

Caribbean Hotel Investment Conference & Operations Summit

November 12-14, 2023

Westin Beach Resort & Spa, at Frenchman's Reef
St. Thomas, U.S. Virgin Islands



chicos 2023

The 'chicos' logo graphic, which is a stylized white wave or swirl shape, positioned at the bottom of the vertical text.

PROGRAM

SUNDAY, NOVEMBER 12, 2023

1:00 pm - 4:00 pm – **Private Yacht Charter hosted by Red Hospitality and Leisure**
RSVP required; departs from the *Westin Beach & Spa Resort, at Frenchman's Reef*

6:00 pm - 8:00 pm – **Networking Opening Cocktail Reception hosted by U.S. Virgin Islands Department of Tourism**
The Pool Deck - Westin Beach & Spa Resort, at Frenchman's Reef

MONDAY, NOVEMBER 13, 2023

7:00 am – **REGISTRATION**

7:30 am - 8:30 am – **Networking Breakfast** - *Harbor View Prefunction*

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

Welcome Comments

Parris Jordan, Chairman – CHICOS

Joseph Boschulte, Commissioner – U.S. Virgin Islands

Albert Bryan Jr., Governor – U.S. Virgin Islands

Global & Regional Hotel Performance

Hannah Smith, Senior Analyst – STR

Overview of Caribbean Lodging Market

Kristina D'Amico, Managing Director and Leader, Caribbean - HVS

Caribbean Trends

Nuno Sales da Ponte, Director of Market Management, Caribbean - Expedia Group

Caribbean Hotel Industry: Emerging Trends, Challenges and Opportunities

George Spence, Managing Partner – Luxe Capital Americas

9:40 am - 10:30 am – **GENERAL SESSION** - *Harbor View Ballroom*

Hospitality Leaders Outlook

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

Panelists:

José Carlos Azcárraga, Chief Executive Officer – Grupo Posadas

Tiffany Cooper, Chief Development Officer - Aimbridge Hospitality

Sloan Dean, Chief Executive Officer & President - Remington Hotels

Gustavo Viescas, President, LATAMC – Wyndham Hotels & Resorts

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

10:30 am - 11:00 am – **Networking & Exhibitor Coffee Break** - *Harbor View Prefunction*

11:00 am - 11:50 am – **GENERAL SESSION** - Harbor View Ballroom
Equity Investors Outlook

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

Panelists:

Rebecca Cocchiola, Senior Vice President – Singerman Real Estate
Ali Elam, Managing Director - Fortress Investment Group
Andrew Farkas, Founder & CEO – Island Capital Partners, LLC
Nicholas Hecker, Executive Managing Director & Chief Investment Officer – Sculptor Real Estate

11:50 am - 12:40 pm – **GENERAL SESSION** - Harbor View Ballroom
Caribbean Hotel Investments: Industry Perspectives 2023

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

Panelists:

Rogério Basso, Head of Tourism, Corporate Division - IDB Invest
Joan Bertran, Global Head of Commercial Real Estate & Hotels – Banco Sabadell
Javier Coll, President, Hyatt Inclusive Collection – Hyatt Hotels
Juan Corvinos, SVP Development, AD&C – Hilton
Fernando Mulet, Executive Vice President & Chief Investment Officer – Playa Hotels & Resorts

12:40 pm - 1:45 pm - **NETWORKING LUNCH** - Seacliff Terrace

1:45 pm - 2:35 pm – **GENERAL SESSION** - Harbor View Ballroom
U.S. Virgin Islands Investment Panel – The USVI's Rise 2017 - 2023

Moderator: **John Lancet, MAI**, Senior Managing Director and Practice Leader, Southeast & Caribbean - HVS

Panelists:

Lisa Hamilton, President - U.S. Virgin Islands Hotel Association
Arjun Channa, General Manager - Ritz-Carlton St. Thomas
Wayne Biggs, Chief Executive Officer - U.S. Virgin Islands Economic Development Authority
Joseph Boschulte, Commissioner – U.S. Virgin Islands

2:35 pm - 3:15 pm – **GENERAL SESSION** - Harbor View Ballroom
Frenchman's Reef - Dream to Reality

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

Panelists:

Mike Dalezman, Principal - Kollin Altomare Architects
Paul Altomare, COO & Partner - Kollin Altomare Architects
Kurt Wiksten, Managing Director Frenchman's Reef - Aimbridge Hospitality
Joe Gould, Managing Director - Fortress Investment Group

PROGRAM

3:20 pm - 4:10 pm – **BREAKOUT SESSION 1 A - Reef 1**

All-Inclusive Hotels: The Continued Rise of this Asset Class

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

Panelists:

Paula Cerrillo, Director of Development - Marriott International

Mauricio Elizondo, Director of Development - Grupo Posadas

Fernando Fernandez, Vice President Development, Hyatt Inclusive Collection – Hyatt Hotels

Nicole Tilzer, Vice President All Inclusive & Resort Strategy - Hilton

Nicolas Valle, Vice President Development - Playa Hotels & Resorts

3:20 pm - 4:10 pm – **BREAKOUT SESSION 1 B - Reef 2**

The Caribbean Lodging Industry as it Relates to Design, Development, Construction & Insurance

Moderator: **Chris Graham**, Director - BCQS International

Panelists:

Bill Brown, Executive Vice President - DCK

Shack Hawkins, Chief Executive Officer - Triton Energy Limited

Juan Mosseri, Sales Manager - E-Finity Distributed Generation

David Beckley, SVP, Real Estate & Hospitality Team – McGriff

Lee Steiner, Owner - Hideaway at Hull Bay

4:10 pm – 4:30 pm - **Networking & Exhibitor Coffee Break** Harbor View Prefunction

4:30 pm - 5:30 pm – **BREAKOUT SESSION 2 A - Reef 1**

Hotel Management Trends in the Caribbean

Moderator: **Amy Ironmonger**, Partner – K&L Gates LLP

Panelists:

Michael Register, Principal - Trust Hospitality

Robert Smith, Divisional President - Aimbridge Hospitality

Keith Olchick, Executive Vice President - Remington Hotels

Roland Mouly, Principal - Hospitality Advisors

4:30 pm - 5:30 pm – **BREAKOUT SESSION 2 B - Reef 2**

Opportunities in the Caribbean - Which Products and Which Islands?

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

Panelists:

Louis Alicea, Senior Director of Development, Caribbean – Wyndham Hotels & Resorts

Bill Clegg, Regional Director Development – BWH Hotels

Andrew Dickey, Managing Director - JLL Hotels & Hospitality

Alexandra LaLos Church, Managing Director - Hodges Ward Elliott

Alex Mai, RVP Development, MLAC - IHG Hotels & Resorts

5:30 pm - 6:00 pm - Buoy Haus Tour, hosted by Kollin Altomare Architects

6:00 pm - 8:00 pm - **Cocktail Reception**

Palm Court, Hosted by Fortress and Aimbridge Hospitality

TUESDAY, NOVEMBER 14, 2023

8:00 am - 9:00 am – **Networking Breakfast** *Harbor View Prefunction*

8:30 am - 9:00 am - Westin F&B Tour, hosted by Kollin Altomare Architects

9:00 am - 10:00 am – **GENERAL SESSION** - *Harbor View Ballroom*

Caribbean Government Leaders Panel

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

Panelists:

Joseph Boschulte, Commissioner – USVI, Department of Tourism

Hon. Ian Gooding Edghill, Minister of Tourism - Barbados

Phylicia Woods-Hanna, Director of Investments - Bahamas Investment Authority

Angela Musgrove, CEO - Invest Turks and Caicos

10:00 am - 10:50 am - **GENERAL SESSION** - *Harbor View Ballroom*

Luxury and the Resurgence of Mixed Use in the Caribbean

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

Panelists:

Camilo Bolanos, Vice President of Development & Real Estate - Hyatt Hotels Corporation

Bojan Kumer, Vice President Development, CALA - Marriott International

Pablo Maturana, Director of Development, Latin America & Caribbean - Hilton

Vijesh Patel, Senior Development Manager - Six Senses Hotels, Resorts & Spas

Todd Ruff, Vice President of Development - Mandarin Oriental Hotel Group

10:50 am – 11:20 am - **Networking & Exhibitor Coffee Break** *Harbor View Prefunction*

11:20 am - 12:15 pm - **GENERAL SESSION** - *Harbor View Ballroom*

Lenders Panel

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

Panelists:

Isabel de Caires, Director Investment Banking – CIBC FirstCaribbean International Bank

Isaias Peret, Vice President – Banco Sabadell

Stefan Wright, Lead Investment Officer, Corporate Division – IDB Invest

Michael McQuilkin, Head, Investment Banking Division - Republic Bank Limited

12:15 pm - 12:45 pm - **GENERAL SESSION** - *Harbor View Ballroom*

Caribbean Airliift Interview

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

Panelist:

Cathy-Ann Joseph, Regional Manager, Eastern Caribbean Airport Operations – American Airlines

12:45 pm - **Closing Remarks**

12:45 pm - Westin Spa & Well Being Tour, hosted by Kollin Altomare Architects