

# 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

# WELCOME

Welcome, CHICOS 2023 Attendees!



**Parris E. Jordan**

Chairman  
CHICOS  
Host



It is a great pleasure to welcome you to the 12th 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.

We are excited by the strength and resilience of the Caribbean market shown by significant growth in all performance metrics, including a RevPAR nearly 60% greater than the same period of 2019 and the highest occupancy, ADR, and RevPAR on record! In addition, both air- and cruise-passenger arrivals to the region year-to-date are approximately 8% above the same period in 2019.

CHICOS 2023 boasts the theme of “Shining in the New Normal,” as we gather close to 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 USVI, which continues to generate notable investment interest, such as the \$425-million investment in the host hotel.

The conference’s wide range of panel discussions will be led by industry leaders and executives, who will reflect on how the hotel industry and Caribbean region are moving forward and identify key trends for the future. 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 success of the 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 strategies and opportunities to promote business investments in hotel, tourism, and real estate-related industries in the Caribbean. You are among nearly 300 executives and opinion leaders participating this year. These 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.

The Caribbean is an attractive destination for tourists looking for our beaches and resorts, providing 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 Westin Beach Resort & Spa at Frenchman’s Reef, for the hospitality and service shared throughout the planning process. We are likewise indebted to the kindness and generosity of our host sponsor, the US Virgin Islands Department of Tourism.

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



**THE UNITED STATES VIRGIN ISLANDS**  
OFFICE OF THE GOVERNOR  
GOVERNMENT HOUSE

### A MESSAGE FROM THE GOVERNOR

On behalf of the U.S. Virgin Islands, I would like to extend a warm welcome to the territory and the beautiful island of St. Thomas.

As a destination economically centered around tourism, we are excited to be this year’s host of the Caribbean Hotel Investment Conference & Operations Summit (CHICOS) and showcase the destination’s newest properties at Frenchman’s Reef Westin Beach Resort & Spa and Morningstar Buoy Haus Beach Resort, Autograph Collection.

The USVI is open for business, and I compel interested partners to explore the many economic development Incentives available in our territory. We are in the midst of a \$15 billion recovery that will improve and modernize every facet of our community and we want you to be a part of it. This recovery is complimented by a private sector that continues to fuel our \$4.5 billion economy. Consider this your personal invitation to be a part of our continued emergence as a leader in the tourism industry.

In addition to the networking, education, and business planning that will take place, we invite you to explore our prodigious islands. Fall “Naturally in Rhythm” while you take in the culture, the sights, the culinary fare, lush beaches, the adventure, and the nature!

Sincerely,

Albert Bryan, Jr.  
Governor



With great pride, I welcome you to the U.S. Virgin Islands for the 2023 Caribbean Hotel Investment Conference & Operations Summit (CHICOS). Known for our rich and dynamic culture, distinctive three main islands, and magnificent people, we are excited to showcase our piece of Caribbean heaven and share in the amazing learnings to come over the next few days.

As the leading hospitality conference for the Caribbean, CHICOS attracts diverse participants, from governmental representatives and opinion leaders to developers, bankers, tourism officials, and hotel brand executives, to showcase the region's continued emergence and abundant development opportunities.

Following two natural disasters and the COVID-19 pandemic, the U.S. Virgin Islands has exhibited a level of resilience often unseen, experiencing exponential growth in tourism and attracting travelers in record numbers.

Supporting the continued resurgence of the destination are our partners in the hospitality industry, who have sustained their connections to the islands; a prime example is our host property, the Westin Beach Resort & Spa at Frenchman's Reef, which, after a \$425 million restoration project reopened this past summer.

I am honored to be amongst the many esteemed leaders from the Caribbean who participate in this annual event, showcasing our fantastic region to current and future partners.

We are excited for you to experience the USVI in its glory and wish you a successful conference.

**Sincerely,**  
Commissioner Joseph Boschulte



THE U.S. VIRGIN ISLANDS:

## BUSINESS, PLEASURE, JOY.

From the moment guests arrive here—whether for business or pleasure—they find themselves falling naturally in rhythm with the heartbeat of the Caribbean. With diverse venues and hotel options, creative leisure and meeting itineraries, and natural beauty, there's no better place to host your next meeting than here in the U.S. Virgin Islands.

VISIT**USVI**.COM

NATURALLY IN *Rhythm*

*A Vibe* ST. CROIX  
LIKE NO OTHER







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From the moment guests arrive here—whether for business or pleasure—they find themselves falling naturally in rhythm with the heartbeat of the Caribbean. With diverse venues and hotel options, creative leisure and meetings itineraries, and natural beauty, there's no better place to host your next meeting than here in the U.S. Virgin Islands.

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# 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 Airlift Interview**

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

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

12:45 pm - **Closing Remarks**  
12:50 pm - Westin Spa & Well Being Tour, hosted by Kollin Altomare Architects



MORNINGSTAR  
**BUOY HAUS**  
BEACH RESORT

  
**FRENCHMAN'S REEF**  
ST. THOMAS USVI

**THE WESTIN**  
BEACH RESORT & SPA  
AT FRENCHMAN'S REEF

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HYATT ZILARA RIVIERA MAYA



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ST. PHILIP, BARBADOS



VIVA AZTECA BY WYNDHAM,  
A TRADEMARK ALL INCLUSIVE RESORT  
PLAYA DEL CARMEN, QUINTANA ROO



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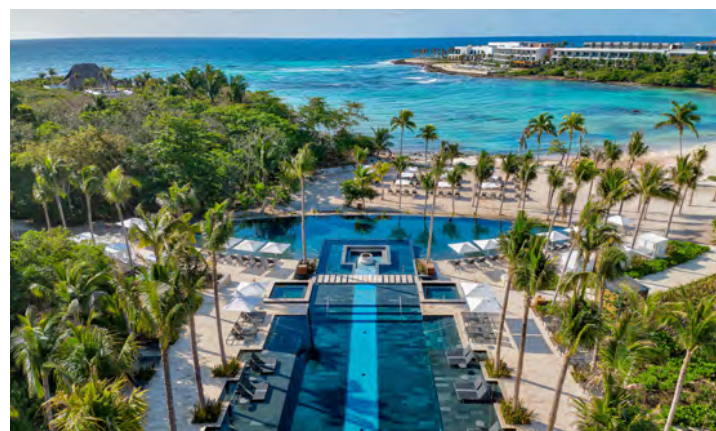
This is not an offer. Federal and certain state laws regulate the offer and sales of franchises. An offer will only be made in compliance with those laws and regulations, which may require we provide you with a franchise disclosure document, a copy of which can be obtained by contacting us at 22 Sylvan Way, Parsippany, NJ 07054. All hotels independently owned and operated with the exception of a limited number of hotels managed by an affiliate of the company. © 2023 Wyndham Hotels & Resorts, Inc. All rights reserved. <sup>1</sup>Based on USA Today. <sup>2</sup>Versus independent or unbranded hotels. <sup>3</sup>Based on survey of sites receiving operations visit during select months in 2022.





Waldorf Astoria Cancun

41 Islands strong, the Caribbean sprawls across more than one million square miles of spectacular terrain, inhabiting numerous varied and fascinating cultures.



Conrad Tulum Riviera Maya



Zemi Beach House, LXR Hotels & Resorts



NOW OPEN: Hilton Cancun Mar Caribe All-Inclusive Resort

## ALL INCLUSIVE. ALL EXTRAORDINARY.

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Hilton has gone all in on all-inclusive to offer guests an extraordinary experience with hospitality that leaves an impression, elevated food & beverage, one-of-a-kind entertainment, and breathtaking views in premium destinations.

Investing in Hilton All-Inclusive means your guests really get to have it all. Visit [hilton.com/allinclusive](https://hilton.com/allinclusive) to learn more about our extraordinary all-inclusive product.

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.

## LET'S TALK!

**10 Spectacular All-Inclusive resorts have opened in the Caribbean only over the last 5 years.**

**+30 Hotels and resorts are under design and construction in the Caribbean alone.**

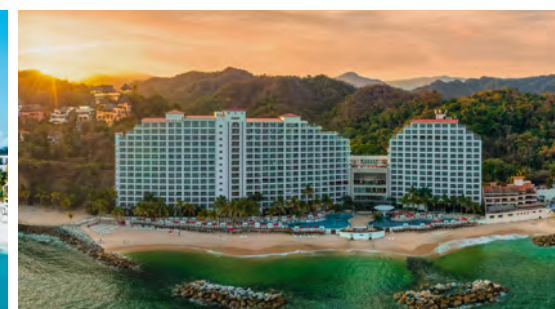
**22 World-class brands are available, supporting a wide array of guest budgets and lifestyles in over 210 extraordinary hotels and resorts through out the Caribbean & Latin America.**

**+173 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.**



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



Hilton Vallarta Riviera All-Inclusive Resort



Hilton La Romana, an All-Inclusive Resort





**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.

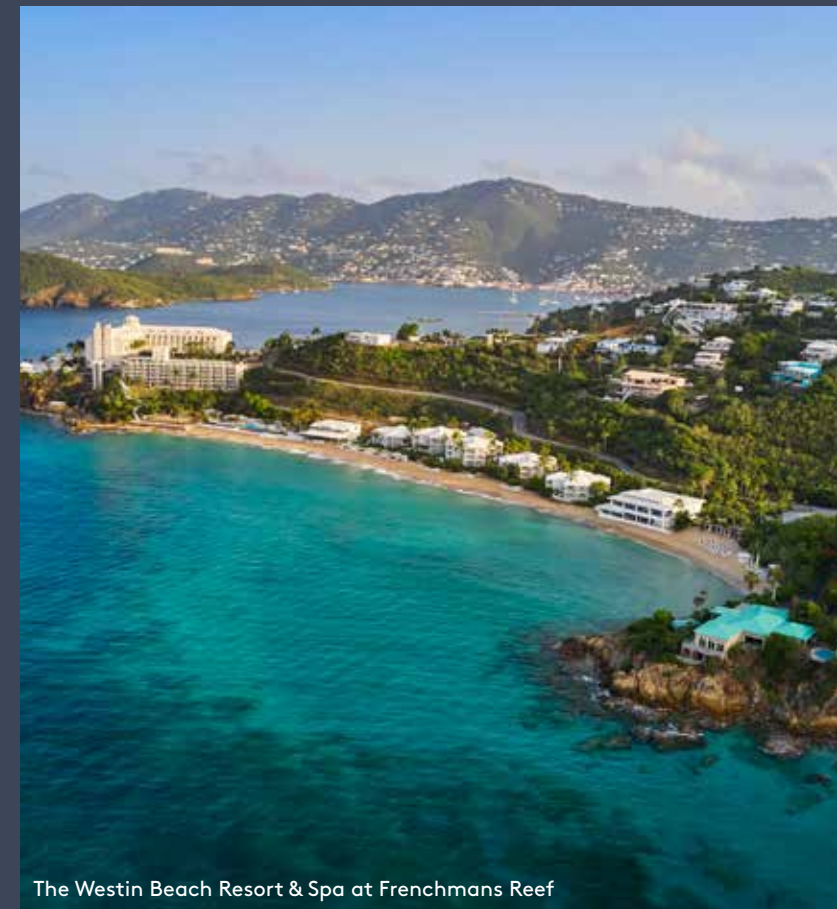
Nicole also teaches online business classes with eCornell to students globally, enhancing their skills and helping them achieve the next step in their career progression. The courses range from: *Introduction to Hotel Operations, Services Marketing Planning and Management, Building Guest Loyalty, and 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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Marriott continues to evolve, while staying true to our roots. With our expansive portfolio of brands from luxury to midscale, dynamic sales and marketing platform, and a global scale that drives efficiencies, our owners benefit from clear competitive advantages and the opportunity to maximize the value of each hotel investment. Get started today and own the future.



The Westin Beach Resort & Spa at Frenchmans Reef



Sanctuary Cap Cana, a Luxury Collection Adult All-Inclusive Resort, Dominican Republic



Fairfield Luquillo Beach







GRAND HYATT PLAYA DEL CARMEN RESORT



PARK HYATT ST. KITTS CHRISTOPHE HARBOUR



ANDAZ COSTA RICA RESORT AT PENINSULA PAPAGAYO



HYATT PLACE ARUBA AIRPORT



# HIDEAWAY

## at Hull Bay

*The USVI's only private beachfront estate, working farm, and restaurant.*

Hull Bay Beach, St. Thomas, USVI

## ABOUT THE PRIVATE ESTATE

With 2 beachfront villas and 8 beachside cottages, The Hideaway can comfortably accommodate 36 overnight guests with double occupancy. Intentionally designed to blend into the lush Caribbean landscape, every aspect of The Hideaway has been crafted to create a destination found nowhere else on the island.

From vacation rentals and private events, to laid back and elevated dining, The Hideaway at Hull Bay brings a fresh perspective to the way you experience the USVI.



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HYATT®

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### BOUNDLESS COLLECTION

M/RAVAL

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HYATT CENTRIC®

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THE RITZ-CARLTON

DESTINATION BY HYATT®

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## GET IN TOUCH

"The Hideaway brings fresh perspective to a familiar vacation destination, where taking care of the rich landscape is a virtue only equivalent to delivering an authentic, one-of-a-kind group experience."

- Hospitality Net

### CONTACT US:

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[reservations@hideawayhullbay.com](mailto:reservations@hideawayhullbay.com)





# SPEAKERS



## Alexandra Lalos Church

Managing Director - Hodges Ward Elliott

Ms. Lalos Church is a Director at Hodges Ward Elliott with over a decade of experience in commercial real estate. She is primarily responsible for originating and executing institutional-grade hotel and resort property transactions, including investment advisory, debt and equity placement, and loan sales throughout North America. Since 2012, Ms. Lalos has contributed to the sale or financing of over \$5.5 billion in hospitality real estate transactions across the United States and Puerto Rico.

Ms. Lalos joined Hodges Ward Elliott in July 2019. She previously worked at HFF (now JLL) since 2012. Ms. Lalos's background includes operational experience in hotels, restaurants, and private membership and golf clubs. She is an alumnus of Cornell University's School of Hotel Administration and previously served as president of the Cornell Hotel Society South Florida Chapter. She is an avid golfer and Miami Dolphins fan.

## Alex Mai

RVP Development MLAC - IHG Hotels & Resorts

Alex is responsible for setting the strategy, plan, negotiate/execute hotel deals and manage the growth and expansion of all brands for IHG Hotels & Resorts 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 IHG, Alex was the Head of Development and Vice President development for Latin America & Caribbean for Choice Hotels International and Radisson Hotels Group Americas, where he was responsible for the growth of all 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.

## Ali Elam

Managing Director - Fortress Investment Group

Mr. Elam is a Managing Director, heading up Fortress's investments in hospitality and related fields for the past 16 years. Recent transactions have included acquisitions and dispositions in three successive Fortress real estate funds as well as senior and mezzanine financings of hotels, hotel portfolios and developments, in the US, Europe, the Caribbean and Mexico. Mr. Elam maintains Fortress's relationships with all major hotel brands, management companies and owners. Prior to joining Fortress, Mr. Elam spent 8 years at Lehman Brothers in both investment banking and real estate principal investment areas. He also worked at Goldman Sachs in London and First Boston Corporation (now Credit Suisse) where he started his career. He holds a B.S. in engineering and architecture from Yale University and an MBA from the Wharton School Graduate Division.



## 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 Dickey

Managing Director - Jones Lang LaSalle (JLL)

Andrew Dickey works with the Hotels & Hospitality investment sales team of JLL in Miami. Mr. Dickey is primarily responsible for leading investment sales (asset/portfolio sales) and the general disposition, financing or UCC foreclosure of client's asset(s). Mr. Dickey covers the Southeast US markets, Caribbean and Central America.

Mr. Dickey is currently involved in investment sales projects in the Southeast US, Caribbean and Central America and has been involved in over \$8.5 billion of hospitality transactions over the last 17 years. Notably, \$6.5 billion of transactions and financings in Florida/Georgia, over \$1.3 billion in the Caribbean / LatAM and over \$900+ million in UCC Foreclosures. Notable projects include the disposition of the Dorado Beach, a Ritz-Carlton Reserve, SLS Brickell and South Beach, the Ritz-Carlton Sarasota, San Juan Marriott Stellaris Resort & Casino, Ritz-Carlton Montego Bay, Royal Palm Miami Beach twice (2010/2015), Gansevoort Miami Beach UCC Foreclosure and sale and numerous projects abroad including Aruba, Brazil, Mexico, Costa Rica and several Caribbean islands. Mr. Dickey specializes in Puerto Rico hospitality and since 2015, has lead the sale/financing efforts of 12 hospitality assets totaling over \$1 billion in Puerto Rico.

Mr. Dickey holds a B.S. in Finance from Villanova University's School of Commerce & Finance, as well as a M.B.A. from ESADE Business School in Barcelona, Spain and UCLA Anderson School of Management.



## 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.





# SPEAKERS

## Arjun Channa

General Manager - Ritz-Carlton, St. Thomas

Arjun Channa has 3 decades of hospitality industry experience bringing a wealth of international expertise globetrotting around the world in 12 different countries, 17 destinations. He has held various roles in Algeria, UAE, Jordan, Beijing, Kenya, China and the list goes on! Arjun held his first General Manager role in 2008 at the Le Meridien Port Vila Resort and Casino in Vanuatu. From there he was promoted to GM at the Sheraton Udaipur Palace Resort & Spa in India. He then took on several Task Force General Manager roles. From 2013 to 2015, he held the position of Hotel Manager at Sheraton Centre Toronto, Starwood's flagship hotel in the Canadian market than moved West to Calgary, end 2015 to be been appointed as General Manager of The Westin Calgary Hotel. Arjun has diploma in Hotel Management from International Hotel and Training Institutes in Neuchatel, Switzerland. He is fluent in French, Italian, Hindi and conversational in German & Mandarin.

Arjun's a proud husband to his Sicilian wife of 25 years and father to his 4 children, one of them being a 5 year old Husky. During his free time Arjun mentors, enjoys public speaking, reading books, celebrates giving back to community but more importantly he loves to spend time with his family; travelling our world and discovering amazing people is embedded in his 'being'.

## Bill Brown

Executive Vice President - DCK

Bill Brown is Executive Vice President of DCK, an Arena company, and provides corporate vision and leadership for the US-based international construction management firm and all subsidiaries in the United States, the Caribbean, and Latin America.

With almost 30 years of proven experience as a leader in the construction industry, Bill has completed projects worth well over a billion dollars, spanning multiple construction types and contract methods for private, public, and P3 clients. Before joining DCK, Bill spent 14 years as president and CEO of his own privately held construction management firm and another 14 years in project management and senior executive roles on large-scale hospitality, multifamily, high-rise, and educational facilities projects in South Florida.

About DCK

DCK is the Caribbean's Leading Builder. Originally founded in 1922, we have completed more than \$4 billion (USD) in hospitality projects and have delivered more than 39,000 hotel keys. With more than \$38 billion (USD) in total project value completed, we have extensive portfolios in almost every market sector around the world. Our teams of construction professionals focus on establishing long-lasting partnerships based on transparency, quality, and value while delivering best-in-class projects in some of the Caribbean's most remote and resource-scarce islands.

## Bill Clegg

Regional Director of Development - BWH Hotel Group

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).

## Bojan Kumer

Vice President Development, CALA - Marriott International

Bojan Kumer is the Vice President of 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 18 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



## Cathy-Ann Joseph

Regional Manager, Eastern Caribbean Airport Operations - American Airlines

Cathy-Ann's professional work experience included banking and sales before joining the airline industry in 1996. In 2004, Cathy-Ann was promoted to the position of Country Manager of American Airlines Inc. where she has been employed for the past twenty-six (26) years. In August of 2020, she was promoted to Regional Manager, Eastern Caribbean Airport Operations where she oversees fifteen (15) countries. The culturally diverse group of islands include Antigua, Anguilla, Barbados, Dominica, Grenada, Guadeloupe, Martinique, St. Kitts, St. Lucia, St. Martin, St. Vincent, Tortola, Trinidad, US Virgin Islands.

Cathy-Ann's short-term professional goals include completing the development of the new leaders within her team through effective mentorship and practical collaborative journeys. She has mentored leaders through the company's Women's Mentorship Program and remains a willing participant for Future Cohorts.

Cathy-Ann is a Director on The Antigua Hotel and Tourism Association Board and the Chairperson of the Airlines Association of Antigua and Barbuda.

She functioned as a facilitator for the Human Resources Professionals of Antigua and Barbuda (HRPAB) and Chaired the Human Resources and Transportation Committee for The Antigua and Barbuda Employers Federation, an Industrial Relations Employer's organization.

Cathy-Ann holds a Master of Business Administration (MBA) from the Cave Hill School of Business, University of the West Indies, Barbados. She also holds a Certificate with honours in Early Childhood Education.

## Christopher Graham, MBA FRICS MCIArb

Director - BCQS International

As a Director of BCQS International in BVI, Chris brings over twenty-five years of experience in the provision of Project and Cost Management, Expert Witness, Dispute Resolution, Quantity Surveying, and Valuation services to a wide range of public and private sector clients, twenty years within the Caribbean Region.

His experience covers a wide range of projects from iconic skyscrapers, private island developments, resort hotels, airports, state of the art schools, to boutique office refurbishments and high-end residential homes.

Chris holds a degree Economics & Quantity Surveying, an MBA with Distinction, is a Fellow of the RICS, a Member of the Chartered Institute of Arbitrators, is an RICS Registered Valuer and RICS Registered Expert Witness.

## Dr. Clay B. Dickinson

Assistant Teaching Professor, Florida International University

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.

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.

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.

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.



## 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.

## Fernando Fernandez

VP of Development, Caribbean, Hyatt Inclusive Collection - Hyatt Hotels

As Hyatt Inclusive Collections' 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 and Hyatt, 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.





# SPEAKERS

## Fernando Mulet

Chief Development Officer & EVP - Playa Hotels & Resorts

With over 16 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.

## 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.

## 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 Esplendor 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 Analyst - STR

Hannah Smith is a Senior Analyst on the Product Analytics and Insights team 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.

Hannah previously worked on the Consulting team for STR, focusing on providing custom data and analytics solutions to clients using STR's extensive database. Today, on the Product Analytics and Insights team, she works to enhance STR's product offerings through the CoStar platform. She is an experienced and respected speaker at industry conferences and events, and assists in the production of industry articles, reports, and videos. Hannah earned her bachelor's degree from Cornell University's School of Hotel Administration.



# SPEAKERS

## Hon. Ian Gooding-Edghill

Minister of Tourism - Barbados

Mr. Gooding-Edghill began his executive career in human resource management with Marriott Hotels and Resorts. In 1994, he was recruited into St. James Beach Hotels, Plc the first Barbadian company to be floated on the London Stock Exchange and served as its Group Trainer, Group Human Resources Manager and later, Human Resources Director.

In August 1997 when Elegant Hotels Limited was acquired by a private equity company, Mr. Gooding-Edghill remained as its Human Resources Director.

Mr. Gooding-Edghill served as a member of the Barbados Senate (Upper House of Parliament) from 2003 until 2007.

Mr. Gooding-Edghill served as President of the Barbados Employers' Confederation from 2008 until 2016, and First Vice President from 2001 to 2008, Deputy Chairman of the Transport Board from November 2000 and Chairman from 2002 until 2008 and Deputy Chairman of the Barbados Accreditation Council from September 2005 until January 2008.

In May 2015, Mr. Gooding-Edghill was one of the business executives responsible for the listing of Elegant Hotels Group PLC on the Alternative Investment Market (AIM) on the London Stock Exchange with a market cap of £88.8m. He served on the Board of Directors of related Elegant Hotels Group companies.

Mr. Gooding-Edghill was part of the Elegant Hotels executive team that negotiated and concluded the sale of the Elegant Hotels Group to Marriott International in 2019 and completed his contractual obligations in July 2020.

Mr. Gooding-Edghill formerly served as a Director of the National Insurance Board, a US\$2 billion national insurance and pension fund from 2013 and was later appointed Chairman in 2018 until 2020. In July 2020, Mr. Gooding-Edghill was appointed as the Minister of Transport Works and Water Resources. Following the 2022 General Election, he was assigned as Minister of Health and Wellness. On October 26, 2022, Mr. Gooding-Edghill was appointed as Minister of Tourism and International Transport.

He was educated at St. Leonard's Boys' Secondary School, AHMA, and Cornell University School of Hotel Management. Mr. Gooding-Edghill enjoys traveling, debating, reading and politics. He is unmarried and has one daughter.

## 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.



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# SPEAKERS

## Isaias Peret

Vice President, CRE & Hospitality - Banco Sabadell

Isaias currently serves as Vice President, CRE & Hospitality for Americas Division, managing a portfolio of \$1,2 Bn. He has more than two decades of executive experience in Investment Banking. Prior to his current role in Americas Hospitality, Isaias was previously Barcelona-based serving at the HO as VP of CRE & Hospitality for EMEA Region executing and originating new deals, managing a €2,5 Bn portfolio, and Restructuring Special Situations deals (covering Spain, France, UK, Portugal and Middle East). He has also served as regional director of Business Development in South East Asia, based in Singapore and Barcelona.

Isaias holds a double degree BBA and LLB from University of Barcelona and completed an Executive Program Real Estate at MIT.

## Javier Coll

President, Hyatt Inclusive Collection - Hyatt Hotels

Javier Coll is Group President of Hyatt Inclusive Collection for Hyatt Hotels. He was Co-founder of the Apple Leisure 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.

## 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.

## Joe Gould

Managing Director - Fortress Investment Group

Mr Gould is a Managing Director focusing solely on asset management for hospitality and related fields based in our Dallas office Mr Gould's responsibilities include supervising a team of asset managers and analysts responsible for real estate asset management with a primary focus on hospitality related equity investments Mr Gould brings more than 25 years of experience and hospitality background with proven skills in hotel management, contract negotiations, private equity placement, implementation of business plans, management of property dispositions, hospitality credit underwriting and due diligence, and loan workouts Prior to joining Fortress, Mr Gould worked at ORIX Capital Markets and Circa Capital, plus over ten years of direct hospitality management experience with Bristol Hotels Resorts where he served as a manager or senior director of virtually every department Mr Gould received a B A in Economics with a concentration in Finance from Southern Methodist University.



# SPEAKERS

## 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.

## 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.

## 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, AD&C - Hilton

Juan Corvinos, Senior Vice President - Development, Architecture, Design 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.



# 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.

## **Keith Oltchick**

Chief Development Officer - Remington Hotels

As Chief Development Officer at Remington Hospitality, Mr. Oltchick brings over 20 years of experience in the hospitality industry to his role, where he is responsible for the growth and expansion of Remington's third-party management platform. Supporting a vast network of clients in acquisitions, management transitions and new build development efforts. Remington Hospitality current manages 130 hotels, more than 25,000 rooms and has an expansive pipeline well positioned for continued long-term growth.

Mr. Oltchick has held a variety of senior leadership roles with well-respected companies such as Hersha Hospitality Trust and Marriott International. Prior to joining Remington, Keith served as Senior Vice President of Business Development at Pyramid Hotel Group, a privately owned full-service hotel and resort company with ownership and management interests in more than 200 properties across the globe.

Keith earned his undergraduate degree in business administration from the University of Arizona, where he later returned to pursue a master's degree in business administration from the Eller College of Management.

## **Kristina D'Amico**

Managing Director & Leader, Caribbean – HVS

Kristina is a Managing Director in the HVS Miami office, as well as the Leader 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.



## **Lee Steiner**

Founder - Hideaway at Hull Bay

Lee Steiner is the Founder of Hideaway at Hull Bay, a unique owner operated beachfront Private Estate comprised of 10 cottages and villas, regenerative farm, event venue and beach bar that brings hospitality, agriculture and farm to table experiences to the US Virgin Islands. Lee also founded USVI Sotheby's International Realty in 2011 where he served as president until 2021. He also served on the Board of Directors of the Virgin Islands Port Authority from 2017-2020 as chairman of the Property Committee.

## **Lisa Hamilton**

President - USVI Hotel & Tourism Association

A resident of St. Thomas since 1992, Hamilton began her professional Virgin Islands career as Conference Services Manager at the Marriott Frenchman's Reef Hotel. She went on to hold the positions of Sales Manager and Regional Sales Director before departing the hotel business in 1999 to explore other career opportunities. In 2001, the hospitality industry came calling again and she rejoined the Marriott as Director of Sales & Marketing until 2008 when she departed to assume the position of president of the USVI Hotel & Tourism Association. In 2017, Hamilton was honored with the Caribbean Hotel Association Executive of the Year Award. She is very passionate about the youth of our community. In 2018, she was awarded the Champion of Youth distinction by the Boys and Girls Club of America. She is the current President of the Caribbean Society of Hotel Association Executives and sits on the board of directors for the Caribbean Hotel & Tourism Association.

Since Hurricanes Irma and Maria hit the U.S. Virgin Islands in September 2017 and the two-year pandemic, Hamilton has continued to work diligently to support tourism in the territory and region.



## **Louis Alicea, C.H.A.**

Senior Director of Development - Wyndham Hotels & 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 50-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 Nast' 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 Hotels & Resorts covering different areas including Mexico, Central America and the Caribbean. He presently handles the Caribbean Region for the 24 brands offered by the company.



# SPEAKERS



## **Martyn Bould, MBE FRICS**

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, recently 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, climbed Pico Duarte, the Caribbean's highest mountain, with BCL MD Michell Vargas, and is scheduled to climb the 22,800 ft Aconcagua in Argentina in January 2024 endorsing BCL's motto "always striving higher for BCL's clients"!!!!

## **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 is the Head of Development in Grupo Posadas, the largest hotel company in Mexico, leading the company's strategic expansion plans for all of its brands in Mexico and the Caribbean. He oversees market intelligence, feasibility, development, and project technical assistance areas. He has led important departments through more than 19 years of experience in hospitality, such as revenue management, distribution, and vacation & residential ownership products, while being an active leader in the opening of more than 80 properties, the launch of its all-inclusive business model and the creation of new brands.

With an aggressive expansion plan, Posadas maintains its commitment to keep growing; as of today Posadas has more than 195 properties across all segments in city and resort destinations, adding 30,000 rooms under 10 brands and several projects under development.

Mauricio holds a BA in industrial engineering and a master in business administration, he is based at the corporate office in Mexico City with a regional development office in Miami.



## **Michael Dalezman**

Principal & Senior Project Manager - Kollin Altomare Architects

Michael Dalezman, Principal and Senior Project Manager, brings to the team more than 18 years of architectural and management experience on a wide range of hospitality, residential, and related mixed-use projects.

Michael joined Kollin Altomare in 2017 as Senior Architectural Project Manager and was promoted shortly after to Managing Director and Principal of our Chicago office. As Principal, he leads all management aspects of our Chicago office, with an emphasis on client relations, project delivery, and quality assurance.

Knowledgeable in all phases of design, his expertise includes leading multidisciplinary project teams, resource management, and consultant communications, on projects large and small. Most recently, Michael has been involved in the management of numerous urban and resort hotels, multi-unit/high-rise residential, and mixed-use projects.

His most recent efforts include the Westin Beach Resort & Spa at Frenchman's Reef, and the Morningstar Buoy Haus Beach Resort - Autograph Collection Hotel, a \$425 million resort renovation encompassing two luxury hotels and a total of 478 rooms and amenities in St. Thomas, US Virgin Islands.

Prior to joining the firm, Michael worked on a number of prominent hotel and high-rise residential projects in Illinois and New York, including the design and construction management of The Waldorf Astoria in Chicago, and JW Marriott's \$396 million hotel restoration in Chicago.

## **Michael McQuilkin**

Manager, Investment Banking - Republic Bank



Mr. McQuilkin serves as a Manager on Republic Bank's Investment Banking Team, based in Trinidad. Michael has significant regional and domestic debt capital markets experience and is keenly focused on developing Caribbean economies. Prior to his current role, Michael worked in asset management where he managed regionally focused proprietary funds and pension plans valued at over US \$1.0 billion. Before joining Republic Bank, Michael worked in Equity Research and the Energy Sector in Canada.

Michael is a CFA Charter holder and holds a Bachelor of Science in Geology from the University of Calgary.

## **Michael Register**

Partner - Trust Hospitality



Michael Register is a Partner at Trust Hospitality, a Miami-based management and consulting company. Before that he was a Managing Director at Highgate Hotels Before Highgate, Michael oversaw business development and legal matters for Nikki Beach worldwide. Prior to working in the hospitality industry, Michael was the co-founder of a successful software company, AAT, which was acquired by a publicly-traded Swiss company. Previously he practiced international corporate and business law, including three years at the Pinheiro Neto Law Firm in Sao Paulo, Brazil. Michael received his J.D. from Cornell Law School, where he was a Senior Editor on the Cornell Law Review, and his B.A., magna cum laude, in Latin American Studies from Vanderbilt University.



# SPEAKERS

## 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.

## Nicolas Valle

Vice President, Development - Playa Hotels & Resorts

Nicolas leads the expansion strategy of Playa Hotels and Resorts portfolio owned and/or managed hotels and resorts through negotiation of hotel management agreements, joint ventures and/or acquisitions for new hotels or qualified conversions in Latin America and the Caribbean. He oversees the feasibility department in the development of complex financial models and feasibility studies on the profitability of hotels under management agreements, expansion projects, strategic partnerships, mergers and acquisitions operations and divestment of non-strategic assets.

## Nicole Tilzer

Vice President, 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.

## Nuno Sales da Ponte

Director of Market Management - Expedia Group

Nuno Sales da Ponte has been directly linked with the travel industry for more than 2 decades. Graduated in Tourism and Travel Services from the University of Porto, Nuno began his professional career at Abreu Viagens (travel agency). In the hotel industry, he has worked for Le Meridien Hotels & Resorts and TD Hotels. He also passed through the Porto Tourism Board.

Since 2005, Nuno has been working for Expedia Group. He started as a Market Manager in Madrid (Spain). Became Senior Market Manager for some destinations in Spain and Portugal. And then assumed the role of Area Manager for Portugal based in the Algarve (Portugal). Some years later moved to Palma de Mallorca (Spain) to manage the Balearic Islands and the Canary Islands as Area Manager for Spanish Islands.

In 2018, Nuno accepted the responsibilities of overseeing Caribbean Region, based in Miami, as Director of Market Management. At Expedia Group, Nuno Sales da Ponte has been developing his skills as a people manager and as a coach. Moreover, he has been involved in several global projects and business initiatives providing his vast experience and contribution to create more opportunities and benefits to all travelers.

## Pablo Botero

Director of Development and Affiliations, CALA - Marriott International

Pablo Botero is Director of Development and Affiliations for Marriott International in the Caribbean and Latin America Region. Pablo joined Marriott's Development team in 2019 from Viceroy Hotels & Resorts, where he was the Director of Development & Acquisitions for Latin America. Prior to Viceroy, Pablo worked for an American family office spearheading a luxury hospitality development in Cartagena's walled city. Pablo holds a B.A. in Government from Harvard College.

## Pablo Maturana

Vice President, CALA- 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.



# SPEAKERS



## **Paul Altomare, AIA**

Chief Operating Officer - Kollin Altomare Architects

As a partner in Kollin Altomare and Chief Operating Officer since 2002, Paul Altomare has enriched the firm with over 30 years of diversified architectural experience. In addition to directing ongoing business operations, Paul oversees all aspects of hospitality, commercial, and residential projects with an emphasis on production, quality control, and construction administration.

Even as a partner, when Paul isn't practicing architecture, he's studying architecture — his voracious appetite for continually expanding his knowledge base makes him an invaluable team leader and example to everyone at Kollin Altomare at every stage of their careers.

## **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.

## **Rebecca Cocchiola**

Senior Vice President – Singerman Reas Estate

Ms. Cocchiola is a Senior Vice President at Singerman Real Estate ("SRE") and responsible for asset management and acquisitions with a focus on hospitality-related investments. Ms. Cocchiola leads underwriting and due diligence efforts for acquisitions and collaborates with partners and property management teams to add value to SRE's existing hospitality portfolio.

Prior to joining SRE, Ms. Cocchiola was an Associate in Goldman Sachs' Real Estate Principal Investment Area, where she actively managed a variety of real estate assets, including hospitality, residential and office developments. While at Goldman Sachs, Ms. Cocchiola asset managed a hospitality portfolio consisting of more than 3,500 keys within the Marriott, Hilton, Hyatt and Accor brand families, including 2,200 keys in the Caribbean.

Ms. Cocchiola graduated from Southern Methodist University with a B.S. in Economics and a B.A. Political Science and Public Policy.



## **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.

## **Robert Smith**

President - Aimbridge Hospitality

Rob Smith, Divisional President-Full Service, is responsible for managing all facets of full service branded and independent hotels and large-scale resorts in the Americas and the Caribbean as Aimbridge Hospitality continues to grow its international luxury resort portfolio.

Rob has been with Aimbridge Hospitality for ten years, previously serving as Vice President of Operations, and Senior Vice President of Operations, and Executive Vice President of Operations respectively. Prior to joining Aimbridge, Rob spent 17 years in the Caribbean managing large-scale resorts and casinos, as well as serving the island of Aruba in a public/private sector tourism role as the President and CEO of the Aruba Hotel & Tourism Association and the Aruba Convention Bureau. Prior to his time offshore, he held several General Manager positions in the United States under most major lodging flags.

Rob serves on the Board of Directors of the AHLA and the Westin Advisory Board, as well as the Stay Safe Advisory Council for the AHLA. He is an alumnus of the University of South Florida.

## **Roggerio Basso**

Head of Tourism, CALA - IDB Invest

Roggerio leads all initiatives related to tourism investments in Latin America and the Caribbean (LAC) for IDB Invest, the private sector arm of the Inter-American Development Bank Group, a Washington, D.C.-based multilateral development institution (MDB) committed to the economic growth and prosperity of its 26 regional member countries. In his capacity as Head of Tourism, he is responsible for defining and executing IDB Invest's tourism strategy in LAC and overseeing all activities related to deal origination and transaction structuring through a variety of financial instruments including debt, mezzanine, and equity across projects that feature high development impact.

A seasoned executive with over two decades of real estate and hospitality experience, Roggerio has held a variety of positions across global firms. Prior to joining IDB Invest, he was Chief Investment Officer at Key International, a Miami-based real estate investment platform. He also served as EVP Acquisitions & Development for Terranum Hotels (dba Decameron Hotels), an owner and operator of hotels across Latin America sponsored by Colombia-based Santo Domingo Group and Sam Zell's Equity International. Early on, Roggerio worked for over 11 years at Ernst & Young in Miami, where he was responsible for leading the firm's real estate and hospitality advisory activities in Latin America. His operational skills are drawn from his tenure at Four Seasons Hotels and Inter-Continental Hotels Group in a variety of roles.

Mr. Basso is often quoted in industry publications on hospitality trends and topics and is a guest speaker at industry related conferences in the U.S., Latin America and Europe. He holds a business degree from the College of William and Mary and a master's degree from the School of Hotel Administration at Cornell University. Roggerio is fluent in English, Spanish and Portuguese and has working knowledge in French.





# SPEAKERS

## Roland Mouly

Founder & CEO - Hospitality Advisors



Roland is a seasoned professional currently overseeing initiatives at Hospitality Advisors (HA), a pioneering service platform that assists hotel owners, investors, and developers with real estate transactions, asset management, and procurement. HA partnered with esteemed names such as Coldwell Banker, Luxe Capital, and Opera, and has been retained to renovate & reposition a large underperforming asset in the Caribbean.

In his previous role, Roland was heading up negotiations initiatives for Premier (Ashford Inc.) in North America and the Caribbean responsible for expanding Premier core business: interior design, architecture, procurement and project management services while servicing Ashford's \$8+ billion portfolio (120+ hotels / 26,000 rooms). 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 of 15+ prominent assets in the upper upscale and luxury segment. Roland acted as the regional practice leader delivering HotelAVE processes and expertise in the region.

Prior to HotelAVE, 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 30+ years, Roland has successfully acquired, built and negotiated large hotel portfolios including several luxury & first-class hotel assets, positioning 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 is a Certified Hotel Administrator. He is fluent in English, Spanish and French, proficient in Portuguese.

## Shack Hawkins

Co-Founder & CEO - Triton Energy



Shack Hawkins is a Co-Founder and the CEO for Triton Energy, Inc. Founded in 2018, Triton is a full-service power provider to resorts, hotels, and small industrials. Headquartered in the United States Virgin Islands with operational experience throughout the Caribbean, Triton prides itself in understanding the needs of its clients and providing excellent service and reliability. Triton offers turnkey, off-grid solutions including design-build, fuel sourcing, financing, operations, and maintenance.

Shack has worked in the industry for more than 20 years with experience in engineering, design, construction, and operations. Prior to Triton Energy, he served as Director of Caribbean Operations for Polaris EPC, an engineering, procurement, and construction company. Polaris has extensive experience in the Caribbean with large capital projects in Aruba, Jamaica, USVI, Puerto Rico, and Belize.

Shack has a Bachelor of Science degree in Chemical Engineering from the University of Arkansas, as well as a Master of Science degree in Chemical Engineering from the University of Tulsa. He has lived in Saint Croix for the past 19 years.

## 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.

## Sloan Dean III

Chief Executive Officer - Remington Hospitality



Sloan Dean is an award-winning hospitality professional and CEO of Remington Hospitality, a top 100 place to work. Dean joined Remington Hotels in January 2018 as Chief Operating Officer before being promoted by the board to CEO & President in November 2019. A graduate of the Georgia Institute of Technology, Dean drives financial results and fosters an accountable and driven culture at the third-party management company, which currently manages 130+ hotels in 30 states & 5 countries with annual revenues over \$1.5 billion & 9300+ associates worldwide. Prior to joining Remington Hotels, Dean worked with established brands including Ashford Inc., Interstate Hotels & Resorts, Alliance Hospitality Management, Noble Investment Group, InterContinental Hotels Group and Oliver Wyman. He is an active member of the AH&LA Board of Directors, Hilton's Distribution Owner Advisory Council and Marriott MINA Owner Board, among others.

## 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.

## 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.



# SPEAKERS



## **Tiffany Cooper**

Chief Development Officer - Aimbridge Hospitality

Tiffany Cooper is Chief Development Officer – Americas & Caribbean at Aimbridge Hospitality. Tiffany leads the deal teams and implements plans that support the company’s strategic vision of growing its portfolio mix and global footprint across the U.S., Latin America and the Caribbean. Most recently, Tiffany was Head of Development, North America & Caribbean for Kimpton Hotels & Restaurants.

For nearly three decades, Tiffany has held senior positions in sales and marketing, operations, and development at leading global hotel companies, including Marriott International where she led full service and luxury hotel development activities and managing property sales teams. Tiffany also led development opportunities for the Western US for Starwood Hotels and Resorts’ real estate development group prior to its merger with Marriott.

Tiffany received her undergraduate degree from California State University, with a focus on Communications and Journalism, and postgraduate at Johnson & Wales University where she received a Master of Business Administration, Summa Cum Laude. Tiffany also has a Hotel Real Estate Investments and Asset Management Certificate, Hospitality Administration/Management from Cornell University.



## **Todd Ruff**

Vice President, Development - Mandarin Oriental Hotel Group

Todd Ruff is Vice President of Development, The Americas, for the Mandarin Oriental Hotel Group. Prior to joining the Group, Todd was Senior Vice President of Acquisitions for Trinity Hotel Investors L.L.C., a private equity hotel real estate investment firm based in New York, NY. Prior to Trinity, Todd served as Deal Manager and hospitality specialist for Blackheath Financial, consulting for six of the top ten CMBS and CDO issuers in New York, NY. Prior to Blackheath, Todd worked for Hotel Consulting International, a hospitality advisory firm located in Miami, FL, where he prepared hotel valuation and feasibility studies.



## **Vijesh Patel**

Senior Development Manager - Six Senses Hotels Resorts Spas

Vijesh Patel joined Six Senses as a Senior Development Manager for the Americas with effect in May 2022. Vijesh was a Vice President in the Hospitality Investment Advisory practice at Hodges Ward Elliott. He specialized in supporting and executing various sales processes for full-service, institutional-grade hotel and resort properties with an emphasis on the ultra-luxury segment throughout North America, Latin America, and the Caribbean. Prior to HWE, he spent two years as an analyst on the Investment Analysis team at InterContinental Hotel Group where he partnered with the Development team to prepare pro formas and Capital Papers to support the approval of deals.

Vijesh graduated from Emory University with a Bachelor’s in Business Administration (B.B.A.) degree from Goizueta Business School, triple-majoring in Finance, Economics, and Organizational Management. Prior to joining InterContinental Hotel Group, Vijesh completed his Master of Management in Hospitality (M.M.H.) degree with a minor in Real Estate from Cornell University.

He enjoys spending his free time reading, exploring the world and experiencing new cultures, being outdoors, and trying his best to stay in shape despite a massive appetite. His motivation and energy come from human connection and creating memorable experiences. Vijesh believes his purpose starts with kindness to others.



## **Wayne Biggs**

Chief Executive Officer - U.S.Virgin Islands Economic Development Authority

Wayne L. Biggs, Jr. is the Chief Executive Officer (CEO) of the Virgin Islands Economic Development Authority (USVIEDA), and has spent more than 30 years of his career working in business and economic development. His experience includes working for over 20 years with the U.S. Small Business Administration (SBA) in many positions of business and economic development, and on special assignments to lead SBA disaster teams dispatched to give assistance to severely damaged areas throughout the nation and the Territories. He accepted employment at USVIEDA in March 2005 when SBA reorganized nationally, and served as its Director of Lending, managing the day-to-day operations of the Government Development Bank of the Virgin Islands (GDB) and the Virgin Islands Small Business Development Agency (SBDA). During this tenure at USVIEDA he also assisted with the implementation and management of the Enterprise Zone Commission Program (EZC), serving simultaneously as USVIEDA’s Director of Enterprise Zone and Director of Lending from 2005 through 2007. He was appointed Commissioner of the Department of Licensing and Consumer Affairs (DLCA) in March 2009 by the Honorable Governor John P. deJongh, where he remained until January 2015. He was appointed to the position of Assistant Chief Executive Officer/Chief Operating Officer of the USVIEDA in February 2015 by the Honorable Governor Kenneth E. Mapp, and served as the USVIEDA’s Interim CEO from May 2015 through August 2018.

He was hired as the USVIEDA’s CEO by its Governing Board in September 2020, and serves as a member to the Governor Albert Bryan Jr.’s Comprehensive Economic Development Strategy (CEDS) Committee, Workforce Investment Board (WIB), and on several of the Governor’s business and economic development task forces.

He holds a Bachelor of Science degree in Operation Management/Information Systems from Bradley University (Peoria, IL), a Master of Business Administration degree from the University of the Virgin Islands (St. Croix, VI), and many certifications in business and economic development related fields.



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