

chicos 2025



Caribbean Hotel Investment Conference & Operations Summit

November 9-11, 2025
Curaçao Marriott Beach Resort
Curaçao



WELCOME

Welcome, CHICOS 2025 Attendees!

It is my great pleasure to welcome you to the 14th Annual Caribbean Hotel Investment Conference & Operations Summit (CHICOS). This event continues to serve as the premier platform for hospitality and investment leaders across the Caribbean to meet, exchange ideas, and forge new business opportunities that shape the future of our region.

To our returning attendees, welcome back, and thank you for your continued partnership and support. For those joining us for the first time, we are thrilled to have you and encourage you to fully engage—connect with new colleagues, participate in discussions, and take advantage of the collective expertise gathered here.

We're especially excited to host this year's conference in vibrant Curaçao, an island that perfectly embodies the theme of "Navigating the Current of Caribbean Investment." With strong collaboration among CINEX, CHATA, and the Curaçao Tourist Board, the island has experienced remarkable tourism growth fueled by strategic partnerships, expanded airlift, and a wave of new hotel and mixed-use developments. Curaçao's continued evolution underscores the opportunities that exist when the public and private sectors align behind a shared vision for sustainable growth.

Across the wider region, the Caribbean hospitality market remains resilient and continues to strengthen. The upper-upscale and luxury lodging sectors are constantly outperforming pre-pandemic levels, with RevPAR approximately 45% above 2019, driven by high levels of occupancy and record high ADRs. The strong market performance supports investor confidence in the Caribbean and its appeal as a world-class destination.

Over the next two days, you'll hear from leading investors, developers, lenders, and brand executives through a series of panels and presentations designed to explore the trends, challenges, and opportunities shaping Caribbean hospitality today. From discussions on financing and investment strategies to luxury, all-inclusive, and lifestyle developments, our program offers insights and inspiration for all facets of the industry.

Our agenda is thoughtfully curated to address the most relevant topics in hotel investment and operations, while fostering connections that spark innovation and long-term collaboration. We encourage you to participate actively—ask questions, share ideas, and build partnerships that continue beyond this event.

We extend our sincere gratitude to our sponsors, partners, governments, distinguished speakers, and media for their invaluable contributions. A special thank you goes to our Host Hotel, the Curaçao Marriott Beach Resort, and to our local partners—CINEX, CHATA, and the Curaçao Tourist Board—for their dedication, hospitality, and support in making CHICOS 2025 possible.

Finally, to our Patrons, Platinum Partners, Silver Partners, Supporters, and Media Partners, thank you for your ongoing commitment to CHICOS and to the advancement of Caribbean hospitality investment. Your continued support is the foundation of our success.

Enjoy the conference, make meaningful connections, and embrace the opportunities ahead as we continue navigating the current of Caribbean investment—together.

Kind regards,

Parris E. Jordan



Parris E. Jordan

Chairman
CHICOS
Host





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Curaçao: Where Culture and Opportunity Meet

It is with great honor that we welcome you to the 14th edition of the Caribbean Hotel Investment Conference & Operations Summit, hosted this year on our vibrant island of Curaçao. Your presence affirms the importance of this gathering and the vital role that investment, innovation, and collaboration play in shaping the future of Caribbean hospitality and tourism.

Curaçao is at a pivotal stage of growth, where economic development and tourism come together to create lasting opportunities. The Minister of Economic Development, Roderick Middelhof, MD, affirms the government's dedication to maintaining a stable, business-friendly environment where innovation, sustainability, and long-term growth are central. With new hotel developments, infrastructure upgrades, and supportive government initiatives, our island continues to expand its capacity for investment and success.

The strong growth we have seen in Curaçao's tourism sector in recent years clearly demonstrates the appetite for our island, and this success goes hand in hand with significant opportunities for continued investment.

This vision is actively advanced through The Curaçao Investment & Export Promotion Agency - CINEX which serves as a strategic bridge between international investors and local opportunities. Curaçao's unique proposition lies not only in its capacity to welcome a diverse range of visitors, but primarily in cultivating distinct, high-value experiences; from boutique resorts and lifestyle projects to cultural, wellness, and eco-tourism initiatives. CINEX ensures that these opportunities are visible, accessible, and supported by the right partnerships to thrive in today's competitive global market.

At the same time, the Curaçao Tourist Board continues to elevate Curaçao's global brand. Our island is more than a destination; it is an experience defined by heritage, culture, and people. From the UNESCO World Heritage city of Willemstad and our world-class diving to colorful festivals and a flourishing culinary scene, Curaçao offers authenticity and diversity that resonate with today's discerning traveler. We are positioning Curaçao as a destination where visitors seek not just a vacation, but meaningful, memorable experiences.

Together, the Ministry of Economic Development, CINEX, and the Curaçao Tourist Board are aligned in a collaborative effort that unites policy, promotion, and investment to create a tourism sector that stands apart. By focusing on sustainability, innovation, and niche opportunities, Curaçao is shaping its unique selling proposition and strengthening its role as a premier investment destination in the Caribbean.

On behalf of the Government of Curaçao and the Minister of Economic Development, we extend our sincere thanks to CHICOS for choosing Curaçao as this year's host. May the conversations and connections you build here lead to bold ideas, valuable partnerships, and investments that strengthen not only Curaçao but the Caribbean region as a whole.

Welcome to Curaçao — where culture and opportunity truly meet.



Hon. Roderick Middelhof

Minister of Economic
Development and Tourism
Curaçao
Host



Why invest in Curacao?

LOCATION

- Strategic location in the Southern Caribbean off the coast of South America.
- Outside the Hurricane Belt

PEOPLE

- 4 Languages spoken: Dutch, English, Spanish, Papiamentu (Native)
- Well-educated people and skilled workforce

SECURITY & RELIABILITY

- Autonomous country within the Dutch Kingdom
- High-quality Dutch Judicial System
- Well-developed Financial Service Sector

INCENTIVES

- Wide range of tax incentives geared towards specific business needs
- Investors permit that allows residency, including family members
- Preferential Access USA (CBI) and EU (OCT)

CONNECTIVITY

- State-of-the-art ICT connectivity
- Airline services to most countries



SCAN ME!

Curaçao Investment & Export Promotion Agency

CINEX

The Curaçao Investment & Export Promotion Agency (CINEX) is the official investment and export promotion agency of Curaçao since 2014. Mandated by the Government of Curaçao, CINEX works to **promote and attract Foreign Direct Investment (FDI)** and to **facilitate the export of local products and services**. We collaborate closely with the local government, non-governmental organizations, and a trusted international business network to **showcase Curaçao's investment opportunities, enhance the investor experience, and support local businesses in reaching global markets**.



Branding & Promotion

Position Curaçao as a premier destination for Foreign Direct Investment (FDI).



Investment Matchmaking

Identify and connect (international) investors with local projects and opportunities.



Investment Facilitation

Support investors throughout the process, including permits, licenses, and regulatory approvals.



Export Facilitation

Assist with the export of local products and services to international markets.



Government Liaison

Facilitate communication and collaboration with relevant authorities and institutions.



Business Intelligence

Provide relevant market data and business information to inform investment decisions.



Stakeholder Alignment

Secure buy-in and ownership from the respective ministries and public-sector partners.



Communication Support

Develop and implement strategic communication plans to promote investment and export initiatives.



Entrepreneur Development

Provide training and coaching to prepare local entrepreneurs for export readiness.



Turn moments into memories

Stay where the big picture is as stunning as the little moments: Curaçao Marriott Beach Resort, where authentic Dutch-Caribbean charm meets modern coastal comfort.

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Beach Resort

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PROGRAM

SUNDAY, NOVEMBER 9, 2025

10:00 am - 1:00 pm - **Investor Island Tour**

Tours of TUI Blue, Blue Bay, Port Sanicolas and other land opportunities for hotel development. Hosted by CINEX in partnership with CHATA, transportation provided by FBTT

RSVP to nroantree@hvs.com to secure your spot, limited availability

3:30 pm - 6:30 pm - **Investor Boat Tour (Mermaid Boat Trips)**

*Hosted by CINEX and CHATA Experience a scenic boat ride through Curacao's Spanish Waters and discover The Wild Card - a newly acquired, expansive site with exciting potential for hotel and resort development. The boat tour will end at the Opening Cocktail at Mood Beach. **RSVP to nroantree@hvs.com to secure your spot, limited availability***

6:15 pm - 6:30 pm - **Transfers leaving Marriott to Kontiki** transportation provided by FBTT

7:00 pm - 9:30 pm – **Networking Opening Cocktail Reception at Kontiki/Mood Beach hosted by CINEX and CHATA**

MONDAY, NOVEMBER 10, 2025

7:00 am – **REGISTRATION**

7:30 am - 8:30 am – **Networking Breakfast** - Ballroom Prefunction

8:30 am - 9:30 am – **WELCOME, GLOBAL & REGIONAL PRESENTATIONS** - Ballroom
Welcome Comments

Parris Jordan, Chairman – CHICOS

Global & Regional Hotel Performance

Hannah Smith, Senior Analyst – STR

Overview of Caribbean Lodging Market

Kristina D'Amico, Vice President, Asset Management - JLL

Caribbean Hotel Construction Cost Data

Sanjay Amin, Director – BCQS International

Caribbean Hotel Industry: Emerging Trends, Challenges and Opportunities

George Spence, Managing Partner – Luxe Capital Americas

9:30 am - 10:20 am – **GENERAL SESSION** - Ballroom

Hospitality Leaders Outlook

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

Panelists:

Tiffany Cooper, Head of Development, Americas – Mandarin Oriental

Diego Lowenstein, Chief Executive Officer & Chairman - Lionstone Group

Eileen Kett, Senior Vice President, Development and General Counsel – Club Med

Leandro Castillo, President, LATAM – Aimbridge Hospitality

Rob Smith, Chief Executive Officer – Stonebridge

10:20 am - 10:45 am – **Networking & Exhibitor Coffee Break** - *Ballroom Prefunction*

10:45 am - 11:30 am – **GENERAL SESSION** - *Ballroom*
Equity Investors Outlook

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

Panelists:

Rogério Basso, Principal - Impactum Capital Advisors

Derk Scheltema, CEO - Amicorp

Nicholas Hecker, Managing Director – Sculptor Real Estate

Doug Smith, Vice President, Institutional Development – Wyndham Hotels & Resorts

11:30 am - 12:15 pm – **GENERAL SESSION** - *Ballroom*
Caribbean Hotel Investments: Industry Perspectives 2025

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

Panelists:

Juan Corvinos, President, CALA - Hotel Equities

Daniel Diaz, Executive Vice President - Blue Diamond Hotels & Resorts

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

Antonio Fungairino, Head of Development, Americas, Hyatt Inclusive Collection – Hyatt Hotels

12:15 pm - 12:50 pm - **GENERAL SESSION** - *Ballroom*
Alternative Financing

Moderator: **Adam Greenfader**, Chairman - AG&T

Panelists:

Olivier Cojot-Goldberg, President - Titan Capital

Natalie Leibowitz, Senior Director, Finance & Investments - Altree Development

Alex Magloire, Founder & CEO - Osmium Finance

Frank Lammers, Founder - PYGG

12:50 pm - 2:20 pm - **NETWORKING LUNCH** - *C-Spice Restaurant*

2:20 pm - 3:15 pm - **GENERAL SESSION** - *Ballroom*
Curaçao Unlocked: Investing in the Island's Future

Moderator: **Miles Mercera**, CEO - CINEX

Panelists:

Anuschka Cova, CEO - Curaçao Hospitality & Tourism Association

Muryad de Bruin, CEO - Curaçao Tourism Board

Robbin Vogels, Investor & Owner - TUI Blue Curaçao

Caroline Manuel, Ministry of Infrastructure - Curaçao

Zuleika Lasten, Tax Partner - SOXIA

PROGRAM

3:15 pm - 4:05 pm – **BREAKOUT SESSION 1 A**

The Evolution of All-Inclusive Resorts: From Volume to Value

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

Panelists:

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

Paula Cerrillo, Vice President Development, Caribbean - Marriott International

Mauricio Elizondo, Director of Development - Grupo Posadas

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

Jeffrey Speelman, General Manager - Sandals Resorts International

3:15 pm - 4:05 pm – **BREAKOUT SESSION 1 B**

Mapping Growth: Island-Specific and Product-Specific Development Trends

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

Panelists:

Bill Clegg, Regional Director Development – BWH Hotels

Amy Ironmonger, Partner – K&L Gates LLP

Elesier Angel, CEO - Tourism Corporation Bonaire

Darrin Phillips, Founder & CEO - Top Shelf Project Management

Gustavo Montealegre Castro, Director of Expansion, Caribbean - Melia

4:05 pm – 4:25 pm - **Networking & Exhibitor Coffee Break** *Prefunction*

4:25 pm - 5:15 pm – **BREAKOUT SESSION 2 A**

Aligning Ownership and Operations: The Role of Third Party Management in the Caribbean

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

Panelists:

Michael Register, Partner - Hotel Equities

Keith Oltchick, Chief Development Officer - Remington Hospitality

Marco Selva, SVP - Stonebridge

Patricio del Portillo, SVP, Development, LATAM - Aimbridge Hospitality

4:25 pm - 5:15 pm – **BREAKOUT SESSION 2 B**

Building Success: Navigating Insurance, Design, and Construction in the Caribbean

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

Panelists:

Bill Brown, Founder & CEO - Aventura Development

Juan Mosseri, Sales Manager - E-Finity Distributed Generation

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

Federico Balestrazzi, Building Structures Engineer - Kimley-Horn

Luis Tome de Rezende Filho, Manager - CODEME

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

Paradise Beach, hosted by Curaçao Marriott Beach Resort

TUESDAY, NOVEMBER 11, 2025

8:00 am - 9:00 am – **Networking Breakfast** *Ballroom Prefunction*

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

Caribbean Government Leaders Panel

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

Panelists:

Hon. Cardigan Connor, Minister of Health, Sports & Tourism – Anguilla

Hon. Roderick Middelhof, Minister of Economic Development – Curaçao

Andy Burrows, Director of Investments - Bahamas Investment Authority

Angela Musgrove, CEO - Invest Turks and Caicos

Elesier Angel, CEO - Tourism Corporation Bonaire

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

Lenders Panel

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

Panelists:

Isabel de Caires, Director Investment Banking – CIBC Caribbean

Isaias Peret, SVP, CRE & Hospitality, Americas – Banco Sabadell

Alonso Gomez, Principal Investment Officer - IFC

Daniel Arevalo, Senior Investment Officer - IDB Invest

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

11:10 am - 11:40 am - **GENERAL SESSION** - *Ballroom*

Expanding Airlift - Strengthening Caribbean Connectivity

Moderator: **Natalie Harms**, Reporter – CoStar

Panelists:

Oliver Bojos, Regional Manager, Caribbean – American Airlines

Antoin Klein Hofmeijer, Head of Dutch Caribbean – TUI

11:40 am - 12:20 pm - **GENERAL SESSION** - *Ballroom*

The Growth of Luxury and Mixed-Use Projects Across the Caribbean

Moderator: **Shannon Sampson**, Managing Director - HVS

Panelists:

Vijesh Patel, Director of Development - Six Senses

Pamela Vasquez, Senior Director of Development, Latin America & Caribbean - Hilton

Carlos Crovato, Head of Development, Lifestyle - Hyatt

Hugo Mirabel, Director, Feasibility & Development - Marriott International

12:20 pm - **Networking Lunch & Closing Remarks**

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Zemi Miches Punta Cana All-Inclusive Resort, Curio Collection by Hilton
Dominican Republic

Hilton’s strategic growth across the Caribbean and Latin America is transforming the hospitality landscape. With a footprint in **36 countries and territories**, we’re delivering exceptional experiences and expanding our reach:

43,796 rooms open and **20,388** in development
299 hotels open and **152** in development
Representing **17** world-class brands

From the newly opened Zemi Miches Punta Cana All-Inclusive Resort, Curio Collection by Hilton to the upcoming Waldorf Astoria in Turks & Caicos, Hilton continues to redefine luxury and innovation in the region. Our pipeline reflects a bold vision for the future, one built on strong partnerships and unmatched brand strength.

Let’s talk!



Waldorf Astoria Turks and Caicos

Photos Courtesy of Lissoni & Partners



Photos Courtesy of Lissoni & Partners

HOSTS

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, where she leads the development, strategy, and production of industry events including the Caribbean Hotel Investment Conference & Operations Summit (CHICOS). With over 20 years of experience in hospitality consulting, design, and event management, she brings a multidisciplinary perspective that bridges business strategy, creative vision, and operational execution.

Nicole holds a Master of Science in Tourism, Travel Management, and Destination Development from New York University, a Bachelor of Science in International Business and French from Albright College, and a Bachelor of Arts in Interior Design and Hospitality Studies from The Art Institute of Colorado. She is also an Accredited Professional with the Leadership in Energy and Environmental Design (LEED) program, specializing in Interior Design + Construction, and recently earned a Certificate in Project Management from eCornell.

Her career spans hotel feasibility and market studies, concept development, design planning, and conference production across the U.S., Latin America, and the Caribbean. Having traveled to more than 65 countries, she draws inspiration and insight from global cultures and markets, enriching her approach to every project.

In addition to her work with HVS, Nicole is an instructor with Cornell University, where she facilitates online courses for eCornell in Hotel Planning and Design, Real Estate Development, and Revenue Management for professionals worldwide. She has also guest lectured at Columbia University and NYU Stern School of Business.

Originally from Philadelphia, Nicole enjoys blending her professional passions with her creative pursuits in design and travel. She and her husband, Jim, welcomed their daughter in June 2023 — now a lively two-year-old who's speaking Spanish and keeping them on their toes.

SPEAKERS

Adam Greenfader

Chairman - AG&T



Adam Greenfader is the Chairman of AG&T, a real estate development and advisory firm based in Miami, Florida, specializing in hospitality, residential, and resort developments in the Caribbean and Central America. Since 1993, Adam has collaborated on over 55 projects valued at \$1.5 billion, including master-planned communities, hotels, and private island resorts in key locations such as Puerto Rico, Sint Maarten, Panama, Costa Rica, and Mexico. AG&T serves principal clients including hedge funds, private equity firms, and other institutional capital groups.

Adam holds a Master of Real Estate Development (MRED) degree from the University of Southern California and Bachelor's degrees from Clark University and the Sorbonne in Paris, France. He is fluent in English, Spanish, and French. Mr. Greenfader has chaired the Caribbean Council at the Urban Land Institute (ULI) and serves as the Florida Liaison for the Puerto Rico Builders Association.

Passionate about resilience, green building, and innovative technologies like blockchain in real estate, Adam is a noted speaker and the author of "Why Puerto Rico Now: A Masterplan for Resurgence, Resiliency, and Long-Term Economic Growth."

Alex Magloire

Founder & CEO - Osmium Finance



Alex Magloire is the Founder and CEO of Osmium, a pioneering platform that transforms tokenized real-world assets (RWAs) such into compliant, yield-generating financial instruments.

Holder of an Executive MBA and a certified expert in Digital Assets & MiCA, he is leading the development of Osmium's MiCA-aligned RWA-backed stablecoins and its yield-streaming infrastructure built on Hedera.

Before founding Osmium, Alex spent over 20 years in senior marketing roles in Banking and Finance, at major institutions including Societe Generale and Atos Euronext, driving global strategy, product launches, and investor engagement.

His work bridges traditional finance and blockchain, helping institutions and asset owners unlock new forms of liquidity and alternative financing through compliant tokenization.

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 Central 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 to 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.



Alonso Gomez

Principal Investment Officer - IFC

Alonso is a Principal Investment Officer with over 12 years of experience at the International Finance Corporation (IFC), a member of the World Bank Group. He serves as the hub leader for Central America and the Caribbean, overseeing the Manufacturing, Agribusiness, and Services sectors, including Tourism. Alonso has successfully led numerous transactions across diverse industries such as Tourism, Property, Healthcare, Pharmaceuticals, Education, and Retail, managing both equity investments and debt financing. Before joining IFC, Alonso spent seven years in Management Consulting, based in New York, where he advised companies across Latin America in sectors including Energy, Oil & Gas, Cement, Beverages, Forestry, Steel, and Real Estate. Alonso holds a degree from Tec de Monterrey and earned an MBA with a concentration in Finance and Private Equity from London Business School in May 2012.



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.



Andy Burrows

Investment Consultant - Bahamas Investment Authority

Andy Burrows is an accomplished investment and economic development professional with extensive experience across the Caribbean region, particularly in Bermuda and The Bahamas. He currently serves as Investment Consultant with the Bahamas Ministry of Tourism, Investments and Aviation, where he supports national strategies to attract and facilitate foreign direct investment.

Previously, Andy was Chief Executive Officer of the Bermuda Business Development Agency (BDA), where he led public-private initiatives to strengthen Bermuda's global competitiveness, drive inward investment, and foster job creation. Earlier in his career, as Chief Investment Officer at the Bermuda Tourism Authority, he was instrumental in advancing tourism-related investment, infrastructure projects, and capital partnerships that expanded the island's economic base.

A strategic leader with deep insight into tourism, finance, and investment ecosystems, Andy is recognized for his ability to bridge public and private sectors to deliver sustainable economic growth throughout the region.

SPEAKERS



Angela Musgrove

CEO - Invest Turks & Caicos

Angela Musgrove is the Chief Executive Officer of Invest Turks and Caicos. With over 20 years of experience in education, public administration, entrepreneurship, and business development, she brings a wealth of cross-disciplinary expertise to her role. Born and raised in the Turks and Caicos Islands, she blends her passion for social impact with sound business expertise to create a platform for driving organizational impact. Her leverages her familiarity with corporate governance as well as public administration procedures to harness stakeholder support for executing the organization's vision and mission. She holds advanced degrees in Economics and Finance, underscoring her strong academic foundation.

A British Empire Medal recipient in 2013 being recognized for her extraordinary civic services to the Turks and Caicos Islands, Mrs. Musgrove remains committed to the development of her homeland, driven by a profound sense of national pride and fulfillment.

Mrs. Musgrove's professional journey is marked by numerous achievements in both the public and private sectors. She has successfully spearheaded various initiatives aimed at economic development and social upliftment, demonstrating her unwavering dedication to improving the lives of her fellow citizens. Her leadership style is characterized by a deep commitment to ethical practices, transparency, and sustainable development.

As CEO of Invest Turks and Caicos, she plays a pivotal role in promoting the islands as a premier destination for investment, facilitating business opportunities that contribute to the overall growth and development of the region. Her ability to engage and motivate stakeholders has been instrumental in attracting significant investments, which in turn, enhance the economic landscape of the Turks and Caicos Islands.

Angela Musgrove's legacy is one of dedication, leadership, and a relentless pursuit of excellence. Her work continues to inspire and drive the nation towards a prosperous future, embodying the true spirit of national development and empowerment.



Antoin Klein Hofmeijer

Head of Dutch Caribbean - TUI

Antoin Klein Hofmeijer has served as Head of TUI Dutch Caribbean since April 2024. He joined TUI in 2014 and has held various positions in Product, Purchasing, and Channel Management. With a background in Management of Tourism from Breda University of Applied Sciences, he currently leads TUI's operations in the Caribbean and is based on Curaçao.



Antonio Fungairino

VP, Development - Hyatt Inclusive Collection

Antonio Fungairino has been appointed Head of Inclusive Collection Development for Latin America & the Caribbean at Hyatt, reporting to Camilo Bolaños, Senior Vice President of Development for the region. In this role, he leads development strategy for Hyatt's 10 Inclusive Collection resort brands, reinforcing the company's strong growth and leadership in the luxury all-inclusive segment.

With nearly 30 years of experience spanning operations, asset management, and development, Fungairino has held key roles at InterContinental Hotels & Resorts, Four Seasons, Everest Holdings, and Apple Leisure Group. A graduate of the University of Surrey and Cornell University, he brings deep expertise in owner relations and portfolio growth across the hospitality sector.

Anuschka Cova

CEO - Curaçao Hospitality and Tourism Association (CHATA)

Anuschka Cova is the CEO of the Curaçao Hospitality and Tourism Association (CHATA), where she leads a network of over 200 hospitality partners and advocates for the sustainable growth of Curaçao's tourism sector. With more than 26 years of leadership experience in the financial services, government, and tourism industries, she is recognized for her results-driven approach, collaborative spirit, and ability to build strong partnerships.

Beyond her professional role, Anuschka is Chairwoman of the Tur Mucha Mester Kome (TMMK) Foundation, which provides daily meals to hundreds of underprivileged schoolchildren in Curaçao. She is also active on several boards, including CORE N.V. and the University of Curaçao Hospitality Faculty. A transformational leader and certified coach, Anuschka is passionate about developing people, driving positive change, and contributing to the social and economic growth of her island.



Bill Brown

Founder & CEO - Aventura Development

Bill Brown is the Founder and CEO of Aventura Development, a real estate development and construction management firm specializing in hospitality, multifamily, and mixed-use projects across the United States, the Caribbean, and Latin America.

With nearly 30 years of experience leading large-scale projects valued at over a billion dollars, Bill brings deep expertise in development strategy, construction execution, and public-private partnerships. Before founding Aventura, he served as CEO of DCK, an Arena company, overseeing international operations, and previously led his own construction management firm for over a decade. His extensive background includes senior roles on major hospitality, residential, and institutional projects throughout South Florida and the wider region.



SPEAKERS

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).

Carlos Crovato

Head of Development, CALA - Hyatt' Lifestyle Group



Carlos Crovato as Head of Development, Lifestyle LAC for Hyatt's Lifestyle Group leads the development and growth efforts for the legacy Standard International brands and oversees the positioning of the newly formed lifestyle portfolio of brands for the region. Carlos has a solid background in hotel development in the Americas, positioning all types of lodging alternatives, including new construction and conversion opportunities. He has worked in new, emerging, and consolidated markets and produced hundreds of feasibility and strategic-growth studies for family offices, institutional investors, and international hotel companies.

With over 20 years of experience, working for companies such as IHG, EY, and HVS, among others, Carlos has supported the advancement of the hotel industry in the region. Carlos, born in Caracas, Venezuela, graduated from Johnson & Wales University with a degree in International Hotel & Tourism Management and further pursued an MBA in Barcelona in International Business.

Caroline Manuel

Director - Ministry of Traffic, Transport and Urban Planning of Curaçao



Caroline Manuel is the Director of the Sector Infrastructure and Urban Planning at the Ministry of Traffic, Transport and Urban Planning of Curaçao. She oversees policy, design, and implementation of interventions in the island's historic inner city, heritage sites, and monuments, and serves as a senior advisor on tourism and major development projects.

Caroline coordinates multiple programs under the national spatial development plan and contributes to initiatives on mobility, housing, and water management. She represents Curaçao in collaborations with the Netherlands and UNESCO on World Heritage matters, and has participated in working groups for key projects such as the mega-cruise terminal, Waaigat, floating wind, Rif Stadium, and Klein Curaçao. She also lectures nationally and internationally on heritage, urban planning, and mobility, and previously served as Acting Director General of the Curaçao Civil Aviation Authority.



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.

Daniel Arevalo

Senior Investment Officer - IDB Invest



Daniel Arévalo is a Senior Investment Officer at IDB Invest, where he structures financing solutions and develops new business opportunities across Latin America and the Caribbean. He joined the organisation in 2019 and brings extensive experience in project finance, corporate lending and infrastructure across sectors such as tourism, energy, transportation and manufacturing. Daniel holds an MBA from The George Washington University and a bachelor's degree in economics from Xavier University.

Daniel Díaz

Executive Vice President - Royalton Hotels & Resorts



Daniel Díaz is one of the Caribbean's most influential development leaders, driving Royalton Hotels & Resorts' rapid expansion and positioning the brand as a rising force for global investors. With a foundation in economics and more than 30 years of international experience across Spain, Germany, the Dominican Republic, Mexico, Canada, and the United States, he has built a reputation for pairing strategic vision with financial acumen.

As Executive Vice President, Díaz leads Royalton's development strategy, management contract growth, and capital partnerships, forging relationships with hotel owners, investment funds, and global banking partners. Under his leadership, Royalton has secured new management agreements and redefined its portfolio through landmark deals, including the collaboration with Marriott International that brought 25 Royalton properties into Autograph Collection, Tribute Portfolio, and Luxury Collection. A graduate of the University of Seville and Cornell University, he oversees Royalton's multi-million-dollar pipeline, shaping the future of Caribbean hospitality investment.

SPEAKERS



Darrin Phillips

Founder and CEO - Top Shelf Project Management

As CEO of Top Shelf Project Management, Darrin Phillips brings over 25 years of invaluable experience in real estate acquisition, development, and project management. His extensive portfolio includes high-value properties across the United States, Mexico, and the Caribbean, earning the trust and satisfaction of some of the most renowned names in the hotel industry.

In 2009, Darrin's visionary leadership led to the establishment of Top Shelf Project Management. Recognizing the demand for a comprehensive consultancy dedicated to the hospitality sector, he built a boutique project management firm that stands on a foundation of trust and unwavering client focus. Under his guidance, Top Shelf has become synonymous with excellence, delivering on promises, and exceeding expectations.

A true industry icon, Darrin has curated a team of seasoned professionals who share his commitment to industry standards, ensuring that each project aligns seamlessly with clients' visions. The team's collective dedication ensures projects are not only delivered on time and on budget but also reflect the distinctive mark of quality that defines Top Shelf Project Management.

The Top Shelf difference under the leadership of Darrin Phillips – where experience, commitment, and trust converge to redefine excellence in hospitality construction project management.



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. He has 49 years of experience across Canada and the Caribbean. His experience encompasses assessing the viability and value of existing and new-build assets ranging from Select service properties to Luxury assets including underwriting existing assets and providing advisory services on renovation, repositioning and branding strategies. His experience also includes leading the RFP process for both Franchise Selection and Management Company Selection and Contract Negotiation of Franchise Agreements and Management Contracts. David is also well versed in annual Budget Reviews and Asset Management.



Derk Scheltema

CEO - Amicorp

Derk Scheltema specializes in helping clients to structure cross-border investments.

Derk started his career at ABN AMRO in The Netherlands before joining Amicorp in 2007. Since then, he has held various roles, including Managing Director in Shanghai and Curaçao, Chief Operational Officer, and Chief Commercial Officer before taking on his present role as CEO of Amicorp Management Services.

Derk has also acted as chairman of the Dutch Caribbean Securities Exchange supervisory board and has been a Curaçao International Financial Association board member.

He is currently also acting as managing director for First Abu Dhabi Bank and the Amicorp Community Foundation, as well as an initiator of the Caribbean Hotel Development Fund. Derk is an MSc graduate from the University of Twente.



Diego Lowenstein

CEO - Lionstone Development

Diego Lowenstein is the Chief Executive Officer of Lionstone, a third-generation family-owned real estate development and investment company with deep roots in hospitality. Continuing the legacy begun by his grandfather, who rebuilt his life in Argentina after escaping Nazi Germany, Diego leads the firm with a blend of innovation, global perspective, and personal balance.

Under his leadership, Lionstone has become a prominent player in the U.S. and international markets, with nearly 90% of its portfolio dedicated to hotel development and operations. Diego views hospitality as a dynamic, living enterprise—one that requires creativity, adaptability, and resilience to thrive amid changing economic cycles.

Based in Miami Beach, he oversees the company's "soup to nuts" development process, from concept to completion, while maintaining strong ties to his family's Argentine heritage. Outside of business, Diego is an accomplished musician, composing and performing with his band Pampa y La Vía, and an avid traveler known among friends as "Marco Polo" for his passion for exploring the world's most inspiring places.



Doug Smith

Head of Institutional Development & Management - Wyndham Hotels & Resorts

Doug Smith is a global real-estate and hospitality development executive currently leading Wyndham's institutional development and management efforts. With decades of experience in franchise systems, brand growth and strategic partnerships across 60+ countries, he excels at building high-performing teams and driving value through new construction, conversion and redevelopment projects.

Prior to his current role, Doug held senior development positions in North America and Latin America & the Caribbean, and is widely recognized for his ability to negotiate complex deals and execute portfolio growth strategies in dynamic markets.

SPEAKERS

Eileen Kett, Esq

SVP, Development and General Counsel - Club Med



Eileen Kett has over 25 years of hospitality and tourism experience. She joined Club Med in March 1999 and manages the legal, real estate development, risk management and insurance matters for the offices and resorts in the United States, Canada, the Caribbean and Mexico.

Prior to joining Club Med she served as Senior Associate Counsel with Royal Caribbean Cruises Ltd. from 1993 to 1999. Before moving to Royal Caribbean, she was an associate with the law firm of Holland & Knight, in their real estate practice group.

Recent development projects include the financing, construction and opening of Club Med's newest flagship resort in the Caribbean – Club Med Miches Playa Esmeralda. This 5-year project opened in November 2019 and is Club Med's premier Exclusive Collection resort in the region and the first new resort from Club Med in North America in 25 years. In addition, Club Med recently opened its first resort in Canada in December 2021 – Club Med Quebec Charlevoix, a 4-season mountain resort with stunning views of the St. Lawrence river. In 2025, Eileen recently oversaw the \$50M investment and renovation of the brand's pioneering and iconic Punta Cana resort.

Ms. Kett graduated cum laude from the University of Miami School of Law in 1989. She obtained a B.A. in Economics and Management Studies from Rice University in 1986.

Elesiër Angel

CEO - Tourism Corporation Bonaire



Guided by a profound connection to her island, Elesiër Angel leads Tourism Corporation Bonaire with a mission to redefine its future. As CEO, she is shaping a new era of tourism one built on sustainability, inclusivity, and a deep respect for the local community. Elesiër pairs her international expertise in destination development and a master's degree in the field with an authentic passion for Bonaire's people and culture. She is a dedicated innovator, working to ensure that tourism not only highlights the island's stunning beauty but also serves as a force for positive growth and preservation.

Federico Balestrazzi, PE

Civil Engineer - Kimley-Horn



Federico Balestrazzi is a licensed civil engineer with more than 25 years of experience specializing in the design, restoration, and forensic evaluation of cladding systems, specialty structures, and complex building envelopes. His expertise extends across multiple façade types (glass, metal, stone, and stucco) and encompasses materials technology, performance testing, cost estimating, and construction management.

In addition to his technical work, Mr. Balestrazzi has developed a strong practice in capital expenditure planning, remediation, and litigation support for hospitality and residential assets. He has advised owners, investors, and operators on projects involving construction defects, code compliance, and industry standards, ensuring solutions that balance durability, cost, and guest experience.

Mr. Balestrazzi has led restoration and improvement programs for major hospitality assets in the Caribbean and the Americas, including the Atlantis and Four Seasons Residences in the Bahamas, Holiday Inn, and Hotel Riu in Panama, the Intercontinental and Ritz-Carlton in Puerto Rico, the Four Seasons in Fort Lauderdale and Palm Beach, and a wide portfolio in Miami such as the W Hotel, 1 Hotel, Four Seasons, Ritz-Carlton, and Villa Bagatelle. His role often includes serving as owner's representative and engineer of record, overseeing contract management, permitting, contractor coordination, and quality assurance.

As part of Kimley-Horn, Mr. Balestrazzi integrates his restoration practice with the firm's broader services—such as landscape architecture, planning, and civil engineering—helping hospitality clients align capital expenditure projects and maintenance programs with long-term asset strategies.



Frank Lammers

Founding Partner - PYGG

Frank Lammers is the Founding Partner and Managing Director of PYGG, a boutique financial services and investment firm based in Willemstad, Curaçao. With more than two decades of experience in international private banking, merchant banking and capital markets, Frank has held leadership roles at institutions such as MeesPierson and ABN AMRO before launching PYGG in 2019.

At PYGG, Frank drives strategic growth across corporate services, wealth management and capital-markets advice, with a strong focus on the Dutch Caribbean region. He also serves on the board of the Dutch Caribbean Securities Exchange (DCSX), underlining his deep engagement with regional financial infrastructure.
en.dutchcaribbean.com

Frank holds a Master's degree in Public Administration from Erasmus University Rotterdam and brings a strong background in transaction execution, investment structuring and corporate governance.



Gary Brough

Managing Director – Baker Tilly

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

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



George Spence

Managing Partner – Luxe Capital Americas

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

SPEAKERS

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.

Hugo Mirabal

Director, Development Planning & Feasibility - Marriott International



Hugo Mirabal is a seasoned hotel development executive with over two decades of experience in hospitality and real estate, specializing in feasibility, strategic planning, and financial modeling. As Director of Feasibility & Development Planning, Hugo leads a team responsible for evaluating new development and acquisition opportunities across the Caribbean and Latin America. His work has supported hundreds of projects across all Marriott brands, including iconic developments for luxury and all-inclusive hotels.

Hugo's expertise includes project underwriting, branded residential, and complex mixed-use developments. He has played a pivotal role in transactions totaling billions in investment, including the acquisition of the Elegant Hotels portfolio in Barbados and the multi-property deal with FibraHotel in Mexico.

Before joining Marriott in 2021, he worked as an Analyst for Hilton and Sol Melia. Other experience includes hotel operations at Loews and InterContinental hotels.

Hugo brings a global perspective shaped by his education in Switzerland and the U.S., and his deep understanding of the Caribbean and Latin American markets. He holds a Hospitality Administration Diploma from Centre International de Glion, a B.S. in Hospitality Management from Florida International University, and is currently pursuing his MBA at the University of Florida.

Isabel de Caires

Director, Investment Banking - CIBC Caribbean



Isabel is a Director in Investment Banking at CIBC Caribbean 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.



Isaias Peret

Senior Vice President, CRE & Hospitality, Americas - Banco Sabadell

Isaias currently serves as Senior Vice President, CRE & Hospitality for Americas Division based in Miami, where he is primarily responsible for managing the origination, and execution of debt and Investment Banking. His global vision on Hospitality due to the different markets where he has been working (US, Europe and Asia) it's crucial to understand how to structure financing along the Caribbean, considering island by island. In USA, Managing a portfolio of \$1,5 Bn, Isaias brings over two decades of executive experience in Real Estate Investment. His extensive knowledge spans various sectors in Real Estate including Hospitality due to the intensive presence of his Spanish clients in the Caribbean. Prior to his current role in Americas, Isaias was previously Barcelona-based serving at the Head Office 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 the MIT.



Jeffrey Speelman

General Manager - Sandals Royal Curaçao

With over a decade of international hospitality management experience across Europe, the US, Asia, the Middle East and the CIS region, Jeffrey Speelman, is a dynamic leader with experience in operations, strategy, and people management. Having led diverse teams of up to 900 members, Jeffrey Speelman combines a passion for guest experience with proven financial, business development, and human capital management skills.

Currently serving as the General Manager at the Sandals Royal Curaçao, Jeffrey Speelman oversees the operations and profitability of the 361 room property. He previously held the position of Director of Operations at Parklane, a Luxury Collection Resort and Spa in Limassol.

A results-oriented professional with a history of exceeding expectations, Jeffrey Speelman is an engaging communicator, motivator, and innovator who consistently delivers operational and financial success while fostering a collaborative and inclusive team environment. He holds a degree in International Hotel & Hospitality Management and other industry certifications.

Jeffrey is a native Dutch speaker, fluent in English and currently on a mission to be fluent in Papiamentu. He leads an active lifestyle and enjoys diving, swimming and sailing.



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.

SPEAKERS

Juan Corvinos Solans

President, CALA – Hotel Equities



Juan serves as the President of Hotel Equities' Caribbean & Latin America division where he is responsible for overseeing operations, business development, commercial and establishing key partnerships and infrastructure to position Hotel Equities for success in the Caribbean and Latin America hospitality markets. With a proven track record in corporate development, development of Hotels and owners relations, Juan brings invaluable expertise in market conditions, strategic advice, commercial negotiations, and project management. His leadership will play a critical role in growing Hotel Equities' portfolio and strengthening its presence in these International dynamic regions.

Juan was most recently with Hilton where he served as Senior Vice President–Development, AD&C Latin America and Caribbean, where he was responsible for the full circle corporate development for all Hilton brands in Latin America & Caribbean inclusive of Development, Architecture, Design, Project Management, Owner Relations, and retention functions. During his CALA tenure the team signed 350+ cumulative franchise and management agreements and more than tripled its presence from 63 open hotels in 2013 to 280+ hotels open in 2024. His career has taken him to: Malaysia, Barcelona, London and lastly Washington DC based in the company's Global Headquarters.

Juan is a graduate from Escuela de Hosteleria de Sevilla where he specialized in business and international compared law, he holds a Master Certificate from Cornell University in Hotel Management. A keen self-taught chef and a voracious reader, Juan particularly enjoys travelling within the Americas and Asia. Most of his leisure time is devoted to voluntary teaching and fundraising activities as well as spending time with his family.

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

Vice President, Asset Management - JLL

Kristina D'Amico serves as Vice President in JLL's Hotels Asset Management division, responsible for day-to-day asset management services for luxury resort and urban assets across North America. Leveraging her valuation background, she focuses on maximizing asset value through data-driven decision-making and deep hospitality sector understanding, ensuring each property reaches its full potential for stakeholders.

Prior to JLL, Kristina gained extensive international expertise during her 14-year tenure with HVS, conducting market studies, feasibility analyses, and valuing over \$5 billion in hotels across 23 Caribbean islands and Mexico's Riviera Maya. This broad international experience provides her unique insights into varied market dynamics, regulatory environments, and cultural considerations that drive hospitality investment decisions across markets.

Kristina holds an MBA in Real Estate and a BBA in Finance with a Hospitality Studies minor, both from Florida International University. She combines strong academic credentials with proven international consulting expertise to deliver comprehensive asset management solutions.

Leandro Castillo

President, LATAM - Aimbridge Hospitality

Leandro Castillo is President of Aimbridge LATAM, overseeing hotel portfolios in Mexico and Latin America.

Previously, Leandro was Managing Partner for KPMG, where he was responsible for human resources, administration, operations, business development, risk management and innovation. He was also the Global Lead Partner of various public multinational companies where he was responsible for the coordination and execution of due diligence of several acquisitions in more than 35 countries, including tax and legal coordination.

Leandro is a Certified Public Accountant graduate of Instituto Tecnológico de Estudios Superiores de Occidente. He also has extensive executive education and certifications from Cornell, IPADE, University of Navarra Spain and Harvard Business School.

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 Naste' collections.

He held regional operations positions and hotel general manager positions with Trusthouse Forte in the late 1980's. Later, he oversaw the regional operations for the Caribbean and Mexico with Quintess Club, Leading Residences of the World. Since 2008, he has handled franchise and management development as Senior Director of Development, with Wyndham 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

Luis Tomé de Rezende Filho

Partner & Sales Manager - Codeme



Luis Rezende is currently Sales Manager and Partner at CODEME Engineering - the largest steel structure fabricator in Latin America. With more than 45 years of experience in the market, CODEME focuses on developing value structural engineering solutions to hotels and residential complexes throughout the Caribbean, adding value in optimizing the structural solution and fabricating medium and heavy weight steel structures for greenfield projects around the Caribbean Islands. Its fabrication shop in Brazil is located close to Rio de Janeiro's port, which makes its logistics cost really competitive to supply steel structures to any Caribbean Island.

Marco Selva

SVP, Business Development & Operations- Stonebridge



Marco Selva is a seasoned hospitality executive with over three decades of experience in the luxury and lifestyle sector. He has extensive experience shaping world-class hospitality brands, currently serving as Senior Vice President of Business Development and Operations for Stonebridge, where he oversees strategic growth initiatives, operational excellence, and owner relations across a diverse portfolio of branded and independent hotels. He focuses on elevating guest experiences, driving performance, and expanding the company's presence in the luxury and lifestyle segment.

Selva's career includes senior-level positions in the US, Caribbean, and Latin America with luxury brands such as The Ritz-Carlton and St. Regis Hotels, and, most recently, as Executive Vice President for Lifestyle brands including 1 Hotels and Baccarat, with Starwood Capital. Marco has earned recognition for his ability to merge design, service, and innovation into experiences that resonate with today's discerning travelers while producing positive financial results. Selva is widely regarded as a trusted partner to ownership groups, institutional investors, and development teams. He continues to shape the hospitality landscape through his leadership in business development and world-class hospitality experience.

His leadership style combines operational rigor with a deep passion for authentic hospitality, positioning Stonebridge as a forward-thinking leader in the industry. Marco is also committed to mentoring future hospitality leaders and championing initiatives that redefine modern travel through creativity, culture, and service excellence.

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, including 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, climbed Aconcagua in 2024 and Mt Fuji in 2025 raising funds for various Red Cross programmes, and climbing Pico Duarte, the Caribbean's highest mountain, with BCL MD Michell Vargas.

Martyn authored an autobiography of his life and career entitled "More than Just the Climb: Life's Lessons Well Learned" published by Unicorn Publishing Group in November 2025.

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 Register

Chief Development Officer - Hotel Equities



Michael Register is Chief Development Officer for HE CALA, a division of Hotel Equities. Before joining Hotel Equities, Michael was a Managing Director at Highgate Hotels focused on the Caribbean and Latin America, where he was instrumental in sourcing and negotiating management contracts in the CALA region. Prior to Highgate, Michael was a partner in Trust Hospitality, a boutique hotel management company that managed hotels in Mexico, Dominican Republic, Colombia, Brazil, Jamaica, Costa Rica, Panama, Anguilla, Aruba, Curacao, the Bahamas, Turks and Caicos, Trinidad, and St. Lucia. Before forming Trust Hospitality, Michael oversaw business development and legal matters for Nikki Beach worldwide, opening locations in St. Tropez, St. Barths, Marbella, New York, Cabo San Lucas, Puerto Vallarta, Marrakesh, and Koi Samui. 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. He also practiced international corporate and business law in Brazil (Pinheiro Neto Law Firm) and Miami (Valdes-Fauli, Petrey and Bishoff).

SPEAKERS



Miles B. M. Mercera
CEO - CINEX

Miles B. M. Mercera brings a rich and diverse background to his current role as CEO of CINEX, effective January 1, 2025. Born in the Netherlands and raised on the ABC islands, he holds an Associate Degree in Hotel Management from the Aruba Hotel School, a Bachelor's Degree in International Hospitality & Tourism Management from the University of Curaçao, and a Master's Degree in Consultancy & Entrepreneurship from the Rotterdam Business School.

His career began at Starwood Hotels & Resorts in the Netherlands, where he specialized in Online and Social Media Marketing. He later served as CEO & President of the Curaçao Hospitality & Tourism Association and most recently as CEO of the Tourism Corporation Bonaire (2021–2024), where he spearheaded significant growth and innovation in the island's tourism sector.

Mercera is known for his visionary leadership and passion for community-driven development. He is fluent in Dutch, Papiamentu, English, and Spanish.



Muryad de Bruin
CEO - Curaçao Tourist Board

Muryad de Bruin was born and raised in Curaçao. From a young age, he developed a fervent passion for Hospitality & Tourism, which motivated him to pursue his studies in Hospitality Management at the SBO level while simultaneously working part-time in various roles within the hospitality sector. This diverse experience deepened his interest in the field of hospitality and tourism. Upon completing his SBO program, he continued his educational journey by enrolling in the International Business & Management program at the Rotterdam Business School, where he earned his Bachelor's Degree with a minor in Marketing. A few years later, at the University of Curaçao, he obtained his Master's Degree in Strategic Management.

In 2019, Muryad embarked on his professional journey in Curaçao, starting his career in the Airline Industry and later transitioning to roles in the retail and banking sectors. Driven by his passion for the Tourism Industry, he made a swift transition to join the Curaçao Tourist Board (CTB) in 2016, marking a new chapter in his professional journey. During his initial two years at CTB, he held the position of Regional Manager South America and played a crucial role in boosting tourism from this region. Between 2018 and 2022, he was responsible for driving tourism growth in Europe, holding the title of Regional Manager Europe.

Today, as the Managing Director and a senior management team member at CTB, Muryad is devoted to the sustainable development of Curaçao's tourism industry. His mission is to foster local community involvement in the tourism experience while simultaneously providing a safe and sustainable destination for all visitors.



Natalie Harms
Reporter - CoStar News Hotels

Natalie Harms has a decade of business journalism experience. At CoStar News Hotels, she reports on the hospitality industry and is based in Houston.

Natalie Liebowitz

Senior Manager, Finance & Investments - Altree Developments Inc.



Natalie Liebowitz is the Senior Manager, Finance and Investments at Altree Developments Inc. and oversees all aspects of finance, capital structuring, treasury, investor relations and legal matters at the firm. Prior to joining Altree, Ms. Liebowitz worked at multiple multinational retailers, focusing on strategic real estate acquisitions throughout the Greater Toronto Area, internal and external financial reporting, and advising on the sales of various real estate assets across Canada and the United States. Throughout her career, Ms. Liebowitz has overseen, led, or advised on over C\$1 billion in transactions. Ms. Liebowitz holds an Honours Bachelor's degree in economics from York University as well as a joint Master's of Financial Economics from the Richard Ivey School of Business and the University of Western Ontario.

Nicholas Hecker

Executive Managing Director & Chief Investment Officer - Sculptor Real Estate



Nicholas Hecker 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. Throughout his tenure at Sculptor Real Estate, Mr. Hecker has worked on complex equity and debt investments, completing investments across numerous different real estate asset classes. Mr. Hecker 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 Sculptor Real Estate in 2006, Mr. Hecker was a member of the Real Estate Group of the Investment Banking Division of Goldman, Sachs & Co. Prior to that, Mr. Hecker practiced corporate and securities law at Sullivan & Cromwell.

Nicole Tilzer

Vice President, Brand Leader All-Inclusive & Resort Strategy - Hilton



Nicole Tilzer is a strategic brand leader with expertise across hospitality, consumer goods, and media. She began her career in experiential marketing before leading several brands at The Coca-Cola Company. She has since worked to launch new brands at Turner Broadcasting as well as various e-commerce start-ups in New York City. Nicole was then able to combine her passion for consumer and lifestyle marketing with her digital expertise when she joined Hilton as the Director of Destination Marketing in 2017, overseeing marketing for over 50 Hilton hotels in NYC. Following that, Nicole accepted the opportunity to take on a global brand marketing role as the Senior Director, Global Brand Marketing for the Full-Service portfolio. Today, she has the pleasure of leading the business strategy for one of Hilton's newest and fastest growing segments, Resorts and All-Inclusive. 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 working, Nicole is an accomplished endurance athlete - with 27 full marathons under her belt to date - as well as an avid traveler, reader, baker and Broadway enthusiast.

SPEAKERS



Olivier Cojot-Goldberg

President - Titan Capital

Olivier Cojot-Goldberg, 59, was born in Washington DC and raised in Europe, South America, the Middle East and the USA. After graduating from the California Institute of Technology in 1987 and receiving his Master of Science in Electrical Engineering from the same institution the following year, Olivier began his career at Kidder Peabody in 1988. He became the Managing Director in charge of whole loan-backed CMO origination, structuring and trading. In 1994 he co-founded Ellington Management Group, (based in Connecticut, New York, and London), primarily focused on Mortgages. During his tenure he was also a co-founder (silent partner) of AREL capital, a New York based real estate company.

After a 27 year career at Ellington, Olivier started a new private equity firm, Zahavi, leveraging off of his credit and real estate expertise. Olivier continues to act as an advisor to Ellington on various business development efforts.



Patricio del Portillo

Senior Vice President, Development - Aimbridge LATAM

Patricio del Portillo, Senior Vice President of Development, is responsible for growing the Aimbridge footprint in Latin America through third-party management opportunities and portfolio acquisitions.

With 20+ years of experience in commercial real estate, sales, financing, and investment, Patricio has built a strong network of investors, owners, lenders, brokers and providers in the region. While working for companies such as CBRE Hotels, Starwood and Posadas, Patricio was responsible for expansion in the region by identifying and evaluating business opportunities. He also has extensive experience with management and franchise contracts, managing regional budgets, and leading top performance teams in very aggressive growth plans. Patricio has partnered in more than 100+ projects including new builds, brand conversions, advisory, and capital markets.

Patricio received his Executive MBA in top management from the renowned IPADE Business School at the Panamerican University, Mexico. He is a frequent guest speaker and panelist at key industry events in Latin America.



Pamela Vasquez

Senior Director of Development, CALA - Hilton

Throughout her career, Pamela has played a key role in numerous successful transactions across Florida, Latin America, and the Caribbean. Her expertise spans hotel development, investment sales, strategic advisory, finance, feasibility analysis, and valuations.

As Hilton's Senior Director of Development, she leads the team's efforts to expand the company's footprint across all brands in the Caribbean, Andean, and Southern Cone regions by evaluating new-build and conversion projects. She is also responsible for advancing strategic initiatives — including luxury, all-inclusive, and branded residential developments — as well as forging strategic partnerships.

Before joining Hilton, Pamela led development for Marriott International in the Caribbean Region, managing franchise and management opportunities with a strong focus on luxury. Prior to that, she was part of JLL's Hotels and Hospitality Group, where she participated in closing more than \$2 billion in real estate transactions, specializing in single-asset and portfolio investment sales, debt, and equity placement.

Paula Cerillo

Vice President, Caribbean - 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.

Robbin Vogels

Owner - Avila Beach Hotel



Robbin Vogels is a second-generation hotelier and part of the family ownership of the iconic Avila Beach Hotel, Curaçao's oldest operating hotel with 156 rooms. His family is also the major shareholder of LionsDive Beach Resort, one of the island's most recognized beachfront properties, and is now developing the 300-room TUI BLUE all-inclusive resort at Santa Martha Bay, scheduled to open in 2026.

With nearly a decade of board experience at CHATA, Robbin combines ownership leadership with strategic investment and a long-term vision for sustainable tourism. Representing a new generation of hoteliers, he blends tradition with innovation, focusing on sustainability, local community engagement, and forward-thinking marketing strategies to strengthen Curaçao's position in the regional and global tourism landscape.

Robert MacLellan

Principal – MacLellan and Associates



Robert MacLellan established MacLellan & Associates in 1997 as a Caribbean based hospitality advisory group, specializing in resort development in the region. Services range from conceptual and feasibility studies, through brand evaluation / selection, finance sourcing and practical design input, to vacation home marketing, asset management and expert witness assignments. Having worked in 31 territories across the Caribbean, Robert has a thorough understanding of this diverse region's hotel and leisure real estate markets.

An industry veteran, Robert's last three corporate positions were: Managing Director of a UK restaurant and hotel group; Managing Director for 7 million square feet of mixed-use real estate in London; VP Hotel Services for world-wide operations of four cruise ships. Earlier, Robert was General Manager of large-scale mixed-use resorts in the USVI, England and Spain with golf, marinas, condos and villas. His career began with P&O / Princess Cruises, THF Hotels, Holiday Inns International and Loews Hotels, based in the US, UK, Middle East and Bermuda.

Robert has a Masters Degree in International Hotel Management from University of Surrey, England majoring in hotel design / development with a dissertation on international hotel management contracts. His articles appear in regional and international media.

SPEAKERS

Rogério Basso

Principal - Impactum Capital Advisors



Rogério is a Principal at Impactum Capital Advisors, where he leads all facets of the firm's activities—from business origination and client execution to strategy and team development. Drawing on decades of hospitality and capital-markets experience, he oversees Impactum's efforts to structure and source innovative debt and equity solutions for transformative tourism and real-estate projects across Latin America and the Caribbean.

An industry veteran with more than 25 years of real estate and hospitality experience, Rogério has held leadership roles across international investment, advisory, and operating platforms. Prior to founding Impactum, he served as Head of Tourism for IDB Invest, the private-sector arm of the Inter-American Development Bank Group, where he helped position tourism as a driver of sustainable economic growth in the region.

His earlier experience includes serving as Chief Investment Officer at Key International, a Miami-based real estate investment firm, and as Executive Vice President of Acquisitions & Development at Terranum Hotels (dba Decameron Hotels), sponsored by Colombia's Santo Domingo Group and the late Sam Zell's Equity International. He began his career with over a decade at Ernst & Young, where he led the firm's real estate and hospitality advisory practice in Latin America. He also gained his operational foundation with Four Seasons Hotels and InterContinental Hotels Group.

Rogério is frequently quoted in industry publications and is a regular speaker at hospitality and investment conferences across the Americas and Europe. He holds a BBA from the College of William & Mary and an MBA degree from Cornell University's School of Hotel Administration. A multilingual professional, he is fluent in English, Spanish, and Portuguese, with working knowledge of French.

Sanjay Amin

Director - BCQS International



Sanjay Amin is a Director of BCQS International, based in Barbados, and is responsible for managing their operations in Barbados, Trinidad & Tobago, Guyana, as well as other key locations in the Eastern Caribbean. With over 30 years of experience, Sanjay has provided expert appraisal, cost, and project management services for a diverse range of resort, commercial, and civic projects both in the Caribbean and the UK.

He is a recognised authority in his field, holding a Fellowship with the Royal Institution of Chartered Surveyors (RICS) and associate membership with the Chartered Institute of Arbitrators. Additionally, he is a member of the Expert Witness Institute in London. His expertise has led him to roles as an Arbitrator in various Caribbean disputes and as an Expert Witness in high-profile cases in the High Court of London, Dublin, and Trinidad.

Sanjay has contributed to the RICS Global Governing Council and is an active member of the Barbados Chamber of Commerce and Industry's Council. Committed to community service, he has been an active Rotarian for over 15 years and is currently affiliated with the Rotary Club of Barbados.

Simon Taylor, BSc (Hons), MRICS, Registered Valuer

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 quantity surveying, project management, project monitoring 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.

Tiffany Cooper

Head of Development - Mandarin Oriental Hotel Group



Tiffany Cooper brings three decades of sales and marketing, operations, and development experience to the hospitality industry. As Head of Development for the Americas for Mandarin Oriental Hotel Group, Cooper is responsible for leading development and investment initiatives for the iconic luxury brand's footprint growth across the Americas region. Cooper also served as Head of Development for Kimpton Hotels & Restaurants, beginning her hospitality career with Kimpton in sales and rose through positions at top global hotel companies, including Starwood Hotels & Resorts where she managed property sales teams as well as led development opportunities for the Real Estate Group. Post-merger with Marriott International, Cooper joined the development team to assist the expansion of Marriott's full service and luxury brand footprint. Cooper also served as Chief Development Officer for Aimbridge Hospitality, the largest third-party management company in the world. Cooper holds a BA in Communications & Public Relations from California State University, East Bay and an MBA from Johnson & Wales University.

Vijesh Patel

Director Development, Upper Luxury Brands - InterContinental Hotel Group



Vijesh Patel is a Director of Development, Upper Luxury Brands (Six Senses and Regent) & Branded Residential, at Intercontinental Hotels Group (IHG) with effect in April 2025. He first joined Six Senses/IHG as a Senior Development Manager for the Americas with effect in May 2022. Prior to Six Senses, he 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.

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 in 2010 and completed his Master of Management in Hospitality (M.M.H.) degree with a minor in Real Estate from Cornell University graduating in 2017.

Zuleika Lasten

Tax Partner- Soxia



Zuleika Lasten is a seasoned tax and financial expert with over 25 years of experience in the Dutch Caribbean and international markets. She is a Partner at Soxia B.V., leading its operations from Curaçao and Florida, where she specializes in tax advisory, accounting, and strategic financial services aimed at fostering cross-border investment and economic development.

Prior to founding Soxia, Zuleika spent 18 years at PricewaterhouseCoopers (PwC) Dutch Caribbean and PwC Netherlands, serving as Tax Partner and Head of the Latin American Desk. She has played a pivotal role in shaping Curaçao's financial landscape through her leadership in various government-appointed committees, including "From Red Tape to Red Carpet," and as Vice-Chair of the Curaçao International Finance Services Association and chair of the Supervisory Board of the Gaming Control Board.

Zuleika has contributed to the drafting of numerous laws and policies designed to broaden the tax base, reduce bureaucracy, and strengthen the financial services sector. She actively guides investors in navigating Curaçao's tax incentives and benefits to optimize their investments and drive sustainable economic growth.

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