

Pre-Conference: WEDNESDAY - NOVEMBER 7, 2018

7:00 P.M. – 9:00 P.M. - *Welcome Reception hosted at Southampton Fairmont*

Day 1 - THURSDAY - NOVEMBER 8, 2018

7:00 A.M. – REGISTRATION

7:30 A.M. - 8:30 A.M. - *Networking Breakfast*

8:30 A.M. TO 9:45 A.M. – WELCOME, GLOBAL, CARIBBEAN, AND ECONOMIC OVERVIEW

9:45 A.M. TO 10:45 A.M. – HOSPITALITY LEADERS OUTLOOK: Panel of investors, owners, brand executives and operators discussing the major issues impacting the industry in the region today.

10:45 A.M. TO 11:10 A.M. – *Networking & Exhibitor Coffee Break*

11:15 A.M. TO 12:15 P.M. – Active Financiers of Caribbean Hotel Investments: Panel of capital providers that are actively lending in the region discuss investments and opportunities in the Caribbean.

12:15 P.M. TO 1:30 P.M. – NETWORKING LUNCH

1:30 A.M. TO 2:10 P.M. – International Investors Interest in Placing Debt and Equity in the Region: Panel of market participants discuss debt and equity financing into the Caribbean. Where is it coming from and how is it being deployed.

2:10 P.M. TO 2:40 P.M. Insurance 101 for the Caribbean - What Owners & Operators Need to Know: An insurance expert provides advice on: identifying different policies, processes, selecting the right policy and the types of professionals that are involved prior to and after a crisis occurs.

2:40 P.M. TO 3:35 P.M. – BREAKOUT SESSION 1 A: Understanding the Cost of Doing Business in the Region: Owners and Construction Experts discuss lessons learned and will provide very valuable insight into measures needed to complete successful projects within budget.

2:40 P.M. TO 3:35 P.M. – BREAKOUT SESSION 1 B: The Caribbean Market: Planning for the Future: The Caribbean continues to demonstrate its resilience following various recent challenges. What are the lessons learned and what needs to be done to overcome these challenges while attempting to remain competitive in an increasingly competitive marketplace.

3:35 P.M. TO 4:00 P.M. - *Networking & Exhibitor Coffee Break*

4:00 P.M. TO 4:55 P.M. – BREAKOUT SESSION 2 A: Discussion on the Evolution and Expansion of the All-Inclusive Model in the Caribbean: As the hotel industry continues to change in the

Caribbean, panelists will discuss reasons for the greater popularity and penetration from the all-inclusive hotels and significantly greater investment interest from various types of capital.

4:00 P.M. TO 4:55 P.M. – [BREAKOUT SESSION 2 B: The Caribbean and Luxury Resorts. Getting These Projects Done Right](#). Luxury Resorts are the most complex, expensive, challenging hotel projects to execute. However, if done right, they can be the most rewarding. Panelists will discuss the key ingredients towards making these projects successful.

5.10 – 6.00 pm – **Optional** - *Outdoor Soccer Game: KPMG & Bermuda vs HVS & Rest of the World*

7:00 P.M. TO 9:00 P.M. - **Off-Site COCKTAIL RECEPTION** – *Tuckers Point, A Rosewood Property, Hosted by Gencom*

DAY 2 – FRIDAY - NOVEMBER 9, 2018

8:00 A.M. TO 9:00 A.M. – **Networking Breakfast**

9:00 A.M. TO 10:00 A.M. – **THE LENDERS OUTLOOK**: The region has experienced a renewed interest from debt providers. While not at the levels experienced in the early 2000s, the market has benefitted from increasing levels of interest during the past few years. Lenders will discuss their take on the marketplace.

10:00 A.M. TO 11:00 A.M. – **Regional Government Leaders Check In**: Officials from islands that were directly hit and officials from islands that were not directly hit by hurricanes in 2017 discuss lessons learned, provide updates and expand on the silver lining following the challenges of last year.

11:00 – 11:20 A.M. - **Networking & Exhibitor Coffee Break**

11:20 A.M. TO 12:20 P.M. – **Airlift and the Caribbean Update**: In 2018 the Caribbean has seen a notable increase in flights from different airlines and cities throughout the US. How do the major carriers perceive the region? What continues to make the Caribbean an attractive option for the airlines and what else is needed to continue the strong interest in the region.

12:20 P.M. TO 1:20 P.M. – **The New Normal - Building and Renovating for the Future**: Panelists will discuss Caribbean hotel design, construction, insurance, securing the right team and other important issues in response of the very active 2017 hurricane season.

1:20 P.M.: – **CLOSING REMARKS**