

**Caribbean Hotel Investment  
Conference & Operations Summit**

**November 9-11, 2022**

**Hilton La Romana, All-Inclusive Resort  
Dominican Republic**



**chicos 2022**

The 'chicos' logo graphic, which is a stylized white wave or swirl shape on a blue circular background, located at the bottom of the vertical text.

Welcome, CHICOS 2022 attendees!



**Parris E. Jordan**

Chairman  
CHICOS  
Host



It is a great pleasure to welcome you to the 11th Annual Caribbean Hotel Investment Conference & Operations Summit, also known as CHICOS. This is the premier venue for our region where YOU—our hospitality leaders—meet, network, and make deals.

If you have attended this conference in the past, welcome back and thank you for the continued support of our initiatives. For those who are joining us for the first time, we encourage you to mix, meet, and introduce yourself so that you can take full advantage of the available resources, network, and knowledge.

As you may be aware, the Caribbean market is recovering strongly, shown by the substantial increases to RevPAR thus far in 2022. This recovery is attracting many equity investors and debt providers to the market, driving investment bolstered by leisure demand. Despite the most recent challenges faced over the past few months, most notably the rising interest rates and the relatively active 2022 hurricane season, the market continues to function well and show resilience through its strong performance. The theme of CHICOS 2022, Resiliency, Creating Opportunities out of Challenges, has gathered over 300 hotel investors and operators to explore the challenges, winning strategies, and opportunities of the sector. We are especially excited to gather here in the Dominican Republic, which continues to garner tremendous investment interest as shown by substantial number of new deals and new supply entering the country.

Our wide range of panel discussions are led by industry leaders and executives and will reflect on how the industry and Caribbean region are moving forward and identify key trends they are seeing for the future. Additionally, equity investors and debt providers will share their key takeaways for investment in the region. The panels will also discuss trends of luxury and branded residential products, the successful all-inclusive model, and changes to the Caribbean lodging market since the pandemic, among many other topics. Our presentations, panels, one-on-one interviews, and topics reflect the issues of importance to those of us focused on hotel investments in the region, and we have kept our subject matters topical and provocative. Please take a look through our agenda to familiarize yourself with the items that are top of mind and require discussion and continued learning.

During the two days of the conference, you will learn a great deal about the strategies and opportunities to promote business investments in hotel, tourism, and real estate-related industries in the Caribbean. Great minds will collaborate and meet to develop, produce, and inspire. The opportunities in this region continue, and the outlook is bright for those who are well-informed. You are among 300+ executives and opinion leaders participating this year. The Caribbean is an attractive destination for tourists looking for our beaches and resorts. We provide a wide variety of accommodations and experiences for those seeking the economical or the luxurious. It is important to understand how to develop in the Caribbean in a manner that garners success. That is what CHICOS is about.

We offer a heartfelt THANK YOU to those who have supported us this year and in prior years. These include the sponsors, companies, organizations, governments, distinguished speakers, and industry and business journalists who have greatly contributed to promoting our conference and helping in their own way to support the Caribbean.

A special note of thanks goes to our host hotel, the Hilton La Romana, for the hospitality and service shared throughout the entire planning process. We are likewise indebted to the kindness and generosity of Host Sponsor the Ministry of Tourism of the Dominican Republic (MITUR).

Finally, we send a loud shout of THANKS to all our Patrons, Platinum Partners, Silver Partners, Supporters, and Media Partners, whose unwavering support has been instrumental to the success of our planning and our event.

Kind regards,

Parris E. Jordan



**David Collado**

Minister of Tourism  
Dominican Republic  
Host



It is an honor for the Dominican Republic to be hosting the 11th edition of the Caribbean Hotel Investment Conference & Operations Summit (CHICOS) in 2022 and to welcome all the regional and international investors and operators, as well as the region's leading decision-makers.

CHICOS 2022 will facilitate the accelerating tourism investment demand that the Caribbean region needs to continue consolidating as one of the fastest-growing regions worldwide in terms of tourist arrivals. These investments are necessary to ensure that tourism supply keeps up with this incredible foreign demand for our beautiful and memorable tourism product. In this way, the timing of CHICOS cannot be better. The time to invest is now.

The Dominican Republic receives over one billion in foreign direct investment (FDI) a year for tourism and tourism-related activities (over 30% of total FDI), reflecting investor trust and commitment to a country that has guaranteed investor return for those who believe in it. This potential has become evident after the pandemic, with the DR being one of the strongest economies in terms of recovery, currently recording 30% more arrivals compared to 2019.

Our country is known for its variety of landscapes, from the sea and beautiful sand beaches to the mountains, valleys, and dunes, as well as for the hospitality and friendliness that characterize our people. Currently, the country is on track to welcome more than eight million visitors this year through land, air, and sea, reflecting the strength of our tourism infrastructure, transportation system, historical preservation and culture sites, airport and seaports, and other offerings. The DR features an extensive group of entertainment and adventure activities in addition to beautiful beaches, including 25+ golf courses, adrenaline activities, coffee and cocoa plantations, lagoons and water caves, and diverse cuisine.

The Dominican Republic has it all. As the Ministry of Tourism, we are committed to supporting tourism investment and providing the tourists and investors who visit us a memorable experience.

We hope this conference is a productive endeavor for everyone, that it meets and surpasses all your expectations, and that you enjoy all our country has to offer.

Cordially,

David Collado  
Minister of Tourism  
Dominican Republic

*You Can Be*  
**ALL YOU WANT**  
*IN A PLACE THAT HAS IT ALL*



Everything you want can be possible in a place that has everything to unleash your desire to be an enthusiast of the good life, an adventurer, an explorer, a gourmet, a dancer, a diver, a surfer... the most beautiful sky is the limit.



**Dominican Republic**  
Has It all



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TELECOMMUNICATIONS • TECHNOLOGY • LOGISTICS • FINANCE

# PROGRAM

## WEDNESDAY, NOVEMBER 9, 2022

6:00 pm - 8:00 pm – **Networking Opening Cocktail Reception hosted by MITUR, Ministry of Tourism for the Dominican Republic**

*The Pool Deck - Hilton La Romana*

## THURSDAY, NOVEMBER 10, 2022

7:00 am – **REGISTRATION**

7:30 am - 8:30 am – **Networking Breakfast** - *Las Palmas Prefunction*

8:30 am - 9:40 am – **WELCOME, GLOBAL & REGIONAL PRESENTATIONS** - *Las Palmas Ballroom*

### Welcome Comments

**Parris Jordan**, Chairman – CHICOS

**Minister David Collado**, Minister of Tourism - Government of the Dominican Republic

### Global & Regional Hotel Performance

**Hannah Smith**, Senior Consultant – STR

### Overview of Caribbean Lodging Market

**Parris Jordan**, Chairman - CHICOS

**Kristina D'Amico**, Senior Vice President - HVS

### Caribbean Hotel Industry: Emerging Trends, Challenges and Opportunities

**George Spence**, Managing Director – Luxe Capital Americas

9:40 am - 10:30 am – **GENERAL SESSION** - *Las Palmas Ballroom*

### Hospitality Leaders Outlook

*Moderator:* **David Larone**, Special Advisor, Valuation & Advisory Services – CBRE Group

### Panelists:

**José Carlos Azcárraga**, Chief Executive Officer – Grupo Posadas

**Laurent de Kousemaeker**, Chief Development Officer – Marriott International

**Gustavo Viescas**, President, LATAMC – Wyndham Hotels & Resorts

**Bruce Wardinski**, Chairman and Chief Executive Officer – Playa Hotels & Resorts

10:30 am - 11:15 am – **GENERAL SESSION** - *Las Palmas Ballroom*

### Presidential Address

**Luis Abinader**, President - Dominican Republic

11:15 am - 11:35 am – **Networking & Exhibitor Coffee Break** - *Las Palmas Prefunction*

11:35 am - 12:10 pm – **GENERAL SESSION** - *Las Palmas Ballroom*  
**Equity Investors Outlook**

*Moderator:* **Gary Brough**, Managing Director – Baker Tilly

### Panelists:

**Andro Nodarse-Leon**, Founder and CEO – LionGrove

**Andrew Farkas**, Founder & CEO – Island Capital Partners, LLC

**Nicholas Hecker**, Executive Managing Director & Chief Investment Officer – Sculptor Real Estate

12:10 pm - 1:00 pm – **GENERAL SESSION** - *Las Palmas Ballroom*  
**Caribbean Hotel Investments: Industry Perspectives**

*Moderator:* **Stephanie Ricca**, Editorial Director – Hotel News Now

### Panelists:

**Joan Bertran**, Global Head of Commercial Real Estate & Hotels – Banco Sabadell

**Gerhard Beukes**, Managing Director – Colliers International

**Christian Charre**, Executive Vice President - CBRE Hotels CBRE, Capital Markets

**Javier Coll**, Group President, Global Business Development – Apple Leisure Group

**Juan Corvinos**, SVP Development, Architecture & Construction – Hilton Hotels

1:00 pm - 2:25 pm - **NETWORKING LUNCH** - *On-site Restaurant - Spice Market*

2:25 pm - 2:40 pm – **GENERAL SESSION** - *Las Palmas Ballroom*  
**Hospitality Leaders One-on-One Interviews, Part 1**

*Moderator:* **Matt Norton**, Practice Area Leader, Real Estate - K&L Gates LLP

### Owner/Operator:

**Frank Rainieri Sr**, Founder – Grupo Puntacana

2:40 pm - 3:20 pm – **GENERAL SESSION** - *Las Palmas Ballroom*  
**Dominican Republic Investment Panel – Highlighting Opportunities**

# PROGRAM

3:20 pm - 4:10 pm – **BREAKOUT SESSION 1 A - Bayahibe**  
**All-Inclusive Hotels: The Continued Rise and Penetration of this Asset Class**

*Moderator:* **Robert MacLellan**, Principal – MacLellan Associates

*Panelists:*

**Paula Cerrillo**, Director of Development - Marriott International  
**Mauricio Elizondo**, Director of Development - Grupo Posadas  
**Fernando Fernandez**, Vice President Development – Apple Leisure Group  
**Nicole Tilzer**, Senior Director of All Inclusive & Resort Strategy - Hilton Hotels

3:20 pm - 4:10 pm – **BREAKOUT SESSION 1 B - Las Palmas I**  
**Development Opportunities in the Region**

*Moderator:* **Simon Taylor**, Director - BCQS International

*Panelists:*

**Paul Adan**, Senior Regional Vice President Development - IHG Hotels & Resorts  
**Bill Clegg**, Regional Director, Franchise Development – Best Western  
**Alex Mai**, Head of Development, LATAM & Caribbean - Choice Hotels International  
**Doug Smith**, Head of Institutional Development & Management – Wyndham Hotels & Resorts

4:10 pm – 4:40 pm - **Networking & Exhibitor Coffee Break** - Las Palmas Prefunction

4:40 pm - 5:30 pm – **BREAKOUT SESSION 2 A - Bayahibe**  
**Luxury, Branded Residential and Mixed-Use in the Caribbean**

*Moderator:* **Dr. Clay Dickinson**, Assistant Teaching Professor - Florida International University

*Panelists:*

**Camilo Bolanos**, Vice President of Development & Real Estate - Hyatt Hotels Corporation  
**Bojan Kumer**, Vice President, Caribbean and Latin America, Development - Marriott International  
**Pablo Maturana**, Director of Development, Latin America & Caribbean – Hilton  
**Vijesh Patel**, Development Manager – Six Senses Hotels, Resorts & Spas

4:40 pm - 5:30 pm – **BREAKOUT SESSION 2 B - Las Palmas I**  
**Changes to the Caribbean Lodging Market Post- Pandemic, Part 1**

*Moderator:* **Martyn Bould** MBE, Chairman – Bould Consulting Limited

*Panelists:*

**Paul Weimer**, Executive Vice President – CBRE Hotels  
**Louis Alicea**, Senior Director of Development, Caribbean – Wyndham Hotels & Resorts  
**Jamie Sharpe**, SVP, Real Estate & Hospitality Team – McGriff  
**Roland Mouly**, SVP Strategic Partnerships - Premier (Ashford Inc.)

6:00 pm - 8:00 pm **Cocktail Reception**  
*The Sunset Lawn - Hilton La Romana*

## FRIDAY, NOVEMBER 11, 2022

8:00 am - 9:00 am – **Networking Breakfast**  
*Las Palmas Prefunction*

9:00 am - 10:00 am – **GENERAL SESSION - Las Palmas Ballroom**  
**Caribbean Government Leaders Panel**

*Moderator:* **John Lancet**, Senior Managing Director, Practice Leader, Southeast & Caribbean – HVS

*Panelists:*

**Joseph Boschulte**, Commissioner – USVI, Department of Tourism  
**Kenneth Vernon Bryan**, Minister of Tourism - Cayman Islands  
**Ruisandro Cijntje**, Minister of Economic Development - Curacao  
**Jacqueline Mora**, Technical Viceminister - Dominican Republic  
**Angela Musgrove**, CEO - Invest Turks and Caicos

10:00 am - 10:50 am **BREAKOUT SESSION 3A - Las Palmas I**  
**Construction and Design Panel**

*Moderator:* **Eric Ullman**, Principal - OBMI

*Panelists:*

**Sanjay Amin**, Director - BCQS International  
**David Beckley**, SVP, Real Estate & Hospitality – McGriff  
**Bill Brown**, Vice President - Dck Worldwide  
**Juan Mosseri**, Sales Manager - E-Finity Distributed Generation

10:00 am - 10:50 am **BREAKOUT SESSION 3B - Bayahibe**  
**Caribbean Lodging Market: Investment Strategies**

*Moderator:* **Luigi Major**, Managing Director – HVS

*Panelists:*

**Jose Ariza**, Senior Partner - Investa Capital Partners  
**Amy Ironmonger**, Partner – K&L Gates LLP  
**Jose Matheu**, Corporate BP Finance Residences and Golf - Grupo Pinero  
**Michael Register**, SVP – HighGate Hotels

10:50 am – 11:10 am - **Networking & Exhibitor Coffee Break**  
*Las Palmas Prefunction*

# PROGRAM

11:10 am - 11:40 am - **GENERAL SESSION** - Las Palmas Ballroom  
**Hospitality Leader One-on-One Interviews, Part 2**

*Moderator:* **Matt Norton**, Practice Area Leader, Real Estate - K&L Gates LLP

*Operator:*  
**Mariya Lazarova**, Head of Asset Management – TUI

*Owner/Operator:*  
**Fernando Mulet**, Executive Vice President & Chief Investment Officer – Playa Hotels & Resorts

11:40 am - 12:30 pm - **GENERAL SESSION** - Las Palmas Ballroom  
**Lenders Panel**

*Moderator:* **George Spence**, Managing Partner – Luxe Capital Americas

*Panelists:*  
**Isabel de Caires**, Director Investment Banking – CIBC FirstCaribbean International Bank  
**Ilan Marcoschamer**, Senior VP - Commercial Real Estate – Banco Sabadell Miami Branch  
**Stefan Wright**, Lead Investment Officer, Corporate Division – IDB Invest  
**Kenneth Marti**, Director of Tourism – Ban Reservas  
**Luis Molina Mariñez**, Senior VP, Corporate and Business Banking - Banco BHD Leon  
**Francisco Garcia**, VP Inversion - Banco Popular

12:30 pm - **Closing Remarks**



## KEY DR FACTS:

-  **+7 MILLION**  
YEARLY TOURISTS BY AIR
-  **+1 MILLION**  
YEARLY TOURISTS BY SEA
-  **+5 INTERNATIONAL**  
AIRPORTS
-  **+ 80K HOTEL ROOMS**

## TAX INCENTIVES FOR TOURISM PROJECTS:

-  INCOME TAX
-  PROPERTY TRANSFER TAX
-  PROPERTY TAX
-  IMPORT AND VAT TAX FOR CONSTRUCTION INPUTS AND FIRST LAUNCH NECESSITIES
-  CAN AMORTIZE UP TO 20% OF INVESTMENT IN 5 YEARS

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AM RESORTS	BLUE DIAMOND
RIU HOTELS	RESORTS
BARCELÓ	VIVA WYNDHAM
MELIÁ	HARD ROCK
IBEROSTAR	MAJESTIC
PALLADIUM	CATALONIA
BELIVE	H10 HOTELS



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Has it all

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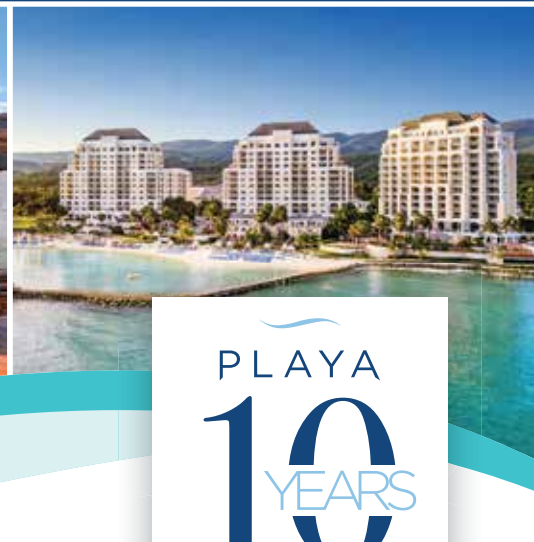
Sanctuary Cap Cana, a Luxury Collection  
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ALL-INCLUSIVE  
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an All-Inclusive Adult Resort



Hyatt Ziva Cap Cana,  
an All-Inclusive Resort



Hilton La Romana,  
an All-Inclusive Adults Only Resort



Hilton La Romana,  
an All-Inclusive for All Ages Resort

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Hilton Tulum Riviera Maya All-Inclusive Resort



Hilton Vallarta Riviera All-Inclusive Resort



Hilton La Romana, an All-Inclusive Resort



Mangrove Beach Corendon Curaçao All-Inclusive Resort, Curio by Hilton



Hilton Rose Hall Resort & Spa



Enclave Room at Hilton Tulum Riviera Maya



Rooftop pool at Yucatan Playa del Carmen, Tapestry by Hilton



Maxal Taqueria at Hilton Cancun



Pool at Hilton Playa del Carmen

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41 islands strong, the Caribbean sprawls across more than one million square miles of spectacular terrain, inhabiting numerous varied and fascinating cultures. There is so much to see, do and love about the region and we are rapidly expanding to keep up with surging demand. We need developers like you to make the dream of a Hilton All-Inclusive resort a reality for our guests.

**FUN FACT:** First hotel to ever serve the pina colada was the Caribe Hilton in 1954, ushering in decades of iconic firsts

**BY THE NUMBERS:**

- 5** spectacular All-Inclusive resorts have opened since 2021.
- 25** hotels and resorts are under design and construction in the Caribbean alone.
- 18** world-class brands are available, supporting a wide array of guest budgets and lifestyles in over **200** extraordinary hotels.
- 140+** million Hilton Honors™ members, one of the most preferred Frequent Guest Programs in the United States. Hilton Honors develops loyal customers, drives customer satisfaction, and channels guests to Hilton properties around the world.

Our fee-based and capital-efficient business model enables us to create premium returns for hotel owners and shareholders.

**LET'S TALK!**



**Parris E. Jordan**  
Chairman - CHICOS

Parris Jordan is Chairman of CHICOS at HVS. Prior to this role, he was a Managing Director, responsible for overseeing consulting and valuation projects in the Caribbean, Central America, Mexico, and United States. Parris' consulting experience spans all asset classes, from ultra-luxury to full, select and limited-service hotels. His resume comprises work on hundreds of projects spanning over 40 U.S. states and 30 countries for assets totaling more than \$20 billion US in value; notable large-scale Caribbean development projects include Atlantis, The One & Only Ocean Club, Ritz Carlton Grand Cayman, and Cap Juluca. Mr. Jordan's areas of expertise include market assessment, feasibility analysis, appraisal, valuation, operator search, management contract negotiation, and brand selection.

He is also an expert in developing target market and global expansion strategies for prominent international hotel brands and has provided expert testimony in litigation and arbitration-related matters. Pairing this experience with his Caribbean roots, Parris has earned the reputation as a distinguished authority on the Caribbean hotel landscape and trusted advisor. His private sector client list consists of well-established investment banks, lenders, private equity firms, high net-worth individuals, developers, and hotel brands. Parris has also provided advisement to many Caribbean government officials [i.e. Prime Ministers, Presidents, Ministers of Tourism, Ministers of Investments, Governors] for major hospitality and tourism investment decisions on their respective islands. Mr. Jordan is also Chairman and Founder of the Caribbean Hotel Investment Conference and Operations Summit (CHICOS).

Parris holds an MS from the Preston Robert Tisch Center for Hospitality and Tourism at New York University (NYU), where he also lectured on lodging development as an adjunct professor. Parris is also a member of the school's alumni board. He was the recipient of the 2003 NYU Hotel Investment Conference Patron Scholar Award and selected as the 2008 Alumnus of the Year by New York City Technical College. Parris has been called to speak at various local and international hotel investment and tourism conferences, including [the largest] the NYU International Hospitality Industry Investment Conference. In addition to speaking engagements, Parris has been quoted in numerous hospitality business publications and newspapers such as the Wall Street Journal, Bloomberg News, USA Today and Travel Weekly.

**Nicole Roantree, LEED AP, ID+C**  
Director - CHICOS



Nicole Roantree is the Director of HVS Conferences. Nicole earned a bachelor of science degree in International Business and French from Albright College in Reading, PA, a master of science degree in Tourism, Travel Management and Destination Development from New York University, and a bachelor of arts degree in Interior Design/Hospitality Studies from The Art Institute of Colorado. Nicole is also an Accredited Professional with the Leadership in Energy and Environmental Design (LEED) program, with a focus on Interior Design + Construction.

Nicole's academic and professional experience within the hospitality and architecture industries allows her to provide a level of insight and expertise critical to hotel consulting assignments. Her extensive travel to 48 states domestically, Europe, Asia, Middle East, South America, Central America, Mexico and the Caribbean have proven priceless to understanding the vast differences between markets and cultures.

Nicole also teaches online business classes with eCornell to students globally, enhancing their skills and helping them achieve the next step in their career progression. The courses range from: *Introduction to Hotel Operations, Services Marketing Planning and Management, Building Guest Loyalty, and Introduction to Revenue Management*. She has guest lectured at Columbia University and NYU Stern School of Business. She also volunteers her time with New York Cares, America Scores and Achilles for Kids.

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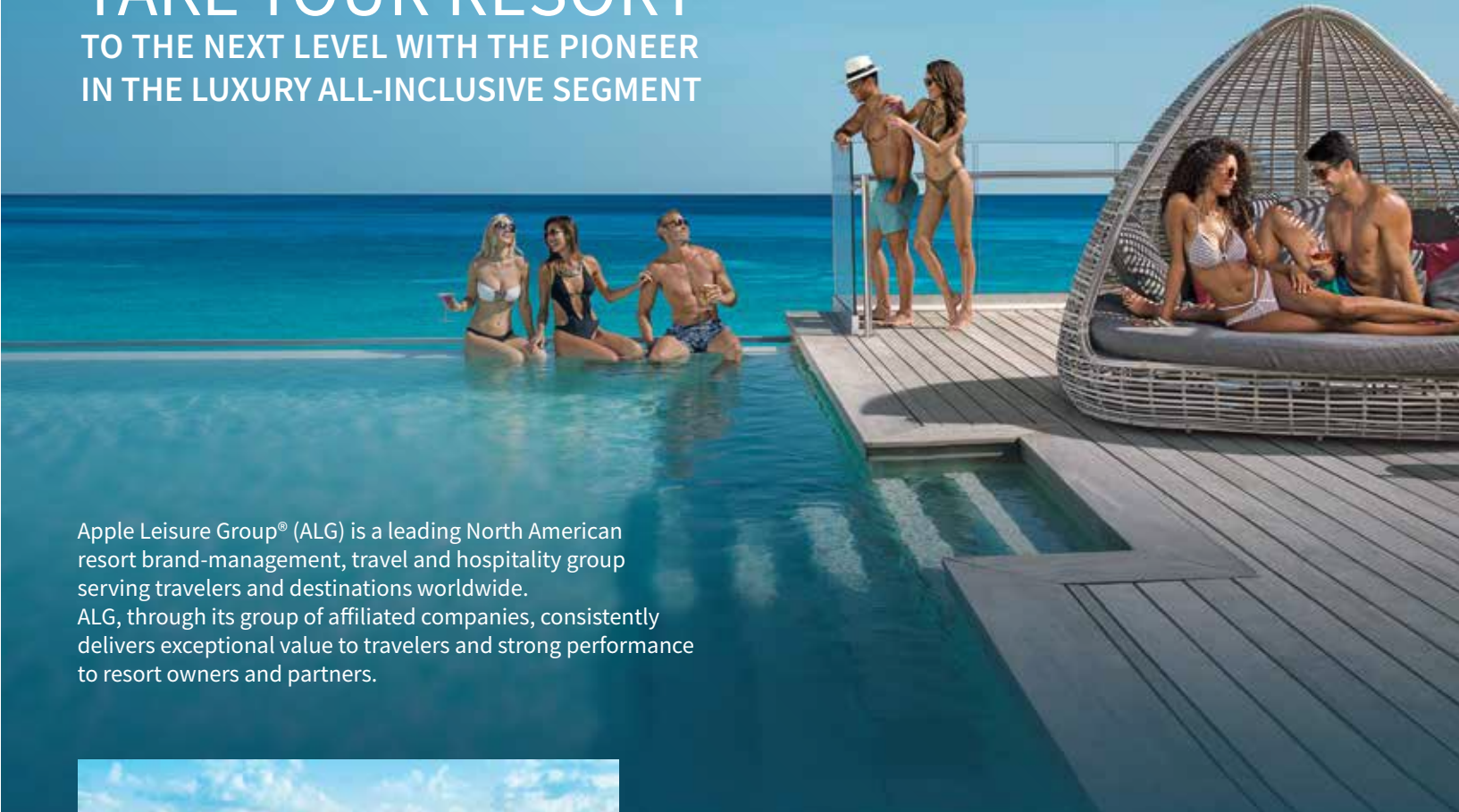
THOMPSON ZIHUATANEJO, A BEACH RESORT



ANDAZ COSTA RICA RESORT AT PENINSULA PAPAGAYO

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\*Resorts are joining World of Hyatt in phases. Learn more at [hyatt.com/new](https://www.hyatt.com/new).

# SPEAKERS



## Alex Mai

Head of Development, CALA Region - Choice Hotels International

Alex is responsible for setting the strategy, plan, negotiate/execute hotel deals and manage the growth and expansion of all brands for Choice Hotels International in Latin America & Caribbean countries. Alex has more than 25 years of practical, hands-on experience with hotels, resorts, brand management, real estate, and operation. He has worked on hundreds of hotel assets, negotiations and hotels performances across the United States, Latin America & Caribbean. Prior of joining Choice, Alex was the Vice President of Development for Latin America & Caribbean for Radisson Hotels Group Americas, where he was responsible for the growth and expansion of 9 brands. Alex was President & Founder of ALBA Hospitality from 2020 to 2022, where he was responsible in strategic asset positioning, management contract negotiations and hotels real estate transactions. Alex worked for Hilton Hotels Corporation from 2007 to 2020 holding various Management positions in Development, Brand Management for Full & Focused Service, Owners Relations, and Training. With Hilton, Alex successfully negotiated and executed over 30 hotels deals, totaling +4,400 rooms between luxury, full, collections, all suites, and focused services brands.



## Amy Ironmonger

Partner - K&L Gates LLP

Amy Ironmonger maintains an international practice and focuses her practice in the areas of resort and hospitality, real estate and commercial development, commercial lending, and corporate law. She has recently or is currently assisting clients with the sale, acquisition, development, and/or financing of projects in the United States, Caribbean, Latin America, Australia, and Middle East.



## Andrew Farkas

Chairman - Island Caribbean Fund

Andrew L. Farkas founded Island Capital Group LLC in May 2003 and is its Managing Member, Chairman, and CEO.

Mr. Farkas was previously Chairman and Chief Executive Officer of Insignia Financial Group, Inc. (NYSE:IFS), a global real estate services company that he founded in 1990 and was merged with CB Richard Ellis in July 2003 to form the world's largest commercial real estate services company. At its peak, Insignia was the largest owner and operator of multifamily residential housing and among the largest owners and operators of commercial space in the United States, owning, controlling or managing approximately 275,000 apartments and over 200 million square feet of commercial space.

Immediately subsequent to Mr. Farkas' merging of Insignia with CBRE in 2003, he founded Island Capital Group, an international merchant banking firm specializing in real estate investing, real estate operating businesses, and real estate securities. Island Capital presently owns controlling interests in a number of businesses which manage, in the aggregate, approximately \$5 billion assets and since inception has been a named servicer for over \$240 billion of mortgage capital. Among these are C-III Capital Partners, a leading commercial real estate investment management and services company engaged in a broad range of activities, and Island Global Yachting, the leading owner and operator of yachting oriented resorts in the western hemisphere.



## Andro Nodarse-León

Founder and CEO - LionGrove

- Over the course of a 21-year career, Andro Nodarse-Leon has been involved in over \$85 billion of completed acquisition, financing, and divestiture transactions and hundreds of transaction processes across multiple sectors, including hospitality, education, finance, consumer products, media, entertainment, business services, energy, real estate and infrastructure
- Mr. Nodarse-Leon has operational and asset management experience in connection with companies in the hospitality, education, financial, consumer products, media and infrastructure construction sectors
- Before founding LionGrove, Mr. Nodarse-León was the Co-founder and Managing Partner for LEON, MAYER & Co. (LM) a successful Miami and New York City based private equity and investment banking firm, which Mr. Nodarse-Leon founded in 2005
- At LEON, MAYER & Co., Mr. Nodarse-León led all of the operations of the firm, the firm's work across dozens of investment banking transactions and all of LM's investment and asset management activities
- From 2012 to 2018, Mr. Nodarse-Leon co-founded LM's first private equity platform, Endeavor Schools, where he led financing efforts, investment activities and operational oversight
- Under Mr. Nodarse-Leon's leadership, Endeavor completed the acquisition, financing and operational integration and optimization of 34 private school properties and operations, as well as the commencement of the development of three new schools across 15 MSAs and 9 states
- By 2018, Endeavor Schools became the 14th largest owner and operator of pre-k to 8th private school sector in the US, leading to LM successfully selling Endeavor Schools and realizing an IRR in excess of 40% for Endeavor's equity investors
- In 2015, under Mr. Nodarse-Leon's leadership, LM created its second private equity vehicle, a joint venture with a multi-billion dollar New York City based institutional private equity firm, to acquire El San Juan Hotel from Blackstone
- Mr. Nodarse-Leon led an extensive and successful \$60 million renovation of El San Juan Hotel between 2016 and 2017
- After a direct impact to the property from of Hurricane Maria in September 2017, Mr. Nodarse-Leon led a subsequent \$60 million restoration of the property, which was completed at the end of 2019 and led to the hotel's rebranding as the Fairmont El San Juan Hotel
- In 2019, affiliates of LionGrove purchased the interests in the Fairmont El San Juan Hotel from affiliates of LM and, today, LionGrove co-owns and leads the asset management of the Fairmont El San Juan Hotel
- In 2021, LionGrove purchased the interests in the Wyndham Palmas Beach & Golf Resort from local investors, and today, LionGrove co-owns and manages the property. LionGrove also leads the asset management
- In 2022, LionGrove purchased the interests in the Wyndham Grand Rio Mar from Wyndham Hotels & Resorts, and today, LionGrove co-owns and manages the property. LionGrove also leads the asset management
- Prior to LM, Mr. Nodarse-León was an investment professional at Kohlberg Kravis Roberts & Co. (KKR) in New York City. At KKR, Mr. Nodarse-Leon worked on the acquisition of companies in the hospitality, consumer products, media and energy sectors
- While at KKR, Mr. Nodarse-León completed the \$1.5 billion acquisition of Sealy Corporation, the largest bedding manufacturer in the world, and was involved in the development and oversight of various operational initiatives that led to significant improvements to the company's financial performance and the eventual successful IPO of Sealy at a valuation of more than 3x the original equity purchase price paid for the company two years prior
- Mr. Nodarse-León was also involved in the asset management oversight and pursuit of add-on hotel acquisitions for KSL Holdings, a successful KKR portfolio company that owned and operated leading resort properties throughout the United States
- Prior to KKR, Mr. Nodarse-León was an investment banking professional at Goldman Sachs & Co
- At Goldman Sachs, Mr. Nodarse-León advised media and entertainment clients on mergers, acquisitions, divestitures, financings and strategic matters.
- Mr. Nodarse-Leon's clients at Goldman Sachs included AT&T, Time Warner, Sony, Pulitzer and the Houston Astros, among others
- Mr. Nodarse-Leon has previously served on the Owners Advisory Council for Hilton Worldwide Holdings Inc. and the Board of Trustees for the Oliver G. Scholars Program in New York City
- Mr. Nodarse-Leon currently serves as Vice President of the Board of Directors of the Cuban American National Foundation and is a member of the Board of Directors of SportsManias
- Mr. Nodarse-Leon is the co-author of Cuba: From Economic Take-off to Collapse Under Castro, published by Routledge's Transaction Publishers in 2015
- Mr. Nodarse-Leon received a B.S., cum laude, from The Wharton School of the University of Pennsylvania and a B.S.E. cum laude, from the School of Engineering and Applied Sciences of the University of Pennsylvania
- Mr. Nodarse-Leon is fully bilingual in English and Spanish

# SPEAKERS

## Angela Musgrove

CEO - Invest Turks and Caicos



Angela Musgrove currently serves as Interim CEO with Invest Turks and Caicos. For more than 20 years she has held cross-disciplined roles in the areas of education, public administration, entrepreneurship and business development. Born and raised in the Turks and Caicos Islands, her familiarity with corporate governance as well as public administration procedures is a significant asset to the Invest TCI team. Her educational background includes graduate and post-graduate qualifications in Economics and Finance respectively.

She was awarded the British Empire Medal in 2013 for her services to youth development in the TCI and is excited about her continued contribution to the development of these islands in her current role as Interim CEO. This role brings a sense of pride and fulfilment, being able to promote the business opportunities available in the Turks & Caicos, attracting investment, that will ultimately improve the quality of life for the people of the Turks & Caicos Islands.

## Bill Clegg

Regional Director of Development - Best Western



William L. Clegg, Jr., CHA, is a regional director of development for BWH Hotel Group (World Hotels and Best Western International) in the mid-Atlantic US and Caribbean region, sourcing and guiding prospective franchisees and members through the company's development process. He previously served as RVP for Choice Hotels International, managing owner relationships and performance-driven franchise service in the northeast United States and the Caribbean. At Choice Hotels from 1991 until 2017, he held numerous marketing and franchise service operations and management positions in support of hotels in regions including the Gulf Coast, Southeast, mid-Atlantic, and northeast U.S.

Prior to joining Choice Hotels, Bill rose through the ranks after beginning his hospitality career as a bellman at a Marriott Hotel. He has served in operations, sales, marketing, and general management positions at Marriott, Sheraton, Best Western, and Choice Hotels branded hotels.

He received a B.A. in Communications Studies from Virginia Tech, and holds a Certified Hotel Administrator certification from the AH&LA. During his career, he has served on numerous industry panels. He served for eight years as a Regional Vice President for the Caribbean Hotel & Tourism Association, and three years as VP. He is currently VP of the organization, chairs the Membership Committee of CHTA, and has served as chairman of CHTA's CHIEF (Caribbean Hospitality Industry Exchange Forum) conference for eight years, 2015-2023.

In 2013, he was presented with a Leadership Award from Caribbean Media Exchange (CMEX).

## Biviana Riveiro

Executive Director - ProDominicana



Biviana Riveiro Disla is the Executive Director at the Export and Investment Center of the Dominican Republic. Throughout her career, Riveiro Disla has been a strong voice in supporting and promoting the Dominican Republic's investment climate, including the revision of regulations and standards related to the telecommunications sector. She is passionate about entrepreneurship and innovation and is also the recipient of the Gala Magazine's "women of today" award among numerous other recognitions, including the Chamber of Commerce and Production of Santo Domingo.

## Bojan Kumer

Regional Vice President of Lodging Development - Marriott International



Bojan Kumer is the Regional Vice President of Lodging Development for Marriott International Inc. and is based in Miami, Florida. Mr. Kumer is responsible for hotel development of all Marriott brands in the Caribbean and South America.

Mr. Kumer brings 17 years of experience within Marriott's corporate finance and development organizations.

Mr. Kumer began his career with Marriott International, working at the Ritz Carlton finance department. Since then, Bojan has worked at different finance departments within Marriott Corporate office in Bethesda, Maryland. In 2013, Bojan moved to Development group and was working in Central America, South America and the Caribbean.

Currently, Mr. Kumer oversees Marriott's development efforts in the Caribbean and South America.

## Bruce Wardinski

CEO and Chairman - Playa Hotels & Resorts



Mr. Wardinski is the Chairman & Chief Executive Officer of Playa Hotels & Resorts ("Playa"). Playa is the owner of all-inclusive resorts located in Mexico and the Caribbean. Mr. Wardinski has served in his current position since founding Playa in early 2006.

Previously, Mr. Wardinski was CEO of Barceló Crestline Corporation; Chairman of the Board of Highland Hospitality Corporation (NYSE: HIH); Chairman, President and CEO of Crestline Capital Corporation (NYSE: CLJ); Senior Vice President and Treasurer of Host Marriott Corporation (NYSE: HMT); and served in various other capacities with Host Marriott and Marriott Corporation. He graduated with honors from the University of Virginia with a B.S. degree in Commerce and earned an MBA degree in Finance from the Wharton School of Business at the University of Pennsylvania.

Mr. Wardinski currently serves as Chairman of the ServiceSource Foundation, is a member of the George Mason University Foundation Board of Trustees and is a member of the Board of Advisors of the College of Business at James Madison University.

Mr. Wardinski serves as a director of DiamondRock Hospitality Company (NYSE:DRH) and previously served as director of privately-owned international resort company Kerzner International.

## Camilo Bolaños

Vice President of Development, CALA - Hyatt Hotels Corporation



Mr. Bolaños is currently in charge of development and strategic business planning in Latin America for Hyatt with a specific emphasis in Mexico, Central America and the Andean region in South America. He is focused in not only refining, but also spearheading the development strategies for these markets and structuring deals that bring together local needs and opportunities while successfully satisfying Hyatt's mid- to long-term business model.

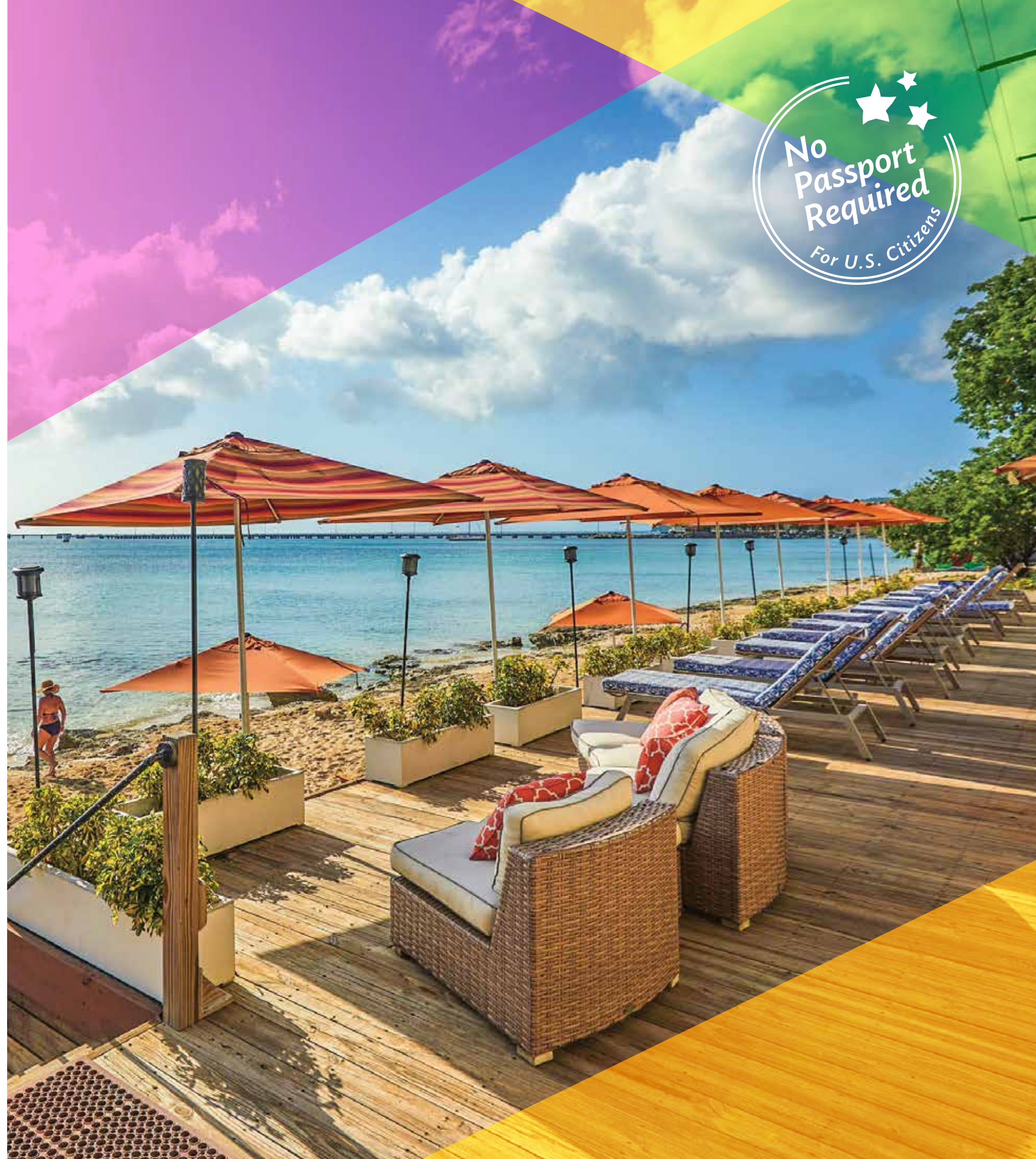
In his role, Mr. Bolanos is also responsible in utilizing and leveraging Hyatt's strong balance sheet through key asset acquisitions and the establishment of joint venture partnerships. Mr. Bolaños is a 17-year industry veteran having held senior level positions at leading companies such as Real Hotels and Resorts, Avianca Airlines and Carlson Restaurants Worldwide.

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# SPEAKERS



## Christian Charre, CRE, FRICS

Executive Vice President - CBRE Hotels

Christian Charre is a Senior Vice President with CBRE Hotels, focused on serving owners and investors in Florida, the Caribbean and Latin America. A hospitality professional with more than 25 years of expertise, Mr. Charre has sold in excess of \$6 billion in hotel assets and has been involved with the operations, underwriting and asset management of numerous hotels and resorts worldwide. Prior to joining CBRE, Mr. Charre formed The Charre Group where he and his team earned a reputation in South Florida as a trusted real estate investment banking firm and advisor dedicated to the lodging industry. Mr. Charre also spent 10 years with Jones Lang LaSalle Hotels in Miami where he opened their Latin America and Caribbean office and built relationships with investors and lenders throughout Latin America and the Caribbean. During his tenure, he was involved in transactions, financing, asset management, operator selection and valuation throughout the region.

## Dr. Clay B. Dickinson

Assistant Teaching Professor, Florida International University



### Current Responsibilities

Dr. Dickinson is an Assistant Teaching Professor at the Chaplin School of Hospitality and Tourism Management and the Hollo School of Real Estate at Florida International University (FIU) in Miami, FL. Prior to joining FIU as a full-time member of the faculty, Dr. Dickinson was Executive Managing Director and Chairman of JLL's Hotels & Hospitality and Valuation Advisory Services (VAS) practices in the Caribbean and Latin America region. Dr. Dickinson has more than 35 years experience in hospitality and commercial real estate industries, including general corporate and IT strategic planning, transactions advisory and due diligence, valuations, investment and development advisory and asset management. Much the Dr. Dickinson's experience has been in global business, particularly the Latin America region, and has focused on large-scale, mixed-use hotel and hospitality-related real estate.

### Experience

Dr. Dickinson has advised on over \$15 billion dollars of commercial real estate and hospitality industry transactions, including valuing large, complex international property portfolios and assessing the market and financial viability of projects all over the world. He brings decades' experience in managing cross-cultural teams, an important value-add within the rapidly globalizing hospitality and commercial real estate industries.

### Prior Positions

Before joining JLL in 2008, Dr. Dickinson spent some 20 years as a Managing Partner of KPMG's Real Estate and Hospitality consulting practice covering the Caribbean and Latin America region and as a Client Industry Executive for six years in the global travel, transportation and hospitality businesses of EDS and IBM. Earlier, Dr. Dickinson was a Regional VP of Development with Intercontinental Hotels Group. He began his career in commercial real estate advisory in the Miami office of Laventhol & Horwath.

### Education and Affiliations

Dr. Dickinson earned a BA in International Studies from The American University, dual M.I.M./M.B.A degrees from AGSIM and ESADE, an MS in Information Technology from Georgia Tech and a Doctorate of Business Administration from Florida International University's Chapman School of Business.

Mr. Dickinson is an active member of the International Society of Hospitality Consultants (ISHC) and has held leadership positions in other prominent industry organizations, including the ULI, AH&LA, HFTP, and the OpenTravel Alliance. He is fluent in Spanish and Portuguese.



## David Beckley

Senior Vice President, Real Estate and Hospitality - McGriff

David has over 18 years of commercial insurance industry experience. He is an Account Executive in the New York office of McGriff and serves as a resource for their Real Estate and Hospitality clients. David's areas of expertise includes the coordination of the firm's resources in the design and implementation of multinational risk management programs for their Real Estate and Hospitality clients, providing account management, service delivery and resource coordination for owners, developers and operators throughout the lifecycle of engagement from (re)development to operation. As a leader in the Real Estate & Hospitality sector, he has lead client teams in the placement of complex insurance programs and large claim recoveries in the Caribbean.

David has a Bachelor of Science degree in Applied Economics, Phi Beta Kappa, and Master of Science degree in Applied Economics, summa cum laude, from Florida State University.

## David Larone

Special Advisor, Valuation and Advisory Services - CBRE Hotels



David Larone is a Special Advisor with CBRE Hotels Valuation and Advisory Services group in Canada. He is based in Toronto. David joined CBRE Hotels in 2015 with the CBRE's acquisition of PKF Consulting Canada, where he was National Managing Director. David had been with PKF since 1975, and has over 46 years of hotel development, operational and investment advisory experience. He has worked extensively within the hotel and resort sector nationally and provincially in undertaking numerous operational reviews, development studies and appraisals on behalf of owners, developers and lenders. David has considerable experience with resort development and hotel valuations in the Caribbean and Latin America with over 30 years' experience in Belize, Panama, Dominican Republic, Antigua, Trinidad and Tobago, Bahamas, Anguilla, Barbados, Bermuda, St. Lucia, Grand Cayman, Turks and Caicos, Guyana.

## Doug Smith

Head of Institutional Development & Management - Wyndham Hotels



Doug Smith is Head of Institutional Development for Wyndham Hotels & Resorts, responsible for growing the company's hotel portfolio for landmark, flagship hotels across upscale plus and lifestyle brands.

With more than 25 years in hospitality, Smith's experience includes real estate development, hotel investment and management. Previously, Smith was vice president, development, U.S. and Canada, responsible for the contracting both franchised and managed hotel deals across all of the company's brands.

Prior to that role, Smith was vice president and managing director for Latin America and the Caribbean, responsible for hotel management and franchise business including sales and development, operations and marketing in the region. During his tenure, the company's portfolio of hotels in the region more than doubled to 108 properties.

Smith joined Cendant, Wyndham's predecessor, in 1998. He held positions across franchise operations, management and openings before transitioning to global development, where he has held progressive roles over the last two decades.

He began his hospitality career with Stern Hospitality Management serving multiple property-level and corporate hospitality roles as well as real estate development projects.

He is based in Wyndham's Parsippany, N.J., offices.

# SPEAKERS

**Eric Ullman**  
Principal - OBMI



Eric has been influencing the industry throughout his career. His expert reputation is underlined by being in the Top 100 Design Giants of Hospitality Design for the past 15 years consecutively. Eric spent a decade residing in Asia and has delivered projects internationally, leading diverse teams in Shanghai, New Delhi, and Dallas. On a voyage of global discovery, he seeks out travel secrets, bespoke artisans, and hidden gems, with the quest to find the magic that ignites destinations. In doing so, the remarkable and rare inspires the detailed parts of Eric's masterful work.

**Fernando Fernandez**  
VP of Development, Caribbean - Apple Leisure Group



As Apple Leisure Group's Vice President of Development, Fernando Fernandez leverages over three decades of experience in hotel operations, consultancy and development to accelerate the group's expansion goals in key markets. Fernando is responsible for increasing the company's footprint in the Caribbean and Latin America by securing partnerships with hotel owners and developers in these high-demand markets.

Prior to joining Apple Leisure Group, Fernando spent eight years as Vice President of Development for Meliá Hotels International in Europe, across the Americas and the Caribbean. During his tenure, Fernando successfully negotiated high-profile additions to Meliá's management portfolio, including Meliá Jamaica, which introduced Spain's largest hotel company to the English Caribbean. He also oversaw the addition of Me Miami and Meliá Cartagena de Indias in Colombia among others.

In addition to his work with Meliá Hotels International, Fernando managed key accounts for LRA Worldwide, including Starwood Hotels & Resorts (Latin America), Grupo Posadas (México), Interstate Hotels & Resorts (USA), Accor Hotels (Latin América), Pestana Hotels & Resorts (Portugal), Delta Hotels (Canada) and Oberoi Hotels and Resorts (India).

Fernando received a degree in Hotel & Tourism Management from Escuela Oficial de Turismo in Madrid, Spain, before acquiring a degree in Hotel Management at the Hotel Institute Montreux in Switzerland. Fernando graduated with honors from the University of South Carolina, earning a B.S. in Hotel, Restaurant and Tourism Management.

**Fernando Mulet**  
Chief Development Officer & EVP - Playa Hotels & Resorts



With over 15 years of international hotel experience, Mr. Mulet has played a prominent role in the acquisition, development and asset management of the Playa Hotels & Resorts portfolio and heads the Acquisitions Group for the company.

Prior to joining Playa Hotels & Resorts, he was the Director of International Investments & Asset Management with Highland Hospitality Corporation (NYSE: HIH). He helped HIH to successfully structure and close its first acquisition in Mexico. A native of Spain, Mr. Mulet began his career in the hospitality industry in 1999 at Barceló Hotels & Resorts. During his tenure at Barceló, Mr. Mulet held different positions both at the corporate and hotel level in Mexico, Spain and in the US.

He earned his Business Administration degree at the Universidad Pontificia de Comillas in Madrid, Spain. He continued his education in the US at Cornell University where he earned a certification in Real Estate, Development and Hotels Investment from The School of Hotel Administration at Cornell University.

**Frank Rainieri**  
President and Founder – Grupo PuntaCana



Upon their arrival in the region in 1969, then called Yauya or Punta Borrachón, a group of North Americans led by the New Yorker lawyer Theodore W. Kheel and young Dominican businessman Frank Rainieri, had the dream and vision of developing a tourism community that respects nature and promotes social responsibility, while offering visitors a unique experience.

They started with 20 rooms in the old Punta Cana Club, and in 1978, they signed a partnership with Club Mediterranée, opening the doors of a hotel of international dimension, in the same place where the Punta Cana Club had been.

Today, they operate the Four Points by Sheraton Puntacana Village, The Westin Puntacana Resort & Club, and Tortuga Bay Puntacana Resort & Club, the only AAA (American Automobile Association) 5-diamond hotel in the country.

Later, with its inauguration in 1983, Punta Cana International Airport (PUJ) became the first private airport for international commercial use in the world, and today it's the airport with more traffic in the Dominican Republic and the one with the greatest connectivity in the Caribbean, uniting 64 cities, 26 countries and 90 airports around the world, and mobilizing 8 million passengers a year.

**Gary Brough**  
Managing Director – Baker Tilly



Gary is the Managing Director for Baker Tilly in the Turks & Caicos Islands and Head of Baker Tilly's Travel, Leisure & Tourism ("TLT") group in the Caribbean with offices in Aruba, Bahamas, Barbados, Bermuda, Bonaire, BVI, Cayman, Jamaica, Puerto Rico, St Maarten and Trinidad & Tobago. Baker Tilly's TLT group provides a wide spectrum of audit, advisory and tax services throughout the region.

Gary has advised many regional governments on TLT related matters. He led an engagement to advise the Turks and Caicos Islands Government on a National Tourism Policy and Strategic Implementation Plan. Gary initiated a groundbreaking Data & Analytics (D&A) initiative which applies D&A in a tourism environment. He is client service partner to a variety of world-renowned luxury resorts and has led many TLT related advisory engagements involving market studies, feasibility studies, economic impact studies and raising of debt and capital. He has extensive experience on numerous TLT engagements both locally and internationally. Gary is a regular moderator and speaker at tourism industry conferences.

**George Spence**  
Managing Partner – Luxe Capital Americas



George Spence is an active participant in the hotel, resort and tourism sector in the Caribbean and Latin America. As a Managing Partner of Luxe Capital Americas, George assists regional companies and hotels in raising equity and debt capital, mergers and acquisitions, and advisory services on asset sales and growth initiatives. George assists equity funds in the identification, execution and management of transactions involving multiple and single property hotel portfolios, and also assists banks and other creditors in the management and disposition of hotel and hospitality real estate. Hotel and project owners, and providers of equity and debt funding, find George's hands-on experience in roles as operator, developer, equity owner and debt provider over several decades in the region in multi-cultural and multi-lingual settings to be useful and pragmatic, especially when relatively complex deals with multiple stakeholders and jurisdictions are involved. Families owning hotels in the region use George's team to accomplish sales of hotel businesses in a discrete manner attentive to local sensitivities. At Luxe Capital, George's team carries out brand searches and prepares feasibility studies and business plans for hotels, resorts, and mixed use projects.



# SPEAKERS



## Gerhard Beukes

Managing Director, Caribbean - Colliers International

Gerhard is a private equity executive with substantial experience in various industries and countries, usually in capacity as a senior member of the executive team. He has managed companies and assets worth over \$800m and executed successful transactions valued over \$1.6 billion, mainly representing funds and private wealth offices on the buy-side.

He has executed transactions in various Caribbean countries, the UK, US, Europe and South Africa, mostly in the sectors of real estate, hospitality, retail, financial services and renewable energy. Counterparties have included private and public sectors. With this background, Gerhard teamed up with Colliers to start up a dedicated Caribbean practice, focused on brokerage and solutions-based advisory services, that focuses on the hospitality and tourism sectors.

He is a Chartered Accountant (South Africa) and CFA charterholder.

## Gustavo Viescas

President LATAMC - Wyndham Hotels & Resorts

Gustavo joined Wyndham Hotels & Resorts in August 2017. He served as Financial Planning Director and then as Finance Vice-president for the Latamc region. Previously, he held multiple roles of increasing responsibilities over 18 years at RCI (timeshare division of the former Wyndham Worldwide Corporation and the largest timeshare company in the world), leading the finance, administration, reporting and planning departments.

Gustavo has been instrumental in growing the region, including launching two new brands in Latamc (Wyndham Alltra and Registry Collection Hotels) and closing industry-leading deals with notable strategic development partners such as Playa Hotels & Resorts and Palladium Hotel Group. Gustavo also played a key role in the successful integration of the Dazzler and Splendor brands as part of Fen Hotels' acquisition.

Gustavo is a CPA from the University of Buenos Aires and holds a Master Degree in Finance, from the Universidad Argentina de la Empresa.

Gustavo was recently named President, Latamc and elevated to the Wyndham Hotels and Resorts' Executive Committee.

## Hannah Smith

Senior Consultant - STR

Hannah Smith is a Senior Consultant in the Consulting Division of STR (STR, Inc.). STR provides clients from multiple market sectors with premium, global data benchmarking, analytics, and marketplace insights. STR was acquired in October 2019 by CoStar Group, Inc. (NASDAQ: CSGP), the leading provider of commercial real estate information, analytics and online marketplaces.

As a member of the Consulting team for STR, Hannah focuses on providing custom data and analytics solutions to clients using STR's extensive database. Projects include comp set selection and optimization, target market analysis, and corporate reports and dashboards, providing clients a detailed view of portfolio performance. She is an experienced speaker at industry conferences and events, and also assists in the production of industry articles, reports, and videos. Hannah earned her bachelor's degree from Cornell University's School of Hotel Administration.



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# SPEAKERS



## Ilan Marcoschamer

Senior VP, Commercial Real Estate - Banco Sabadell Miami Branch

Ilan Marcoschamer joined Banco Sabadell as SVP of Commercial Real Estate, Hospitality and Tourism in November 2018. Prior to joining Banco Sabadell, Ilan spent nearly 20 years in hospitality financial advisory services, including an 11 year tenure at PwC's Hospitality and Leisure Practice, a four year tenure at Glacier Global Partners – a New York-based real estate investment firm, and a four year tenure at the Alvarez & Marsal Hospitality & Leisure Group.

Over the course of his career, Ilan has served a wide spectrum of clients globally, with a particular focus on the Latin America and Caribbean regions, including but not limited to private equity funds, hotel management companies, financial institutions as well as a number of high net worth private clients. As a result, Ilan possesses vast knowledge and expertise in hospitality consumer trends, market fundamentals, industry operational best practices, acquisition and debt underwriting and structuring, and asset management.

Ilan has a Bachelor of Arts degree in Political Science from Brandeis University and a Master of Management in Hospitality degree from Cornell University's School of Hotel Administration, in addition to serving as tank commander in the Israeli Defense Forces.

## Isabel de Caires

Director, Investment Banking - CIBC FirstCaribbean Bank



Isabel is a Director in Investment Banking at CIBC FirstCaribbean International Bank. In the last three years the Investment Banking team has led over US\$3 billion in various financing and advisory mandates, including several structured and syndicated financings, regional and international (US) bond private placements, and various primary and secondary equity offerings. Isabel is responsible for regional Caribbean coverage of the Bank's top-tier corporate and sovereign clients, and providing relationship and transaction support on a wide range of financing and advisory mandates. Since joining CIBC FirstCaribbean in 2010, Isabel has become the Bank's Hospitality & Real Estate Industry expert; with a primary focus on delivering financial solutions within these sectors. She has had a diversified financial services career spanning 15 years, having worked for both PwC and EY prior to joining CIBC FirstCaribbean. She holds a BBA in Finance from the University of Miami and is a qualified chartered accountant.

## Jacqueline Mora

Technical Viceminister - MITUR



Jacqueline Mora is an economist with a background in macroeconomics and financial economics. She has specialized in business intelligence and customer-centric management, with more than 15 years of experience.

She led the Business Intelligence team at Verizon Dominicana and structured the first Marketing Intelligence unit at Banco Popular. She was part of the team that carried out the first and second issuance of sovereign bonds of the Dominican Republic.

In 2011 she founded Analytica Empresarial, an Economic and Strategic Intelligence company, with a focus on using data to generate business decisions and strategies, such as business intelligence projects and customer-centric projects.

During 2018-2020 she chaired the Board of Directors of CEVALDOM, implementing its first strategic planning process. In 2016 she assumed the Financial Directorate of the Mayor's Office of the National District and in August 2020 began his work as Technical Vice Minister of the Ministry of Tourism, leading transformation projects, both in tourism intelligence and regulation.



## Jamie Sharpe

SVP, Real Estate & Hospitality - McGriff

Jamie Sharpe is a Senior Vice President of the Real Estate & Hospitality Team at McGriff Insurance Services. Jamie coordinates the firm's resources in the design and implementation of multinational risk management programs for our real estate and hospitality clients. He provides account management, service delivery and resource coordination for owners, developers and operators throughout the lifecycle of engagement from (re)development to operation. Mr. Sharpe had worked for WTW from 2011 to 2020 where he focused on business development exclusively for Hospitality and Real Estate clients. He brings 20 years of industry experience to McGriff, and has deep market knowledge, and hospitality industry expertise. He also brings a long-term strategic partnership with global hospitality advisor HVS, who understands the challenges and complexities the hospitality industry faces.

## Javier Coll

Group President, Global Business Development & Innovation- Apple Leisure Group



Javier Coll is Group President of AMResorts® Global Business Development & Innovation, Co-founder of the group's luxury resort brand management company, AMResorts, and its elite benefits program, Unlimited Vacation Club® (UVC). Javier has played a pivotal role in the development of both businesses and is also responsible for ALG business operations in Europe.

The multidisciplinary executive applies more than 25 years of international hospitality operations and finance experience to skillfully direct the group's growth, development, mergers and acquisitions. Under Javier's leadership, AMResorts has become the largest Resort Brand Management company in Mexico and the Caribbean.

Since the inception of AMResorts in 2001 and prior to his appointment as Group President of AMResorts Global Business Development, Javier held diverse leadership roles in AMResorts, including Chief Financial Officer and Chief Operating Officer, and was directly involved in negotiating contracts, analyzing and selecting existing hotels for rebranding, plus supervising the development and construction of new hotels. While defining the signature attributes of AMResorts' six luxurious brands, Javier also developed and implemented new operating procedures for each brand's finance, administration, auditing, IT and legal departments. Javier has been responsible and instrumental in developing strategies that would expand AMResorts' world-class portfolio. Before joining AMResorts, Javier was the Deputy Managing Director of MAC Hotels, based in Palma de Mallorca, where he oversaw sales, marketing, operations and administration for the hotel chain. Javier was also Head of International Development (Spain), Managing Director (USA), and Director of Administration for Spain's Barceló Group. He began his career as an economist, developing viability studies of the transition from traditional European-plan hotels to the all-inclusive format.

Originally from Palma de Mallorca, Spain, Javier is a Wharton GMP Graduate from the University of Pennsylvania. He has an M.B.A. with specialty in Taxation and he graduated in Economics with a major in Marketing from the University of Barcelona, Spain.

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# SPEAKERS



## Joan Bertran

Global Head of Commercial Real Estate & Hotels - Banco Sabadell

Joan joined Banco Sabadell in 2008 to manage the Group's real estate portfolio (\$15bn). Since then he served in different executive positions ending as Global Head of Commercial Real Estate & Hotels. Under his supervision, the Bank has underwritten CRE & Hotel transactions for more than \$10bn.

Prior to joining Banco Sabadell Joan served as Business Manager at a RE developer, where he directly invested/developed more than 2.3million sqf of CRE in Europe. He started his professional career in 1999 as Construction Manager at Ferrovial.

Joan has over 23 years of experience in Real Estate, gained in various positions in different companies, covering the whole Real Estate value chain at a global level.

Born in Barcelona, Joan graduated from Universitat Politècnica de Catalunya with a BSc and MSc degree in Civil Engineering, holds a Master's degree in Business Administration from ESADE, and completed the Stanford Executive Program at Stanford Graduate School of Business in Palo Alto, California.



## John Lancet, MAI

Senior Managing Director, Practice Leader, Southeast and Caribbean – HVS

John Lancet, MAI, is a Senior Managing Director, Practice Leader - Southeast and Caribbean Region based in the HVS Miami office. During his 25+ years with HVS, John has appraised and/or consulted on more than 1,000 hotels, resorts, vacation ownership, and mixed-use developments located in 22 states and 26 countries. Prior to joining HVS, John gained operating experience from several hotels in South Florida and worked as a regional manager for a major timeshare company. A graduate of Florida International University's School of Hospitality Management, John is a certified general real estate appraiser in Florida (RZ 2554) and holds an MAI designation with the Appraisal Institute.



## Jose Ariza

Partner - Investa Capital Partners

Jose is Senior Partner at INVESTA Capital Partners, a dominican Investment Banking firm, which specializes in M&A, Equity and Debt Raise or Placements, as well as Capital Markets and Corporate transaction Structuring. During the last 20 years he has headed more than 200 negotiations and transactions in the DR and the Caribbean - Central America regions. Jose is an Economist.



## José Carlos Azcárraga

CEO - Grupo Posadas

José Carlos Azcárraga is the CEO of Grupo Posadas. He is an Industrial Engineer with an MBA from J.L. Kellogg School, Northwestern University. Prior to Grupo Posadas, he worked for Booz Allen & Hamilton and for Chase Manhattan Bank in New York City.

José Carlos began his career within Grupo Posadas in 1994, leading different areas including: Real Estate Division, Vacation Ownership and Hotel Sales & Marketing.

Posadas is the leading and fastest growing hospitality company in Mexico, with 180 hotels, resorts and vacation properties in its portfolio that includes almost 30,000 rooms and 52 hotels under development. Posadas currently has more than 19,000 employees and is listed on the Mexican Stock Exchange.

In more than 50 years since the opening of the first hotel, Posadas has defined the hospitality industry in Mexico and established a portfolio of 10 highly recognized brands that include: Live Aqua, Fiesta Americana, Fiesta Inn, One Hotels and Gamma, among others.

Jose Carlos is a member of the Board of Directors of Grupo Posadas, ARDA (American Resort Development Association), CNET (National Board of Mexican Private Tourism Enterprises), President of Communication Council, and recently Citibanamex Advisory Board.

## José Matheu

Corporate BP Finance - Grupo Piñero

José Matheu is a spanish corporate financier, member of Grupo Piñero – Bahia Principe Residential & Golf team. He graduated from Universitat Abat Oliba CEU with a degree in Law & L.L.Business and holds a Masters in Corporate Finance from ESADE Business School.

Grupo Piñero is an integrated tourism group with 3 business units: Living Resorts that brings together hotel, residential and golf course activities, operating mainly tourist and residential complexes in Spain and the Caribbean. 27 Hotels operated under the "Bahia Principe Brand", with more than 14,000 rooms/keys in four different countries.

Travel, Through Soltour and Coming2 brands and Services completing the tourist offer with brands such as Solbus, Turiscar, Scubaquatic, Embat and Emos enriching the travel value chain of the group. Bahia Principe Golf owns 4 Golf Courses, two of them under the PGA of America label and Bahia Principe Residence has projected more than 13,000 homes. Within the real estate & Golf divisions, with 14 Millions sqm, J. Matheu is the responsible of implementing the group's financial and corporate finance strategies, with the aim of accelerating the growth of the residential and golf business.

Prior to joining Grupo Piñero, Matheu worked as Chief Development Officer of Palladium Hotel Group since 2016. The group currently operated a portfolio of 9 Hotel brands, gathering almost 14,000 room/keys in six different countries. Was responsible for seeking opportunities globally, and as a priority Matheu was finding investment partners who were willing to analyze reconversion projects in association with the Matutes group with the aim of repeating success stories like Ushuaia Ibiza Beach Hotel, Hard Rock Hotel and Only You & Bless Collection Hotels. Matheu was also responsible to create an Investment Vehicle to accelerate growth of €500M with Institutional Investors.

J. Matheu was already responsible on the business development areas helping the major hotel multinationals to implement their strategies abroad, such as Meliá Hotels International, where he was responsible for portfolio management and owners' relations in Europe, the Middle East and Africa (EMEA) and for Barceló Hotels & Resorts, as business development responsible in EMEA area. In addition, also as Director of Business Development in Asia & Centre countries of Europe for Camper the "Shoe company" from Mallorca.

In parallel is Advisor of the Spanish Ministry of Finance on the perspective of business internationalization and investment strategy for companies. José Matheu currently lives in Palma de Mallorca with his wife of 10 years and 2 sons, exceptional football players.

# SPEAKERS

## Joseph Boschulte

Commissioner of Tourism – U.S. Virgin Islands



Joseph Boschulte is the Commissioner for the U.S. Virgin Islands Department of Tourism.

Commissioner Boschulte brings over 30 years of experience in business, finance, and government to the tourism department. The Commissioner has held high-level positions in transportation, utilities, telecommunications, finance, government development and investment banking with a proven track record of improving organizational performance and growth.

Boschulte formerly served as President and CEO of The West Indian Company Limited (WICO), Chief Financial Officer of both the Virgin Islands Water and Power Authority, the Government of the Virgin Islands Employees' Retirement System, and chaired the VI Public Services Commission.

Additionally, Boschulte serves as the former Vice President of Institutional Advancement at the University of the Virgin Islands (UVI), Executive Director for UVI's Reichhold Center for the Arts, Senior Vice President of Corporate Finance with Wachovia Securities in Atlanta, and Vice President of Banc of America Securities in Charlotte and New York City.

Currently, Boschulte serves as the Chairman for the Board of Directors of The West Indian Company Limited (WICO) and sits on the board for the Virgin Islands Port Authority. He is also a member of the US Travel Association.

Commissioner Boschulte, earned his MBA from Darden School of Business at the University of Virginia.

A family man first, Commissioner Boschulte is a husband to his wife Aisha, and proud parents of children Jaeden and Janae.

## Juan Corvinos

SVP Development, Architecture and Construction, Latin America and Caribbean - Hilton



Juan Corvinos, Senior Vice President - Development, Architecture and Construction, Caribbean and Latin America is responsible for the expansion of Hilton's portfolio of brands throughout the Caribbean and Latin America. In this senior leadership role since late 2021, Corvinos oversees a group of talented executives who collectively drive the company's growth strategy across the region, from signing to opening.

Most recently, Corvinos served as Vice President - Development, Caribbean and Latin America since 2017, and prior to this, acted as Managing Director – Development, Mexico, Central America, Andean region and Hispanic Caribbean since 2013. During his tenure, the company's development pipeline has seen significant growth in the Caribbean and Latin America, with a tripling of the portfolio.

Corvinos joined Hilton in 2010 in Malaysia as part of the human resources team. He showed interest in driving the company's presence in key markets and quickly migrated to join the development team for the Iberian Peninsula the same year. In 2011, he transferred to London and accepted a role as Manager, Development for Europe and Africa until August 2013, when he moved to Hilton's headquarters in McLean, VA for a stint as Manager, Luxury and Corporate Development for the Americas before taking on his current role.

He holds a bachelor's degree from Escuela de Hosteleria de Sevilla where he specialized in international law and business, and a Master Certificate in Hotel Management from Cornell University.

When he is not traveling, Corvinos spends most of his leisure time devoted to voluntary teaching and fundraising activities.



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# SPEAKERS

## Juan Mosseri

Sales Manager, Southeast US and Caribbean – E-Finity Distributed Generation



Juan Mosseri is the Southeastern US and Caribbean Sales Manager for E-Finity Distributed Generation and is responsible for selling onsite power plants using Capstone Microturbines and other clean microgrid technologies.

Juan has been in the power generation business since 2009 and has helped customers throughout Latin America and the Caribbean lower their energy costs, reduce their carbon footprint and resolve power quality issues primarily in the industrial and hospitality market segments.

Juan is a mechanical engineer, earning his degree from Los Andes University, in Bogota, Colombia and holds an MBA from Bocconi University, in Milan, Italy. He lives in the Miami area where he enjoys playing golf and spending time with his wife and two boys.

## Hon. Kenneth Vernon Bryan

Minister of Tourism and Transport - Cayman Islands



Hon. Kenneth Vernon Bryan was first elected to the Legislative Assembly (now Parliament) in 2017, when he ran as an independent candidate in George Town Central and has proudly represented that constituency since then.

He is a member of the Commonwealth Parliamentary Association and has served as a member of the Cayman Islands Youth Parliament Committee. In September 2022, Minister Bryan assumed the Chairmanship of the Caribbean Tourism Organisation (CTO) Council of Ministers and Commissioners of Tourism, for the period 2022-2024.

Prior to being an elected representative, Kenneth was formerly the Political Assistant to the Premier of the Cayman Islands from 2013-2015. He is also well known for his time as reporter with the local television station, Cayman 27, and is the founder of the “Grasp Your Future” voting registration drive in 2013 that helped register over 1,000 young people to participate in the electoral process. In his free time, Kenneth speaks with at-risk youth in various schools, most notably with the “Boys to Men” programme.

The experience of living in other countries has allowed Kenneth to gain a worldly perspective that is evident in his ‘people-first’ style of representation. His strengths include being firmly connected to the community and being a persistent individual who never gives up; qualities he frequently draws on when representing the people of George Town Central and the wider Cayman Islands.

Kenneth has a degree in Business Administration from the University College of the Cayman Islands. He is also certified as a Backpack Journalist by the Poynter Institute of Media in Tampa and has experience as a civil servant, having entered the workforce as a Fire Officer in 1997.

Kenneth is a committed family man and is married with two daughters.

## Kristina D’Amico

Senior Vice President, Director of the Caribbean Region – HVS



Kristina is a Senior Vice President in the HVS Miami office, as well as the Director of the Caribbean Region. Kristina’s significant international consulting, advisory, and appraisal experience includes assets in the Caribbean Basin across 20 islands. Given her analytical skills, her creative-thinking ability, and her aptitude for solving problems that arise in complex projects, clients particularly value Kristina’s insights and recommendations regarding hotel room counts, product positioning, amenities, and branding for many types of proposed properties, including hotels, all-inclusive resorts, and mixed-use resorts with complementary real estate. Kristina has valued over \$2 billion of hospitality-driven real estate during her career and specializes in luxury, complex, all-inclusive, and mixed-use developments. During her 12 years at HVS, Kristina has performed market feasibility studies and appraisals for existing and proposed resorts exceeding 1,000 rooms, as well as resorts with ADR levels surpassing \$1,000.

## Laurent de Kousemaeker

Chief Development Officer - Marriott International



Laurent de Kousemaeker is the Chief Development Officer for Marriott International Inc. in the Caribbean & Latin America (CALA) region.

With over 25 years of experience in the hotel industry – ranging from hotel operations, sales & marketing, finance, feasibility, valuations, transactions, and development – Laurent is responsible for the growth strategy and new-unit transactions for all of Marriott International’s 30 brands across the region; leading a multi-cultural team comprised of experienced and talented regional transactors located in Miami, Mexico City, San Jose, Bogotá, and Buenos Aires.

Under Laurent’s enthusiastic visionary leadership, the region grew from 60 open hotels & resorts in 2008, to over 320 open hotels in 2022, with an additional 120 signed hotel projects in the pipeline. He led the strategy and entry of Marriott International into the all-inclusive segment, from 1 open resort in 2019 to more than 30 open resorts in 2021, with a solid signed pipeline. He originated one of the company’s largest and most successful joint-venture deals (AC by Marriott; 9,100 rooms in 2011) and closed the region’s largest no-equity transaction (Blue Diamond; 7,200 rooms in 2021).

Before joining Marriott in 2005, he was Managing Director of HVS’s Madrid office, which he opened in 2002. HVS is a global consulting firm focused exclusively on the hospitality industry. From 1999 to 2002, he was a Senior Associate at HVS’s office in London. During the 6 years prior to that, he worked in hotel management positions in a wide range of on-property disciplines in Europe and the Caribbean including Operations Manager, Sales Manager, Assistant F&B Director and Banqueting. In fact, he first started in the hotel business as a bellboy at the Kurhaus Hotel in The Hague on weekends during high school, and as a kitchen porter during summers.

Having lived in 15 different cities and 11 different countries, the global exposure and language skills he has gained over the years are well suited to crossing cultural divides among stakeholders from different countries and continents. He is often characterized for his courageous, authentic, and innovative leadership style. In his spare time, he enjoys tennis, outdoor sports, meditation, and personal growth.

## Louis Alicea

Senior Director of Development - Wyndham Resorts



Lou began his hospitality career in operations management, starting in the luxury resort market in San Juan, Puerto Rico, and New York City, and holding progressively responsible positions with Trusthouse Forte, Holiday Inn, and luxury independent properties. His 40-plus successful years have encompassed virtually all facets of the hotel and resort industry. He has specialized in the management of small luxury boutique properties offering adventure activities in destinations such as Guatemala, Honduras, and the Out Islands of the Bahamas. He successfully handled challenges those remote locations presented, in maintaining standards of both product quality and guest experience, which were required as hotel members of the ‘Small Luxury Hotels of the World’ and ‘Conde Naste’ collections.

He held regional operations positions and hotel general manager positions with Trusthouse Forte in the late 1980’s. Later, he oversaw the regional operations for the Caribbean and Mexico with Quintess Club, Leading Residences of the World. Since 2008, he has handled franchise and management development as Senior Director of Development, with Wyndham Hotel Group covering different areas of the Caribbean, Mexico and Latin America for the 20 brands offered by the company.

# SPEAKERS

**Luigi Major, MAI**  
Managing Director - HVS



Luigi Major, MAI, oversees the firm's Los Angeles office. Based in Los Angeles, he has participated in over 1,000 consulting and valuation assignments throughout the U.S. and Latin America. His expertise spans economy motels to complex luxury resort-residential assets across domestic and international locations. His geographic perspective is strengthened by his time working in the HVS Dallas, Houston, and Mexico City offices.

Luigi has a strong focus on delivering solutions that enable clients to make well-informed decisions as they build hotels, secure loans for renovations and transactions, and plan for a diverse array of hotel projects. He works closely with clients during every step of a project, carefully listening to their needs and delivering the most relevant and effective services so they can successfully achieve their goals. They are always confident Luigi will deliver high-quality, well-researched appraisals, feasibility studies, and market studies rooted in strong analytic methodology.

Luigi also has deep proficiency in analyzing proposed development projects given his extensive understanding of hotel development trends and his many proposed assignments. In working with Luigi on complex projects, clients especially appreciate his responsiveness, communication, timeliness, and strong work ethic—the hallmarks of his approach.

An expert in hospitality, Luigi regularly presents at industry events across the country, including the Appraisal Institute, Urban Land Institute, and the annual California Lodging Investment Conference and ALIS Conference. In addition, he authors publications about specific hospitality markets and industry trends and publishes the annual HVS U.S. Hotel Development Cost Survey. For a presentation of our latest forecasts, please contact Luigi.

Luigi graduated from the University of Houston's Conrad N. Hilton College of Hotel and Restaurant Management. He is a Designated Member of the Appraisal Institute (MAI) and a state-certified general appraiser.

**Martyn Bould, MBE**  
Chairman - Bould Consulting Limited



Martyn Bould has over fifty years of experience in all aspects of development and construction advice as well as appraisals, claims consulting, quantity surveying, cost and risk control and management, the last fifty plus years within the Caribbean region.

Martyn is Chairman of Bould Consulting Limited, operating throughout the Caribbean, with responsibility for the delivery of key projects with practical expertise in Development Project Management of large, fast track mixed use developments; specialty being the analysis and management of risk in construction projects in the Caribbean and skilled in strategic problem solving of complex projects.

Martyn is President of several property development and holding companies having developed for his own account office buildings, luxury residential condominiums, houses, warehousing, shopping centres and sports clubs.

He is an Arbitrator, Mediator and Expert Witness for and Lecturer on, Construction Claims both large and small throughout the Region.

Martyn was Project Director for the Export / Import Bank of China for the US\$ 3.4b Baha Mar Resort in Nassau and advises on the development of hotels and resorts throughout the Caribbean, currently for Marriott International on the rebrand of 7# hotels in Barbados and for Royalton CHIC in Antigua and Barbados

Martyn was appointed a Member of the Most Excellent Order of the British Empire (MBE) by Her Majesty, Queen Elizabeth in 2012.

Martyn successfully summited Mt Kilimanjaro in August 2019 raising funds for the Red Cross and awareness of their hurricane preparedness programme, and climbing Pico Duarte, the Caribbean's highest mountain, with BCL MD Michell Vargas.

**Mariya Lazarova**  
Head of TUI Asset Management and Advisory (TAMAG)



Mariya joined TUI in early 2022 and is in charge of the asset management and advisory function looking after the recently launched TUI Global Hospitality Fund. Her remit includes structuring, fundraising and fund investment relations as well as the hotel investments and debt related financing advisory for the fund acquisitions. TAMAG provides advisory service to the fund investors leveraging on the entire expertise of the TUI Group.

**Matthew J. Norton, Esq.**  
Practice Area Leader - Real Estate - K&L Gates, LLP



Matt Norton is a partner at K&L Gates LLP, a global law firm with 2,000 lawyers located in 46 offices on five continents. Mr. Norton maintains an international practice and concentrates his practice in the areas of commercial and residential real estate development and transactions, with a particular focus on resort, hotel, and golf transactions and projects.

He is a member of the firm's management committee in his capacity as firm wide Practice Area Leader for Real Estate. He was also a founding partner of the firm's Charleston, SC office and leads the firm's global Resort, Hospitality and Leisure practice area. He chairs the firm's Caribbean practice group and has worked extensively on resort and hotel projects throughout Latin America and the Caribbean basin.

Mr. Norton is currently included in Chambers and Partners USA: America's Leading Lawyers, Woodward/White's The Best Lawyers in America, South Carolina Super Lawyers, and has maintained a Martindale Hubbell AV Rating since 2001.

He is a graduate of Dartmouth College and The University of South Carolina School of Law, where he was Editor in Chief of The USC Law Review.

**Mauricio Elizondo**  
Director of Development, Resorts - Grupos Posadas



Mauricio has been involved in the hotel industry for more than 14 years; he currently serves as Development Director, with the responsibility of growing Posadas' resort portfolio in both Mexico and the Caribbean.

Previously, Mauricio led the Revenue Management & Distribution department for over 8 years and was also Director of vacation ownership products for 3 years; he has been involved in the launch of new brands, its successful all-inclusive model, and in the opening of more than 70 hotels.

Mauricio is based in Posadas headquarters in Mexico City.

# SPEAKERS



## Nicole Tilzer

Senior Director, All-Inclusive & Resort Strategy - Hilton

Nicole Tilzer is a strategic marketing leader with a strong balance of large and small company expertise across consumer goods, media, and hospitality. She began her career at an experiential marketing agency working on the scotch portfolios of Johnnie Walker and the Classic Malts of Scotland. After several years introducing consumers to the wonders of Scotland, Nicole moved client side to lead several brands at The Coca-Cola Company, both in NYC and Atlanta. Through that opportunity, she gained experience leading and motivating teams to deliver both long and short-term results, developed unique business solutions, drove commercial success and analytic understanding. Following Coca-Cola Nicole moved into media, launching a new health & wellness brand (upwave) at Turner Broadcasting Systems. When Nicole decided to relocate back to NYC she rejoined the scotch world with Edrington Americas, specifically overseeing The Famous Grouse, Cutty Sark, and all company innovation projects. Most recently, Nicole expanded her marketing skill set with senior level marketing roles at various direct to consumer eCommerce startups in NYC, and then was able to combine both her passion for consumer and lifestyle marketing with her digital expertise when she joined Hilton as the Director of Destination Marketing in 2017. In this role Nicole oversaw marketing for over 50 Hilton hotels in the NYC market, developing a unique strategy, consumer insights and marketing campaigns to drive occupancy, rate and brand loyalty for this dynamic market. After two years in that role, Nicole accepted the opportunity to take on a global brand marketing role as the Senior Director, Global Brand Marketing for the Full Service portfolio (including Hilton Hotels & Resorts, DoubleTree, Curio & Tapestry Collections, Signia by Hilton, and Hilton Grand Vacations). Today, Nicole has the pleasure of leading the business strategy for one of Hilton's newest and fastest growing segments, All-Inclusive Resorts (for which she is also trying to learn Spanish!) Nicole holds a Bachelor of Science from NYU's Stern School of Business and an MBA from the Kellogg School of Management at Northwestern University. When she is not at work Nicole is an accomplished endurance athlete - with 23 full marathons under her belt to date - as well as an avid traveler, reader, baker and Broadway enthusiast.

## Nicholas Hecker

Principal- Sculptor Real Estate



Nicholas is an Executive Managing Director and Chief Investment Officer of Sculptor Real Estate, where he is involved in all aspects of Sculptor Real Estate's business, including acquisitions, asset management and fundraising. At Sculptor Real Estate, Nicholas has worked on complex equity and debt investments, completing investments across nine different real estate asset classes. He focuses on both traditional real estate sectors, and certain niche asset classes, including developing Sculptor Real Estate's gaming, resort and cell towers strategies. Prior to joining the Firm in 2006, Nicholas was a member of the Real Estate Group of the Investment Banking Division of Goldman, Sachs & Co. Prior to that, he practiced corporate and securities law at Sullivan & Cromwell. Nicholas graduated cum laude from Harvard Law School where he received a Juris Doctor and graduated phi beta kappa and magna cum laude from Brown University where he received a Bachelor of Arts in Economics and Political Science.

## Pablo Maturana

Development Managing Director, South America & the Caribbean - Hilton



Pablo Maturana is Vice President - Development, Caribbean and Latin America for Hilton. Recently promoted to this role in 2022, he is responsible for leading the efforts around Hilton's expansion in the Caribbean and Latin America and building upon the incredible growth Hilton has experienced in the region over the last decade.

Most recently, Maturana served as Hilton's Managing Director of Development for South America and the Caribbean, since joining the company in 2016. During this time, he significantly impacted the region's portfolio, bringing exciting developments to fruition, including the 2022 debut of Hilton's first hotel in the Galapagos Islands – Royal Palm Galapagos, Curio Collection by Hilton.

Prior to joining Hilton, Pablo worked for Cencosud, one of the most relevant multi-format retailers in Latin America, where he served in a variety of real estate-related roles until he became responsible for the organic growth of the company in Brazil, Peru, Argentina, Chile and Colombia.

Pablo earned a Master of Business Administration degree from Hult International Business School in Boston, Massachusetts, holds a bachelor's degree in Civil Construction from Pontificia Universidad Católica de Chile and a Certificate in Hotel Real Estate Investment and Asset Management from Cornell University.

In his leisure time he practices sports, including skiing and was a member of the National Ski Patrol in the U.S and in Chile for several years.



## Patrick Freeman

President - Cisneros Real Estate

As President of Cisneros Real Estate Patrick is responsible for the consolidation, development, and strategic positioning of the company's global real estate portfolio. The principle focus of Cisneros Real Estate today is the development of Tropicalia, a sustainable luxury development encompassing thousands of acres and miles of coastline on the Bay of Samaná in the Dominican Republic. In 2018 he secured \$119.5 million in development bank financing with IFC and IDB Invest for the Four Seasons Tropicalia, leveraging the project's sustainability and positive development impact.

Prior to joining Cisneros, Patrick worked in both the hospitality sector with Auberge Resorts and the design and engineering world having served as Engineer of Record for over \$2 Billion in significant public and private infrastructure projects across the western US.

## Paula Cerillo

Director of Development, CALA - Marriott International



Paula is responsible for the development of all Marriott hotel brands throughout the Caribbean. Based in Miami, she oversees growth opportunities for new and existing hotels and for either, management or franchise contracts.

Paula joined Marriott with Starwood's acquisition in 2016. Since then, she has supported strategic planning and initiatives for future growth platforms in the region. Highlights in this role include development efforts in Cuba and supporting the launch of All-Inclusive by Marriott. Before then, Paula was leading the feasibility work for Starwood for The Caribbean and Latin America.

Paula's previous experience lied in project finance and strategic alliances where she worked for over five years internationally. Paula holds a university degree in law and finance from the Universidad Complutense in Madrid, as well as a post grade in finance from Berkeley and an MBA from Hult International in San Francisco.

## Paul Weimer

Executive Vice President - CBRE Hotels



Based in Miami, Florida, Paul Weimer is an Executive Vice President with CBRE Hotels, where he has focused on hotel and resort sales in the Caribbean and Florida for the past ten years. Mr. Weimer has over 20 years of experience in the hospitality real estate and finance industry having successfully transacted over \$5 billion worth of hospitality sales and financing. Notable Caribbean transactions include the recent sale of the Four Seasons, Anguilla, The CuisinArt Anguilla, the Westin Grand Cayman, Hilton Montego Bay, Marriott Aruba, and The Cove Eleuthera. Prior to joining CBRE Hotels, Mr. Weimer was a partner in the Charre Group, a boutique advisory firm with a specialization in the Caribbean region. Mr. Weimer was also previously a Director at Trinity Hotel Investors, LLC, a New York City-based private equity firm, where he was involved with business development, asset management, and the sourcing and underwriting of hotel acquisition opportunities. Prior to Trinity, Mr. Weimer was in charge of the hospitality practice at HIGroup, LLC, a boutique real estate investment banking firm based in New York City. MR. Weimer holds a Masters Degree in Real Finance from New York University, where he also completed undergraduate studies in Economics and Political Science, and he has also completed post graduate work in hotel asset management and development at Cornell University.



# SPEAKERS

## Rafael Blanco

President – ASONAHORES



Rafael Blanco is the current president of ASONAHORES, and a prominent businessman linked to the promotion of tourism in Samana and Tourism of the Dominican Republic. He is currently the President of the company, Proinversion SA specializing in the development of tourism projects and the Homewood Suite by Hilton in Santo Domingo. Outstanding were his participation in the Samana tourism cluster and in the Dominican Consortium of Tourism Competitiveness CDCT. He has an MBA in Business Administration from Babson College and a degree in economics from Universidad Catolica Madre y Maestra.

## Robert MacLellan

Principal – MacLellan and Associates



Robert MacLellan is CEO of MacLellan & Associates, the Caribbean's leading hospitality consultancy. Established 1997, the company has conducted assignments in 23 Caribbean islands with consultants based in St Lucia, Antigua, St Maarten, Trinidad, USA and UK. Development related services range from conceptual and feasibility studies, through design input and hotel operator evaluation, to finance sourcing. The consultancy also undertakes appraisals and expert witness assignments.

In a diverse 40 year career in the hospitality and property sectors, Robert gained early operations experience with P&O/Princess Cruises, Forte Hotels, Holiday Inns International and Loews Hotels. He has managed resorts in Bermuda, St Thomas, Jamaica, England and Spain. Prior to founding the consultancy, his last three corporate positions in UK were as vice president of a luxury explorer cruise line, managing director of a major London property management company and managing director of a national chain of budget hotels and restaurants. Robert is a Fellow of the Institute of Hospitality and a member of the International Society of Hospitality Consultants – an elite invitation-only group of specialists world-wide.

## Roland Mouly

SVP, Strategic Partnerships – Premier (Ashford Inc)



Roland is currently heading up negotiations and expansion initiatives for Premier (Ashford Inc.) in North America, Mexico and the Caribbean responsible for expanding Premier core business: interior design, architecture, procurement and project management services. As a critical component of Ashford's \$8+ billion portfolio (120+ hotels / 26,000 rooms), Premier is instrumental in delivering annual asset renovations/constructions in excess of \$200 million (\$50 million in procurement). Roland will also be tasked with seeking and underwriting investment opportunities for Ashford Inc. in the region. At HotelAVE, a leading Asset Management and Advisory company, Roland was tasked to significantly expand and consolidate a growing portfolio in the Mexico/Caribbean region consisting today of 15+ prominent assets in the upper upscale and luxury segment. Additionally, Roland was the regional practice leader delivering HotelAVE processes and expertise in the region. In a former role, Roland was Founder & Principal at Hospitality Advisors, a focused boutique firm targeting quality engagements in the company's areas of expertise: advisory, acquisition/disposition and branding review/assessment.

Prior to launching HA, Roland oversaw all development activities for the Carlson Hospitality Group in the Caribbean, Mexico and Latin America drastically expanding the company's presence to over 70 hotels in LatAm. In his leadership role over the last 25+ years, Roland has successfully acquired, built and negotiated large hotel portfolios including a number of luxury & first-class hotel assets, positioning several prominent international hotel companies as prime owner, operator and franchisor in various segments (Luxury, Upscale and Select). Roland is a graduate of Arizona State University, USA, and Université Toulouse 1 Capitole, France, where he respectively obtained an MBA in Finance and a Master of Economics, and also is a Certified Hotel Administrator. He is fluent in English, Spanish and French, proficient in Portuguese.

## Hon. Ruisandro Cijntje

Minister of Economic Development – Curaçao



Ruisandro Cijntje was born and raised in the neighborhood of San Souci, Curaçao. Throughout his entire career he has proven himself to be a determined and disciplined person overcoming many adversities.

Ruisandro Cijntje attended and completed the police academy and has been an active police officer for 26 years. For the last 4 years Ruisandro Cijntje has been working as a Chief Inspector and Head of the Department of Internal Affairs (BIZ) of the Police Department in Curaçao and has therefore been an added value for the community of Curaçao in this role.

Being a goal-oriented person, he continued his studies by acquiring a Bachelor's degree in Business Administration at the University of Curacao and also a Master degree in Business Administration at Inter-Continental University of the Caribbean.

Besides his passion for his career, he is also very passionate about the community, youth and sports. As a volunteer he dedicated many years of his life and his time educating, organizing and enjoying the sport of baseball and softball with and for the youth.

Ruisandro Cijntje was the president of Curaçao Little League Softball organization and a member of the board of Baseball Little League "Liga Pabou" where he is known as a solution driven and principled role model. His main goal was and continues to be to maintain the stellar reputation of Curaçao in the international baseball community.

Currently Ruisandro Cijntje is the Minister of Economic Development of Curaçao. As the Minister of Economic Development, he continues to contribute to the economic recovery and the strategic economic development of the small nation of Curaçao.

## Sanjay Amin

Director - BCQS International



Sanjay Amin is a Director of BCQS International based in Barbados and is responsible for managing their offices in Barbados, Trinidad & Tobago, Guyana as well as projects in the Eastern Caribbean Islands.

Sanjay has over 30 years of experience providing cost and project management services in the UK and the Caribbean on a variety of hospitality, commercial, retail, industrial and public sector type projects. He specialises in contract procurement, fund monitoring as well as design & build type projects and has acted as an Expert Witness in several cases in the UK, Ireland and Trinidad and Tobago.

Sanjay is a Fellow of the Royal Institution of Chartered Surveyors (RICS) and a Registered Valuer. He is a former member of the RICS Global Governing Council (2013-2017) and currently sits on the RICS Caribbean Board having been Chairman for 5 years from 2012–2017.

Sanjay is an Associate member of the Chartered Institute of Arbitrators and a Member of the Expert Witness Institute in London. He also sits on the Council of the Barbados Chamber of Commerce.

He is a Rotarian for over 15 years and is currently a member of the Rotary Club of Barbados. Prior to joining BCQS International, Sanjay was an Associate Partner at Gardiner & Theobald, London, UK. During this time, he worked on a variety of large commercial and industrial developments in the UK including offices, shopping centres, warehouses and business park offices.

# SPEAKERS



**Simon Taylor**  
Director - BCQS International

Simon Taylor is a Director for BCQS International based in the Turks and Caicos Islands.

Simon has over thirty years of experience providing construction cost advice, project management and appraisal services on a wide range of development types for public and private sector clients.

After gaining valuable cost and project management experience in the UK, Simon joined the BCQS team in the Cayman Islands in 1997, subsequently taking over management of the Turks and Caicos Islands office in 2000. During his time in TCI, the islands have experienced unprecedented growth in the hotel, tourism, and infrastructure sectors. Simon and his BCQS team provided management and cost advisory services on many of these development projects.

With a wealth of experience in construction and development in the Caribbean, Simon provides a valuable resource for any potential Developer or Investor. His expertise and knowledge have enabled him to provide extensive construction loan monitoring and lender representation services on many projects.

Simon has a BSc (Honours) in Quantity Surveying from Nottingham Trent University, UK. He is a member of the Royal Institution of Chartered Surveyors and is an RICS Registered Valuer, having carried out numerous property valuations and appraisals for all major lenders in the region.

**Stephanie Ricca**  
Editorial Director - Hotel News Now



Stephanie Ricca sets the editorial and content direction for Hotel News Now and its suite of newsletters, website content and multimedia content. She has 12 years of hotel trade journalism experience, most recently serving as Editor-in-Chief at Hotel News Now. Before that she was Editor-in-Chief at Hotel Management, and has earlier experience in newspaper and magazine journalism. She is a graduate of Wittenberg University and holds a master's degree in journalism from the Medill School of Journalism at Northwestern University.

**Stefan C. Wright**  
Lead Investment Officer - IDB Invest



Stefan Wright is a Lead Investment Officer in the Tourism Unit at IDB Invest, the private sector arm of the Inter-American Development Bank Group and is based in Kingston, Jamaica. He is a specialist in financing tourism projects, and leads the Group's tourism origination efforts in the Caribbean.

With over ten years experience at IDB Invest, he specializes in origination, structuring and managing complex transactions. He has led many transactions for the construction of new hotels as well as the provision of working capital loans for existing properties, for some of the most established brands in the region.

Before IDB Invest, Mr. Wright worked in investment banking at Banc of America Securities in New York City for several years. He holds BSc. Degree in Accounting from University of the West Indies ("UWI") (Honors) and a MBA in Finance from New York University's, Stern School of Business.

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