 2,500 employees, or 29 percent more than before the acquisition. The management contracts of eight properties, including [Semiahmoo Resort](#) in Blaine, transfer to Columbia Hospitality on Monday.

Columbia Hospitality CEO [John Oppenheimer](#) reached out to Coastal Hotels President and CEO [Yogi Hutsen](#) two years ago about the acquisition, but it wasn't the right time for Hutsen.

Things changed around Thanksgiving, when the two scheduled a 15-minute meeting at the WAC.

“We needed up to three and a half hours,” Hutsen said.

The deal came together “about four pots of tea later,” added Oppenheimer.

Oppenheimer’s company had previously managed Cedarbrook Lodge in SeaTac, which Coastal took over several years ago. The roles were reversed at Salish Lodge & Spa in Snoqualmie, which Coastal managed until Columbia took on that contract.

“To me it brings a family back together,” Oppenheimer said.

Hutsen, 63, said his view of the acquisition started shifting when he thought about his company’s future. While difficult, the decision was made easier by what he said is Columbia Hospitality’s commitment to “phenomenal guest services.” He joins Columbia as executive vice president.

Terms of the deal were not disclosed, though Hutsen said that he and his Coastal Hotels partners [Frank Finneran](#), [Peter LaFemina](#), [Joe Terzi](#) and [Stuart Rolfe](#) are making good returns on their investments.

Rolfe is president of Wright Hotels and managing partner of Semiahmoo Resort and Cedarbrook.

In addition to those assets, Columbia Hospitality is taking over management of six other properties:

- Semiahmoo Golf & Country Club and Loomis Trail Golf Club, both in Blaine
- Best Western Plus Heritage Inn, Bellingham
- The new Landmark Hotel in Tukwila
- Lodge on the Desert, Tucson, Arizona
- Sheraton Mesa Hotel at Wrigleyville West, Mesa, Arizona
- Columbia Hospitality's portfolio now includes 37 properties in seven states.