

chiccos 2018



**The Eighth Edition
Caribbean Hotel Investment
Conference & Operations Summit**

**November 8 - 9, 2018
The Fairmont Southampton - Bermuda**



BERMUDA
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WELCOME

Welcome CHICOS 2018 attendees!



Parris E. Jordan

Managing Director
HVS Caribbean

Chairman
CHICOS

It is a great pleasure to welcome you to the annual hospitality industry event of our region - the place where YOU, our hospitality leaders meet, network and make deals. Welcome to the Caribbean Hotel Investment Conference & Operations Summit (CHICOS).

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

Our topics this year, as in years past, reflect the issues of importance to those of us who develop hotel assets in the region. Peruse through our agenda to familiarize yourself with the items that are top of mind and require discussion and continued learning.

In this 8th edition of CHICOS, you will learn a great deal about the strategies and opportunities to promote business investments in hotel, tourism, and real estate related industries in the Caribbean. The goal of CHICOS is to provide a forum for international and regional industry experts, to discuss, confer, and create. Great minds will collaborate and meet to develop, produce, and inspire. The opportunities in this region continue, and the outlook is bright for those who are well-informed.

You are among 300+ executives and opinion leaders participating this year. The Caribbean is an attractive destination for tourists looking for our beaches and resorts; we provide a wide variety of accommodations and experiences for those seeking the economical or the luxurious. To develop in the Caribbean, it is important to understand how things are done here in order to achieve success. This is why we are here.

A heart-felt THANK YOU to those who have supported us this year – our sponsors, companies, organizations, governments, distinguished speakers, and the industry and business journalists who have greatly contributed to promoting our Conference.

A special note of thanks to our host hotel, the Fairmont Southampton for the hospitality and service shared throughout the entire planning process, and to the Bermuda Tourism Authority, whose unwavering support has been instrumental to the success of our planning and our event.

Kind regards,

Parris E. Jordan
Chairman
CHICOS – Caribbean Hotel Investment Conference & Operations Summit





Kevin Dallas

CEO
Bermuda Tourism
Authority

Host Sponsor

photo credit: Two & Quarter
Photography

Dear CHICOS Delegates,

We're delighted to welcome the Caribbean Hotel Investment Conference and Operations Summit back out here in Bermuda for the second consecutive year. We were delighted to share Bermuda's progress with you last year and are excited to build upon that experience in 2018.

Last month, we rolled out Bermuda's National Tourism Plan at our annual Tourism Summit. The document is our roadmap for success through 2025 and can be described as our country's commitment to sustainable and balanced growth in its tourism industry.

For ten consecutive quarters, dating back to January 2016, visitor arrivals and visitor spending in Bermuda have grown year-over-year. It's an incredible victory streak for our industry partners and the National Tourism Plan is designed to propel us, collectively, onto the next level of evolution as a visitor destination. We understand the need to maintain our current momentum while at the same time strive to win in markets we haven't won in before. We're up for the challenge. You can find out more about the National Tourism Plan on our website GoToBermuda.com/BTA. If you have any questions about where we're heading as a destination don't hesitate to stop me during the summit; I'd be happy to talk about the plan.

As the chief executive of the Bermuda Tourism Authority, my loyalties are unapologetically here at home. That being said, whether or not you're pursuing investment prospects in Bermuda or with one of our sister countries in the Caribbean, I hope you find the answers and opportunities you're looking for while you're out here at CHICOS.

Sincerely,

Kevin Dallas
CEO

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THURSDAY, NOVEMBER 8, 2018

7:00 am – **REGISTRATION**

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

Poinciana Ballroom

8:30 am - 9:45 am – **WELCOME, GLOBAL & REGIONAL PRESENTATIONS**

Poinciana Ballroom

Global & Regional Hotel Performance

Ali Hoyt, Senior Director, Consulting and Analytics - STR

Overview of Caribbean Lodging Market

Parris Jordan, Chairman - CHICOS

Kristina D'Amico, Director - HVS Miami

Caribbean Hotel Sector: Strategic Insights on the Caribbean Hotel and Resort Industry

George Spence, Principal – Leading Property Group

9:45 am - 10:45 am – **GENERAL SESSION**

Poinciana Ballroom

HOSPITALITY LEADERS OUTLOOK: Senior Industry Executives discuss the state of the sector post Irma and Maria. What are resultant impacts and the significant flow of capital to the region and the sources of that capital? They will also speak to new brands and concepts entering the region and how in this environment one underwrites a deal. Also, what a reasonable investment horizon needs to be in the Caribbean.

Moderator: **David Larone**, Senior Managing Director – CBRE Group

Panelists:

Alejandro Acevedo, Vice President of Development - Marriott International

Alejandro Moreno, President, Americas – Wyndham Hotel Group

Ken Greene, President, Americas - Radisson Hotel Group

Marco Roca, President Global Development & Chief Development Officer - Caesars Entertainment

Phil Keb, Executive Vice President, Development - Gencom

10:45 A.M. - 11:15 A.M. – **Networking & Exhibitor Coffee Break**

Poinciana Prefunction

11:15 am - 12:15 pm – **GENERAL SESSION**

Poinciana Ballroom

FINANCIERS OUTLOOK: Despite the catastrophic 2017 hurricane season, banks, private equity firms and family offices state that they are more confident in terms of funding tourism projects in the region than at any point in the last 10 years. This remarkably high level of confidence in Caribbean tourism amongst financiers represents very welcome positive news for the region. But has this confidence translated into action since our conference last year? To find out, join us as we discuss the subject of financing tourism-related projects with our excellent panel comprised of active financiers of Caribbean hotel investments.

Moderator: **Gary Brough**, Managing Director – KPMG

Panelists:

Andro Nodarse-León, Managing Partner - Leon, Mayer & Co.

Nicholas Hecker, Senior Principal - Och Ziff Real Estate

Rebecca Cocchiola, Vice President - Singerman Real Estate

Ronald Sutherland, President & Chief Executive Officer - Hemisphere Group

Salim Damji, Principal – Solid Rock Advisors

PROGRAM

12:15 pm - 1:45 pm - **NETWORKING LUNCH**

Windows

1:45 pm - 2:45 pm – **GENERAL SESSION**

Poinciana Ballroom

INTERNATIONAL INVESTORS INTEREST IN PLACING DEBT AND EQUITY IN THE REGION:

The Caribbean continues to attract interest from international capital following the very active 2017 hurricane season and challenges associated with Zika in 2015/16. Despite these challenges there has been a lot of capital developing, acquiring and/or renovating properties throughout the region. There is currently greater confidence by investors than during the past decade. Our panel of investors will discuss the interest in placing debt and equity in the region. Where are the investors coming from? Who is providing the capital? Where is it being deployed?

Moderator: **Bill Stadler**, Chief Investment Officer - Aimbridge Hospitality

Panelists:

Christian Charre, Senior Vice President - CBRE Hotels CBRE, Capital Markets

Chris Puchalla, Senior Advisor – Iron Point Partners, LLC

Joan Bertran, Global Commercial Real Estate & Hotels - Banco Sabadell

Mark Durliat, Chief Executive Officer and Principal - Grace Bay Resorts

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

2:45 pm - 3:40 pm – **BREAKOUT SESSION 1 A**

Gardenia I

UNDERSTANDING THE COST OF DOING BUSINESS IN THE REGION: Building and renovating hotels in the region has its challenges. Owners, brands and construction experts discuss how to complete construction projects on-time and within budget. The Panelists will draw upon lessons learned to provide valuable insight into the best strategies to adopt. Issues addressed will include: mitigating overall project risk, how to choose the most appropriate delivery method, putting the right development team together and what are the major pitfalls to avoid. The panel aims to be as interactive as possible and will also cover the nuances of challenges faced in certain jurisdictions that aren't an issue in others and the huge variation in construction costs across the region.

Moderator: **Liam Day**, Managing Director - BCQS

Panelists:

Ahmer Naushad, Senior Vice President - Gencom

Ian Ricci, Vice President – Accor Hotels

Michael Register, Principal - Trust Hospitality

Stephen D'Angelo, CEO - dck worldwide

Tim Peck, Chairman - OBMI

2:45 pm - 3:40 pm – **BREAKOUT SESSION 1 B**

Gardenia II

THE CARIBBEAN MARKET - PLANNING FOR THE FUTURE: The Caribbean continues to demonstrate its resilience following various recent challenges, such as active hurricane seasons. What challenges from earlier negative natural impacts such as the Zika virus and its impact particularly on the group travel market have we learned from? Apart from natural disasters and given competition from increasing supply, both regionally and globally, and the search for unique experiences and service provision, what steps can we take to ensure the ongoing Caribbean success story? At CHICOS in November 2017, much focus was placed on the devastation from hurricanes Irma and Maria and the reaction to the crisis by both Governments and the Private Sector, concluding with the declaration that the Caribbean was very much "Open for Business". One year onwards on where are we at and what critical lessons have been learned from these unpredictable natural disasters? What needs to be done to overcome these challenges while attempting to remain competitive in an increasingly competitive marketplace? Our panelists will review these key topics in detail and provide real time answers from a range of differing perspectives and experiences.

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

Panelists:

Claude Duncan, Vice President - Jampro, Trade and Investment Jamaica

Gregg Anderson, Global Vice President – The Registry Collection/RCI

Lance Shaner, Chairman & CEO - Shaner Hotels

Michael Morton, Vice President, Owner Relations - Best Western Hotels & Resorts

Robi Das, Managing Director – NGKF Capital Markets; Head of Acquisitions - Alaiia Hotels

PROGRAM

3:40 pm – 4:05 pm - **Networking & Exhibitor Coffee Break**

4:05 pm - 5:00 pm – **BREAKOUT SESSION 2 A**

Gardenia I

THE EVOLUTION AND EXPANSION OF THE ALL-INCLUSIVE MODEL IN THE CARIBBEAN: After its origination in Europe with Club Med in 1950, All-inclusives quickly settled in the warm waters of the Caribbean, which became the epicenter of the development of the model. In exchange, the All-inclusives hugely contributed to the development of multiple destinations in the region, bringing airlift, boosting economies and creating jobs. The success of the model triggered a diversification process in terms of positioning and destination over the last decade, to keep attracting a demanding diverse clientele. This led to the appearance of new products, new brands, and even arouses the interest of traditional hotel companies which have entered into the business. In a market which keeps expanding, while being ever more competitive, what will be the new frontier of the All-inclusives? Will they renew or adapt to maintain success? How do the major players compete to ensure high occupancy intrinsic to the model? What is the evolution of the relationships with investors, banks or government? The highly qualified panelists will give insight on what the future of All-inclusives holds.

Moderator: **Mathieu Sauvestre**, Director of Development - Club Med

Panelists:

Fernando Mulet, Senior Vice President - Playa Hotels & Resorts

Fernando Fernandez, Vice President of Development – Apple Leisure Group

Jose Matheu Guila, Director of Development - Palladium Hotel Group

Mauricio Elizondo, Director of Development - Grupo Posadas

Pablo Gonzalez Carpizo, Director of Development - Melia Hotels International

4:05 pm - 5:00 pm – **BREAKOUT SESSION 2 B**

Gardenia II

CARIBBEAN LUXURY - GETTING IT RIGHT TODAY FOR SUCCESS TOMORROW: The Caribbean has always attracted some of the most luxurious hotels. While these projects are complex, expensive and challenging, getting them done right reaps rewards for developers, investors and brands. Hear executives from some of the leading luxury hotel and resort brands share the key ingredients that make Caribbean luxury successful. Discussion will include their take on specific market performance for luxury in the Caribbean and what projects are in the works.

Moderator: **Stephanie Ricca**, Editor in Chief - Hotel News Now

Panelists:

Bojan Kumer, Vice President, Caribbean - Marriott International

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

Juan Corvinos, Vice President of Development, Latin America & Caribbean – Hilton

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

Tom Riley, Vice President, Acquisitions & Development - Kimpton Hotels

5:00 pm - 6:00 pm (**Optional**) **Outdoor Soccer Game: KPMG & Bermuda vs HVS & The Rest of the World**

7:00 pm - 9:30 pm **COCKTAIL RECEPTION - OFFSITE - ROSEWOOD BERMUDA**

HOSTED BY GENCOM *Transportation provided from lobby of Fairmont Southampton*

▲ FORT ST. CATHERINE

Out Here

MYSTERIOUS SPACES
ARE SURE TO INSPIRE.



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FRIDAY, NOVEMBER 9, 2018**8:00 am - 9:00 am - NETWORKING BREAKFAST***Poinciana Ballroom***9:00 am - 10:00 am - GENERAL SESSION***Poinciana Ballroom*

LENDERS PANEL: Debt providers have demonstrated a renewed interest in the region's lodging sector. While lending levels were notably higher in the early 2000s, we could now be in a new and potentially more sustainable "normal". Our panelists, who represent a diverse sample of lenders, will discuss the keys to securing debt for hotel projects in today's marketplace. Topics will include their institutions' respective lending mandates and general project criteria, examples of recently completed deals, and observed changes in the overall capitalization of developments. We will also discuss whether last year's hurricane season has resulted in any lasting shifts in the lending landscape.

Moderator: **Jonas Niermann**, FSR - Financial Instruments Structured Products & Real Estate –PricewaterhouseCoopers

Panelists:

Gillian Charles-Gollop, Executive Director, Corporate Finance & Advisory - CIBC FirstCaribbean

Ray Klein, Head of Investment Banking Division - Republic Bank Limited

Rogério Basso, Principal Investment Officer, Head of Tourism – IDB Invest

Shamsah Fatima Dhala, Principal Investment Officer - International Finance Corporation

Stephen Gould, Vice President, Corporate Banking - The Bank of N.T. Butterfield & Son Limited

10:00 am - 11:00 am - GENERAL SESSION*Poinciana Ballroom*

CARIBBEAN GOVERNMENT LEADERS PANEL Where we've been and where we're headed: A government's role in paving the way. Our mixed-panel includes officials from both (a) islands that were directly and (b) not directly hit by hurricanes in 2017. We'll hear their perspectives on lessons learned. These officials will provide updates on how they fared the 2017/2018 season and share some of their plans for the future. Improvements to infrastructure, which are critical to the success of these future plans, will be discussed.

Moderator: **John Lancet**, Managing Director - HVS

Panelists:

Beverly Nicholson Doty, Commissioner - United States Virgin Islands, Department of Tourism

Rochelle Thompson, Investment Services Executive – Invest Turks & Caicos

Carlos Romo Esq., Planning & Development Director - Puerto Rico Tourism Company

Hon. Jamahl S. Simmons JP MP, Minister of Economic Development & Tourism – Govt of Bermuda

Ramon Koffijerg, Executive Director - Curacao Investment & Export Promotion Agency

11:00 am - 11:20 am - Networking & Exhibitor Coffee Break*Poinciana Prefunction*

11:20 am - 11:50 am – **GENERAL SESSION**

Ponciana Ballroom

AIRLIFT AND THE CARIBBEAN: In 2018 the Caribbean has seen a notable increase in flights from different airlines and cities. How do the major carriers perceive the region? What continues to make the Caribbean an attractive option for the airlines and what else is needed to continue the strong interest in the region?

Moderator: **Ben Mutzabaugh**, Editor, Today in the Sky - USA Today

Panelist:

Sean Doyle, Director Network, Fleet and Alliances - British Airways

11:50 am - 12:50 pm – **GENERAL SESSION**

Poinciana Ballroom

THE NEW NORMAL - BUILDING AND RENOVATING FOR THE FUTURE: Panelists will discuss Caribbean hotel design, construction, insurance, securing the right team and other important issues in response of the very active 2017 hurricane season. Design requirements and PIP's by the brands – hard brands / soft brands, construction cost efficiencies / value engineering – traditional build versus modular, opportunities for upgrading / repositioning. Stabilizing insurance premiums through design and specification changes – payback or not? Designing for hurricanes and earthquakes – selecting architects, engineers and construction companies who understand the islands and can deliver projects on time, to standard and on budget. Impact of hurricanes on the condominium / villa market in the islands.

Moderator: **Robert MacLellan**, CEO – MacLellan & Associates

Panelists:

Andres Osorio, Lead Designer, Hospitality – OBMI

Chris Barbe, Senior Vice President - dck worldwide

Plato Ghinos, President – Shaner Group

Roland Mouly, Principal – Hospitality Advisors

Rowland Bates, Executive Vice President – Southworth Development LLC

12:50 pm – **CLOSING REMARKS & BUFFET LUNCH**

Poinciana Ballroom

CONFERENCE ENDS

Out Here

TOURISM IS ON THE RISE.

Tourism Statistics 2017

MORE VACATIONERS | INCREASED SPENDING | YOUNGER TRAVELLERS
STRONG PERFORMANCE IN 2017 | MORE GROWTH PROJECTED IN 2018



11% ↑

LEISURE AIR ARRIVALS



8% ↑

AIR CAPACITY



20% ↑

TOTAL LEISURE SPENDING
(AIR LEISURE + CRUISE)



83% ↑

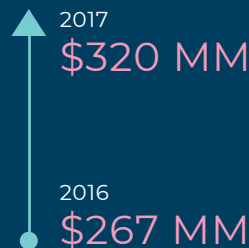
OF GROWTH IN
LEISURE AIR ARRIVALS
WERE UNDER AGE 45



U.S. LEISURE AIR ARRIVALS

BOSTON
NEW YORK
CANADA

16% ↑
3% ↑
19% ↑



PERCENTAGES ARE %
CHANGE COMPARING
2016 AND 2017



9% ↑

HOTEL OCCUPANCY

BERMUDA
TOURISM AUTHORITY

Parris E. Jordan

Managing Director - HVS Caribbean



Parris E. Jordan is the Managing Director of HVS in the Caribbean, where he oversees hospitality consulting and valuation assignments in the Caribbean, the United States, Central America, and Mexico from the HVS office in Nassau. Prior to assuming the Managing Director role, he was a Vice President with HVS in New York, where he spent almost seven years.

During his career, Parris has performed hundreds of complex hotel consulting and valuation assignments throughout the United States, the Caribbean, Mexico, and Central America. More specifically, he has conducted assignments in over 25 U.S. states and more than 25 countries. Parris's areas of expertise include hotel market and feasibility studies, appraisals, valuations, operator searches, target market and global expansion strategy development for prominent international hotel brands.

Parris holds an MS from the Preston Robert Tisch Center for Hospitality and Tourism at New York University (NYU) where he also lectured as an adjunct professor on lodging development from 2007 to 2009.

Nicole Roantree, LEED AP, ID+C

Conference Director and Senior Project Manager - HVS



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

Nicole's academic and professional experience within the hospitality and architecture industries allows her to provide a level of insight and expertise critical to hotel consulting assignments. Her extensive travel to 46 states domestically, Europe, Asia, Middle East, South America, Central America, Mexico and the Caribbean have proven priceless to understanding the vast differences between markets and cultures.

SPEAKERS



Ahmer Naushad

Senior Vice President, Development & Managing Director, Caribbean - Gencom

Ahmer Naushad has over fifteen years of global experience in real estate and hospitality strategy, investments, and asset management. In his current role as Senior Vice President and Managing Director, he oversees Gencom investments in the Caribbean, Middle East and Africa.

Prior to joining Gencom, Ahmer completed successful tenures with prestigious firms including Lehman Brothers Real Estate Partners/Trimont Real Estate Advisors, Miral Asset Management, Kingdom Hotels Investment, PKF Consulting, Istithmar World, InterContinental Hotels and Hilton Hotels.

Ahmer has a thorough understanding of major gateway cities and destination leisure markets. He has a hands on appreciation of asset classes including hotels, resorts, branded and unbranded residences/condo hotels, F&B and retail, offices and integrated mixed-use developments.

With core expertise in investment management, he is experienced in all facets of the real estate/hospitality investment cycle, including portfolio and single asset transactions, debt and equity funding, design and development, investment appraisal, asset management, operations and stakeholder management.

He holds an MBA in Investments from the Washington State University; a BA in Hotel Management from Austria; and a post graduate certificate in Real Estate from Cornell University. He is also a Certified Hotel Asset Manager ("CHAM") designee.

Alejandro Acevedo

Regional Vice President, International Hotel Development, Mexico & the Caribbean
Marriott International



Mr. Acevedo is currently a Regional Vice President for the Caribbean and Mexico of International Lodging Development of Marriott International. Prior to join Development, Mr. Acevedo was Manager in the Development Finance Department, Global Finance of Marriott International. He was also an associate at Crown Capital Latin America, a Private Equity Investment Fund based in New York. Previously he was a Project Leader at Promotora Cancun sunset Clubs in Mexico. Prior to this he worked as a consultant with GTT Proyectos in their Mexico City office. Mr. Acevedo holds a B.S. in Mechanical Engineering from Universidad Iberoamericana in Mexico City and an MBA from Georgetown University in Washington D.C.

Alejandro Moreno

President and Managing Director, LATAMC - Wyndham Hotel Group



Alejandro Moreno is the President and Managing Director for Latin America and Caribbean of Wyndham Hotel. Since his appointment in September 2017, Moreno is responsible for leading operations, development, sales, marketing, revenue management and support services for both franchised and managed hotels throughout the region, reinforcing the Wyndham Hotel Group structure to offer Wyndham's world-class support to guests and local partners. He is responsible for more than 214 hotels of 14 brands distributed in 20 countries in the region.

Moreno joined Wyndham in 2003, and until his appointment as Regional President, he worked as Vice President and General Manager of Wyndham Vacation Ownership (WVO), based in Brazil. From there he developed the operations of WVO Brazil. He supervised the partnerships of all the hotels, working together with the WVO corporate team in Orlando to implement the sales and marketing structure for the sale of timeshare in Brazil for the first time in the history of the company.

Prior to that, he worked as Director of the RCI (the timeshare division of Wyndham Worldwide Corporation and the largest timeshare company in the world) in Brazil, supervising Wyndham Destination Network's development and operations business in the region.

Previously, he developed his career in various sales and marketing positions in Six Continents in Brazil, InterContinental Hotels in Turkey and Hyatt Hotels & Resorts in Mexico.

He has a degree in Human Sciences from the National Autonomous University of Mexico (Mexico City) and is fluent in English, Spanish, Portuguese and Italian. His base of operations is in the new Buenos Aires Wyndham offices, reporting directly to Robert Loewen, Executive Vice President and Global CCO of Wyndham Hotel Group.



Ali Hoyt

Senior Director, Consulting and Analytics - STR

Ali Hoyt is Senior Director of Consulting and Analytics for STR (STR, Inc.). STR provides clients from multiple market sectors with premium, global data benchmarking, analytics, and marketplace insights. Founded in 1985, STR maintains a presence in 14 countries with a corporate North American headquarters in Hendersonville, Tennessee, and an international headquarters in London, England.

As Senior Director of Consulting and Analytics for STR, Ali leads a consulting team focused on providing custom data solutions to clients using STR's extensive database. Projects range from comp set selection and optimization to customized data-infused dashboards in Excel or Tableau software. She assists with new subscription-based report and product development. In 2016, Ali was awarded the Lori Raleigh Award for Emerging Excellence in Hospitality Consulting from the International Society of Hospitality Consultants (ISHC). She is a frequent speaker at industry conferences and meetings. Ali earned her bachelor's degree from Cornell University's School of Hotel Administration.

Andrés Osorio, SCA Colombia

Lead Designer, Hospitality - OBMI



Andrés brings clients a wealth of creativity and technical knowledge in hospitality design that assures every destination reflects the unique soul of a place.

He understands the importance of matching design excellence with day-to-day functionality to ensure both hoteliers and their guests are happy. It's a formula that has inspired his work for nearly twenty years.

Andrés has an extensive portfolio of built work around the world, with designs for high-end brands like the Ritz-Carlton Palm Hills in Cairo and St. Regis at St. George in Bermuda, and independent boutique hotels including the seaside Pasito Blanco and Pasito Lux in the Canary Islands.

A leader in the hospitality design team for OBMI's Destination Creation studio, Andrés has lived and worked in Latin America, the Caribbean, Canada, and the U.S. He has also completed numerous projects in the Middle East. As a seasoned traveler, Andrés uses his experiences to see hospitality properties through the eyes of an architect and an end user.

Andro Nodarse-León

Managing Partner - León, Mayer & Co.



Andro Nodarse-León is a co-founder and Managing Partner of LEÓN, MAYER & Co. ("LM") a private equity and investment banking firm with operations in Miami, New York City and San Juan, Puerto Rico. Since co-founding LM in 2005, Mr. Nodarse-León has worked on dozens of investment banking transactions, as well as the founding of Endeavor Schools a successful for profit pre-k to 8th grade private school company that owns and operates 37 leading private schools throughout the U.S., as well as the recent launch of LM's hotel acquisition and asset management practice with the purchase and complete renovation of El San Juan Hotel in Puerto Rico.

Prior to co-founding LEÓN, MAYER & Co., Mr. Nodarse-León was an investment executive at Kohlberg Kravis Roberts and Co. ("KKR") in New York City, where he pursued acquisition opportunities across a number of sectors, including: hospitality, media, and entertainment and consumer products. He played a key role in the \$1.5 billion acquisition of Sealy Corporation and worked alongside Sealy's Board of Directors and senior management team to help enhance the Company's operating performance, eventually leading to a successful IPO.

Mr. Nodarse-León graduated with honors from The University of Pennsylvania with a B.S. in Economics from The Wharton School and a B.S.E in Systems Engineering from The School of Engineering and Applied Sciences. He also holds his FINRA Series 79 and 63 licenses.

SPEAKERS

Ben Mutzabaugh Editor - USA Today



Ben Mutzabaugh is a travel reporter for USA TODAY. He has written “Today in the Sky,” a daily blog about air travel and the airline industry, since 2002. He has detailed knowledge of aviation and airline news and trends, plus airfare tips from a consumer perspective.

Mutzabaugh appears regularly on a number of national networks to discuss the latest air travel topics. He has appeared on the NBC Today Show, CBS This Morning, the PBS NewsHour, MSNBC, CNBC, Fox News and numerous local stations across the nation.

Today in the Sky is the 2010 winner of Society of American Travel Writers’ Lowell Thomas Award for the nation’s “Best Travel Blog,” and won the bronze medal in 2011 for the same award. Today in the Sky also won Presstime Magazine’s 2008 award for best topical reporting for large sites and Editor & Publishers’ Eppy award in 2006 and 2009 that recognized it as the nation’s best business blog. And in 2013, Today in the Sky took home a Silver Award from the North American Travel Journalists Association for “Best Publication Travel Blog.”

Mutzabaugh joined USA TODAY in 2000. He is a 1997 graduate of Pennsylvania State University.

A native of Harrisburg, Pa., and a Penn State University graduate, his first flight was a US Air flight between Baltimore and West Palm Beach in the 1980s. A resident of Washington, D.C., Ben’s favorite travel destinations include San Francisco, New York, Toronto, Berlin and Tulum, Mexico.

Beverly Nicholson-Doty Commissioner - U.S. Virgin Islands Department of Tourism



Beverly Nicholson-Doty serves as Commissioner of Tourism for the United States Virgin Islands, a cabinet-level position. She oversees the Department of Tourism’s advertising and marketing strategy, its national and international tourism-related efforts and product development. Raised in St. Thomas, Mrs. Nicholson-Doty began her career in the hospitality industry while attending the College of the Virgin Islands.

In 1993, Nicholson-Doty joined the St. Thomas-St. John Hotel & Tourism Association as its Executive Director. In this position, her responsibilities included spearheading the implementation and development of the Association’s strategic plan. Nicholson-Doty oversaw the unification of the St. Thomas-St. John Hotel & Tourism Association with the St. Croix Hotel & Tourism Association to create an integrated Association that strengthens the entire U.S. Virgin Islands hotel product while recognizing the unique offerings of each island. In 2004, she was appointed President of the USVI Hotel & Tourism Association. Nicholson-Doty has served as Commissioner of the USVI Department of Tourism since 2007, and as Chairman of the Caribbean Tourism Organization (CTO) Council of Ministers and Commissioners from October 2012 to September 2014.

Bill Stadler EVP, Chief Investment Officer - Aimbridge Hospitality



Bill Stadler has over 35 years of experience in the hospitality industry. Given the depth of his experience and primary focus on real estate and finance, he was appointed Chief Investment Officer of Aimbridge Hospitality in 2014. Prior to joining Aimbridge, Mr. Stadler spent 11 years as an investment sales specialist with HFF and Molinaro Koger where he represented private equity firms, REITs, global hotel companies, and high net worth individuals including such notable companies as Hilton, Hyatt, Marriott, Starwood, Blackstone, FelCor, RLJ, and Host. His transaction experience included single assets as well as large portfolios across all chain scales including Caribbean and Mexican resorts. Mr. Stadler was Sr. Vice President and Chief Acquisitions Officer of FelCor Lodging Trust, whom he joined shortly after their IPO and was responsible for the growth of the company from nine hotels to a portfolio of more than 200 assets with a market capitalization of greater than \$3B. His background further encompasses development and franchise sales positions with Marriott Corporation and Embassy Suites.

Mr. Stadler received a master’s degree from the Cornell School of Hotel Administration and B.A. from Denison University. He is an active member of the Urban Land Institute and holds a real estate license in Texas.



Bojan Kumer

VP, Lodging Development, Caribbean & Latin America - Marriott International

Bojan Kumer is the Vice President of Lodging Development for Marriott International Inc. and The Ritz-Carlton Hotel Company for the Caribbean and Latin America region and is based in Miami, Florida. Mr. Kumer is responsible for hotel development of all the brands for the Caribbean including Bvlgari Hotels & Resorts, The Ritz-Carlton, JW Marriott, Edition, Autograph Collection Hotels, Renaissance Hotels, AC Hotels, Marriott Hotels & Resorts, Courtyard, Fairfield Inn, Residence Inn and Marriott Executive Apartments.

Mr. Kumer brings 13 years of experience within Marriott's corporate finance and development organizations and hotel operations.

Mr. Kumer began his career with Marriott International, working at the Ritz Carlton finance department in St. Louis. Since then, Bojan has worked at different finance departments within Marriott Corporate office in Bethesda, Maryland, managing financial reporting for 15 Marriott entities in Central and Eastern Europe, supported company's financial planning processes (Budget and Long Range Plan), provided support to Treasury, Investors Relations, Global Asset Management, and Development. In 2009, Bojan has moved to Corporate and Development Finance and worked on complex financial transactions and M&A's which resulted in addition of new MI branded hotels worldwide. In 2016, Bojan was promoted to his current role.

Camilo Bolaños

Vice President of Development and Real Estate - Hyatt Hotels Corporation



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

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

Carlos J. Romo Aledo Esq. CPA

Director, Planning and Development - Puerto Rico Tourism Company



Mr. Romo is the Director of Planning and Development for the Puerto Rico Tourism Company Since March 2018, applying his experience in Puerto Rico Tax Law to foster the development of new lodging across Puerto Rico and ensure their quality.

Prior to joining the PRTC Mr. Romo served as a special prosecutor for the Puerto Rico Justice Department for five years specializing in Tax Crimes. During this time Mr. Romo led the first successful prosecution in Puerto Rico for evading payments of sales and use taxes which resulted in a restitution of \$1,270,000 to the government of Puerto Rico. Mr. Romo also successfully prosecuted the first employee trust fund tax case in Puerto Rico. These initial efforts paved the way for future convictions and strengthened tax law enforcement in Puerto Rico.

As part of his role as Director, Mr. Romo supervises a staff of architects, engineers, urban planners and sustainable tourism experts to make coherent plans on future developments. In addition, he supervises data analysts to provide the industry with tools to make decisions, focused on quality control and educating professionals who ensure Puerto Rico's Human Capital and Lodgings are up to global standards.

SPEAKERS

Chris Barbe

Senior Vice President - dck worldwide



Chris Barbe has over 23 years of experience in the commercial construction industry, managing global projects throughout the Caribbean, Asia Pacific region, and North America. Since joining dck worldwide 13 years ago, his responsibilities include overseeing projects across hospitality, retail, multi-family, government, commercial, heavy industrial, and luxury residential market sectors.

As Senior Vice President, Chris is responsible for development and pre-construction of projects across dck worldwide, which is one of the leading commercial construction companies and building solutions providers in the Caribbean. During his career, Chris has managed the successful completion of large projects, with an excellent track record of delivering projects for clients on-time and within budget. In addition, he oversees the company's Capital Solutions Group, which is uniquely positioned to bring financing opportunities to clients' projects.

Chris's hospitality accomplishments with the company include marque projects across the Caribbean islands for some of the most recognizable hospitality brands, such as Four Seasons, Rosewood, Belmond, Ritz-Carlton, Hilton, Marriott, among others.

Christopher Puchalla

Senior Advisor - Iron Point Partners, LLC



Mr. Puchalla joined Iron Point Partners, LLC in 2012 as a Senior Advisor. Iron Point Partners, LLC manages \$3.8B in equity commitments across several investment vehicles. Mr. Puchalla's responsibilities include sourcing and structuring new investment opportunities, acquisition due diligence, transaction execution and capital raising. Mr. Puchalla has either led or been actively involved in investments in hospitality, multifamily, self-storage, data centers, industrial and distressed assets.

Prior to joining Iron Point Mr. Puchalla was a banking executive and entrepreneur founding commercial development, residential mortgage finance and fintech companies. In addition to his role at Iron Point Chris is an active angel investor, advisor and board member to several start-up companies in a broad range of industries. He earned his BA degree from St. John's University, MN and resides in Washington DC.

Christian Charre, CRE, FRICS

Senior Vice President - CBRE Hotels



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



Claude Duncan

Vice President - JAMPRO

Claude Duncan oversees the planning and execution of strategies to attract foreign investment, across a diverse set of Industries, into Jamaica. Under his leadership, Jamaica's visibility and reputation as a place for investment and business has been significantly enhanced and foreign direct investments into the country has seen consistent growth over the last few years.

He has extensive knowledge of the investment landscape across numerous sectors and has advised many clients on project selection and implementation and joint venture partnerships. Currently, his purpose and passion lies in helping to create job opportunities for Jamaicans by helping new and existing entrepreneurs to successfully launch and grow their Jamaican presence and to help Jamaican based businesses in their globalization efforts.

Prior to his current role, Claude had a 19 year career in the technology industry with IBM/ Lenovo where he gained extensive experience in strategic planning, market development, channel and direct sales and technology planning and implementation. He has taught several classes and presented at various forums on leveraging technology in business.

He has a BSc (Hons) in Electrical and Computer Engineering from the University of the West Indies (St Augustine) and an Executive MBA from the University of New Orleans.

David Larone

Senior Managing Director - CBRE Hotels



David Larone is a Senior Managing Director and practice lead with CBRE Hotels Valuation and Advisory Services group in Canada. He is based in Toronto, but has responsibility nationally. David joined CBRE Hotels in 2015 with the CBRE's acquisition of PKF Consulting Canada, where he was National Managing Director. David had been with PKF since 1975, and has over 40 years of hotel development, operational and investment advisory experience.

He has worked extensively within the hotel and resort sector nationally and provincially in undertaking numerous operational reviews, development studies and appraisals on behalf of owners, developers and lenders. David has considerable experience with resort development and hotel valuations in the Caribbean and Latin America with recent experience in Belize, Panama, Dominican Republic, Antigua, Trinidad and Tobago, Bahamas, Anguilla, Barbados and Bermuda.

Fernando Fernandez

Vice President of Development - Apple Leisure Group



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

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

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

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

SPEAKERS

Fernando Mulet

Senior Vice President, Head of Development - Playa Hotels & Resorts

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

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

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



Gary Brough

Managing Director – KPMG

Gary is the Managing Director for KPMG in Turks & Caicos Islands and Head of KPMG's Travel, Leisure & Tourism ("TLT") group in the Caribbean with offices in Antigua & Barbuda, Aruba, Bahamas, Barbados, Bermuda, Bonaire, BVI, Cayman, Dominica, Jamaica, St Lucia, St Maarten, St Vincent & Grenadines, Grenada and Trinidad & Tobago. KPMG'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 is currently lead partner on an engagement to advise the Turks and Caicos Islands Government on a National Tourism Policy and Strategic Implementation Plan. Gary is client service partner to a variety of world renowned luxury resorts. He 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 restructuring and "turn around" engagements both locally and internationally. Gary is a regular moderator and speaker at tourism industry conferences.



George Spence

Managing Principal– Leading Property Group

George Spence is an active participant in the hotel, resort and tourism sector in Latin America and the Caribbean. As a Managing Principle of the Leading Property Group, 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 useful and pragmatic, especially when relatively complex deals with multiple stakeholders and jurisdictions are involved. An example is the successful 2014 sale process arranged by Leading Property Group of Decameron Hotels & Resorts, a regional hotel company with 27 owned, leased and managed hotels in seven countries. This deal was recently recognized in September, 2014 as the Deal of the Year at SAHIC, the South American Hotel Investment Conference.





Gillian Charles-Gollop

Executive Director, Corporate Finance & Advisory Corporate and Investment Banking - CIBC FirstCaribbean

Mrs. Gillian Charles-Gollop ACIB, MBA is Executive Director, Corporate Finance and Advisory at CIBC FirstCaribbean International Bank with responsibility to provide senior client coverage, credit structuring and advisory support to the Bank's regional Corporate & Investment Banking team and clients.

Gillian has over 25 years' experience in the banking and financial services sector covering the following areas: Commercial Banking, Capital Markets, Corporate & Investment Banking, Credit Risk Management, Corporate Strategy, Governance & Operational Risk Management, Business development, structuring and executing financial solutions to corporate clients across the Caribbean, Corporate Finance & Advisory Services successfully leading and executing public and private merger transactions for clients in the Caribbean, Supporting loan asset growth in various sectors including real estate, renewable energy, infrastructure projects, regulated telecom and electric utilities.

Gillian is an Associate of the Institute of Canadian Bankers and holds an MBA (Finance) from the University of Leicester, UK.



Gregg Anderson

Global Vice President, Wyndham Destinations - RCI/The Registry Collection

Gregg Anderson is a Global Vice President of Wyndham Destinations. He is the overall company lead and responsible executive for The Registry Collection program, an elite exchange network of luxury vacation properties at some of the world's premier destinations, linking nearly 240 developments in over 40 countries worldwide. He is a frequent speaker, moderator and panelist at conferences and is one of a handful of authorities on the subject of luxury leisure real estate and reciprocal use programs for this niche segment.

Prior to Wyndham Destinations he was Vice President of Acquisitions for Intrawest, North America's premiere mountain resort company; Senior Vice President of Sales and Marketing for ClubCorp Resorts, a division of the world's largest network of private golf and country clubs; and for almost 15 years was in various positions in brand management with The Walt Disney Company both in the United States and Japan.

He holds a bachelor's degree in Communications from Florida State University and attended graduate school for Etruscology in Italy. Gregg is a Trustee of the American Resort Development Association (ARDA) www.arda.org and is the Americas Ambassador to the Hoteliers Guild www.hoteliersguild.com. He was a board member of Habitat for Humanity of the Sandhills and is a retired executive with The Boy Scouts of America. His passions include snow skiing, backpacking, scouting and international cultural travel. Gregg has two sons in university and lives with his wife, Shawn, in Florida.



Gregory Bohan, ISHC

Instructor/Special Programs - Florida Atlantic University - Hospitality Management

Gregory T. Bohan, ISHC, BS Cornell University, MS Florida International University is an instructor and Coordinator of Special Programs at Florida Atlantic University's College of Business, instructing in the rapidly growing Hospitality and Tourism Management Program. Prior to joining the faculty at FAU, Mr. Bohan was on the faculty at the Chaplin School of Hospitality at Florida International University, where he designed and taught graduate and undergraduate level classes in financial feasibility analysis and revenue management for the hospitality industry.

In addition to his teaching, Mr. Bohan maintains a strong presence in the world of hospitality consulting, building on more than 35 years of hospitality consulting – primarily in the areas of financial structuring and market feasibility. Before embarking on his current, full-time teaching career, Mr. Bohan was Managing Director of Pinnacle Advisory Group's Florida/Caribbean practice. Earlier in his career he was a co-Principal in charge of the consulting practice at PKF's New York office as well as developer/owner/operator of full-service country inn in Vermont. He is on the Executive Committee of the Board for the Hotel Sales & Marketing Association's South Florida chapter and active in other industry affairs.

SPEAKERS

Ian Ricci

Vice President Development - Accor Hotels



Ian brings close to two decades of hospitality industry experience with a focus on the financial sector to his new role. He joined AccorHotels in April 2018 from CWB Franchise Finance, a division of Canadian Western Bank, where he was Senior Account Manager. He held the same position at GE Capital, where he worked for nearly a decade, starting as a Structuring Manager in late 2006. Ian also spent time at HVS International, where he worked on market and hotel feasibility studies, and hotel valuations on a broad range of asset types – from budget hotels to five-star resorts – across Canada and the United States.

Ian began his career as a management trainee at Hilton International, which saw him rotating through all management functions at a number of hotels in Canada and the US.

Ian earned a Bachelor of Commerce degree in Hotel and Food Administration from the University of Guelph in Ontario, Canada.

Honorable Jamahl S. Simmons, JP, MP

Minister of Economic Development & Tourism - Government of Bermuda



Mr. Jamahl Snaith Simmons is the son of former Progressive Labour Party Parliamentarian Lionel D. Simmons and “The Bermuda Cookbook” author Cecille Snaith. He grew up in Somerset, Bermuda and attended West End Primary School, later attending the Berkeley Institute and Kent’s Hill School in Maine. He studied Political Science at Howard University in Washington DC and returned to Bermuda in 1997, beginning a career in broadcast journalism. In 1998 he received a Bermuda Gold Award for Bermuda’s Best Sportscaster.

Jamahl Simmons was elected to Parliament for the constituency of Pembroke West on February 7, 2002 in a by-election. In 2002 he received a Bermuda Gold Award for “Political Coup,” after being elected as Bermuda’s then youngest MP. Mr. Simmons was re-elected in the 2003 General Election with an increased majority. Jamahl Simmons did not seek re-election in the 2007 General Election and in February 2008, was appointed to serve as Chief of Staff to the then Premier of Bermuda, Dr. The Honorable Ewart F. Brown JP, MP. In February 2010, he was appointed to the post of Press Secretary to the Premier, serving in that post until the conclusion of Premier Brown’s term in October 2010.

On November 18, 2014, Jamahl Simmons defeated the OBA’s candidate in a bye-election returning the Sandys South Seat to the PLP for the first time since 2012. Mr. Simmons is a Public Relations and Marketing professional with a wide a varied career, both in Bermuda and in the global arena, having worked in broadcasting, on several international political campaigns and as advisor to candidates, elected officials and businesses around the world. He also is a professional writer with articles published online for various entertainment websites. Jamahl Simmons is married to radio personality Sherri Johnson-Simmons host of The Sherri Simmons Show on Magic 102.7 and has two sons.

Joan Bertran

Global Head of Commercial Real Estate & Hotels - Banco Sabadell Miami Branch



Joan Bertran joined Banco Sabadell in 2008 to manage the Group’s Real Estate portfolio (\$15bn). Since then he served in different executive positions and today he is the Banco Sabadell’s Group Global Head of Commercial Real Estate & Hotels. Based in Miami, he is in charge of the CRE & Hotels Group’s financing activity with teams in America and Europe.

Previously, Joan served as Business Manager at ‘Logispark’, a Banco Sabadell JV with a RE developer, where he managed investments for \$800M to develop more than 700.000sqm of CRE in Europe. He started his professional career in 1999 as Construction Manager at Ferrovial.

Joan has over 19 years of experience in Real Estate gained in various positions in different companies, covering the whole Real Estate value chain: starting in Construction and Project Management, and ending with a prime focus on Asset Management, Investment and Finance.

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



John Lancet, MAI
Managing Director, Miami – HVS

John Lancet is a Director and Partner at HVS' Miami office. Over the past eighteen years that John has been with HVS, he has appraised and/or consulted on more than 500 hotels, resorts, and/or shared ownership developments. Prior to joining HVS, John obtained his operating experience from several hotels located in South Florida and also worked as a regional manager for a major vacation ownership company. A graduate of FIU's School of Hospitality Management, John is a certified general real estate appraiser in Florida and a MAI Member in the Appraisal Institute.



Jonas Niermann
Financial Instruments Structured Products & Real Estate – PwC

Mr. Niermann is a director in PwC's Real Estate and Hospitality & Leisure Consulting Practice in Miami. He has extensive experience in the hospitality industry and has provided related advisory services in the Americas, Europe, and the Middle East.

In addition to his broad understanding of hotel operations, Mr. Niermann has expertise in a variety of disciplines, including acquisition due diligence, market-entry strategies (products and geographies), real-estate valuation, prospective financial studies, and mixed-use community planning. Mr. Niermann has worked on behalf of developers, hotel companies, and financial institutions, among others, and has experience with a variety of asset types, including urban and resort hotels, vacation-ownership products, complex mixed-use communities, and recreational facilities such as golf courses and marinas.

Prior to joining PwC, Mr. Niermann's experience included hotel operations in Europe and North America, as well as global strategic planning for a Fortune 100 company. Mr. Niermann holds an MBA from Washington University in St. Louis, Missouri, and speaks English, Spanish, and German fluently.



José Matheu Guila
Chief Development Officer - Palladium Hotel Group

Jose Matheu is the Chief Development Officer of Palladium Hotel Group since 2016. The group currently operated a portfolio of 9 Hotel brands, gathering almost 14,000 room/keys in six different countries. Responsible for seeking opportunities globally, and as a priority Mr. Matheu is finding investment partners who are willing to analyze reconversion projects in association with the group with the aim of repeating success stories like Ushuaïa Ibiza Beach Hotel, Hard Rock Hotel Ibiza & Tenerife and Only You Hotels.

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

Mr. Matheu was born in Spain and holds a Master in Corporate Finance from ESADE Business School, and a Law & L.L.Business degree from Universidad San Pablo CEU of Barcelona, achieving a Mention in Business in Dublin, Ireland, and in parallel is Advisor of the Spanish Ministry of Finance on the perspective of business internationalization and investment strategy for companies.

SPEAKERS

Juan Corvinos

Vice President – Development, Latin America & the Caribbean - Hilton



Juan Corvinos, Vice President – Development, Latin America and the Caribbean is responsible for the expansion of Hilton’s portfolio of brands throughout Latin America and the Hispanic. In this senior leadership role since September 2017, Corvinos is overseeing a group of talented executives who collectively drive the company’s growth strategy across the region.

Most recently, Corvinos served as Managing Director - Development, Mexico, Central America, Andean region and Hispanic Caribbean since 2013. During his tenure, he made a positive impact on the company’s pipeline in Latin America, where the number of deals signed since his arrival grew by 100 percent.

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

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

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

Ken Greene

President, Americas - Radisson Hotel Group



Ken Greene is President, Americas for Radisson Hotel Group (formerly Carlson Rezidor Hotel Group). He responsible for leading operations, development and technical services in the Americas. Greene reports to John Kidd, Chief Executive Officer and Chief Operating Officer, Radisson Hospitality, Inc.

In his role, Greene is focused on the performance, and expansion of the Americas portfolio which includes over 700 hotels in operation and under development across the company’s core brands: Radisson Blu®, Radisson®, Radisson RED, Park Inn® by Radisson, Park Plaza® and Country Inn & Suites® by Radisson. In addition, he oversees the company’s managed portfolio in the Americas, ensuring operational excellence and optimizing performance.

Prior to joining Radisson Hotel Group, Greene was the Chief Executive Officer of Greengrass Consulting, a Toronto-based start-up that provides management consulting and advisory services on company strategy, branding, and real estate transactions. Prior to that, he was the President and Chief Executive Officer for Delta Hotels and Resorts, where he transformed the company by repositioning it as a leader in the Canadian upscale, full-service hotel segment.

From 2001-2012, Greene held various positions at Wyndham Worldwide, including President and Managing Director, helping to establish Wyndham’s Asia Pacific regional headquarters.

Lance Shaner

Chairman & CEO - Shaner Hotels



Lance T. Shaner serves as Chairman and Chief Executive Officer of Shaner. A graduate of Alfred University, he provides the business strategy and entrepreneurial spirit for multiple companies. Under Lance’s leadership, the companies have completed over two billion dollars in transactions and have grown into a highly respected business group with over 3,000 employees.

Throughout Mr. Shaner’s extensive career he has been successful in leading the companies in areas such as finance, venture capital, contract negotiations, real estate development, acquisitions and strategic investment advice. Today as the CEO of Shaner, Lance is responsible for the overall management of the company and setting of strategic directions. In this leadership role, the companies have completed a number of initiatives including:

Formed Shaner Growth Fund I and II (a private mortgage REIT) in 2009. The companies acquired \$154 million of commercial mortgage debt which was sold in 14 months for a 41% IRR; The formation of a \$300 million hotel investment partnership with Five Arrows Realty Securities IV, LLC in 2007 (now Shaner Hotel Holdings L.P.); Formed Shaner Capital L.P. in 2010, a \$100 million investment fund with interests in finance, energy, condominiums, water treatment, and industrial construction; Responsible for both new development and redevelopment of over 75 hotel projects with leading brand affiliation such as Marriott, InterContinental and Hilton; Completed a \$236 million CMBS loan offering in 2014; Developed the award-winning Williamsburg Square property in State College, Pennsylvania; The funding and development of a regional cable television company in western New York and northern Pennsylvania that was sold for a substantial profit in 1988.



Liam Day

Managing Director – BCQS International

Liam is the Managing Director of BCQS International (www.bcqs.com), the largest property and development consultancy in the Caribbean and Latin America with twelve offices and over eighty staff.

Liam has over thirty years of experience providing quantity surveying, project management, project monitoring and appraisal services to both public and private sector clients. He has lived and worked in the Caribbean since 1990 and has personally worked on projects in Anguilla, Aruba, Bahamas, Barbados, Belize, Bermuda, Bonaire, Cayman Islands, Costa Rica, Cuba, Curacao, Dominican Republic, Jamaica, Puerto Rico, Providenciales, St. Lucia, St. Maarten, St. Thomas, Tobago and Tortola.

Liam has a BSc in quantity surveying from Leeds Metropolitan University. He is a Fellow of the Royal Institution of Chartered Surveyors and an Associate of the Chartered Institute of Arbitrators. Additionally, Liam is an RICS Registered Valuer, an RICS APC Assessor and sits on the RICS Americas Eminent Panel and Education and Standards Board.

Marco Roca

President, Global Development and Chief Development Officer -
Caesars Entertainment



Marco Roca is President of Global Development and Chief Development Officer for Caesars Entertainment. He leads development efforts to expand Caesars' gaming business and develop hotel opportunities.

Immediately prior to joining Caesars, Roca was Executive Vice President and Chief Development Officer for Hard Rock International. He has also served in executive leadership and property operations roles with companies including Realogy, Wyndham, Starwood, Marriott and Hilton. Over his career, he has been involved in closing more than 1,500 deals which equates to approximately \$50 billion in development expansion.

Roca is fluent in English, Spanish, French and Portuguese. He holds a B.S. in Industrial Psychology from University of The Americas in Mexico and a Master's of Science in Management and Organizational Development from the United States International University in Mexico City.

Mark Durliat

Chief Executive Officer & Principal - Grace Bay Resorts



Durliat has 20 years of development experience in the resort real estate industry. He is CEO and co-Founder of Grace Bay Resorts (GBR) and has been a driving force in luxury travel and residential development in the Turks and Caicos for 14 years. Durliat led the acquisition and \$100m redevelopment of the boutique hotel, Grace Bay Club. GBR also manages the West Bay Club, a 74-key luxury property on Grace Bay beach and in 2013 launched its residential division The Residences by Grace Bay Resorts, a collection of branded, uber-luxe beachfront homes. From 2010-2013 GBR was the brand behind the Veranda Resort. Grace Bay Resorts now manage or are in development of real estate projects valued at over \$250 million in the Turks & Caicos and directly employ nearly 400 hospitality and development staff. Durliat graduated from the University of Southern California with a BS in Business (Entrepreneur Program) and French.

SPEAKERS

Martyn Bould, MBE

Chairman - Bould Consulting Limited



Martyn Bould has over fifty years of experience in all aspects of development and construction advice as well as appraisals, claims consulting, quantity surveying, cost and risk control and management, the last forty 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. Martyn was appointed a Member of the Most Excellent Order of the British Empire (MBE) by Her Majesty, Queen Elizabeth in 2012.

Mathieu Sauvestre

Director of Development, North America & Caribbean - Club Med



Mathieu Sauvestre is the Director of Development for Club Med in North America and the Caribbean. After joining the development team of Club Med in 2009, he had the opportunity to take different positions in Africa, Middle East, Southern Europe or in the mountain development in the Alps. Accompanying the development of the Club Med on the upscale market for the last 7 years, he is now in charge of developing the new flagships of the brand in this part of the world. Mathieu graduated from HEC Paris with a Master in Manager and has previous position in Private Equity Funds in London.

Matthew J. Norton, Esq.

Practice Area Leader - Real Estate - K&L Gates, LLP



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

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

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

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



Mauricio Elizondo

Director of Development, Resorts - Grupos Posadas

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

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

Mauricio is based in Posadas headquarters in Mexico City.



Michael Morton

Vice President, Owner Relations - Best Western Hotels & Resorts

Michael Morton is Vice President, Owner Relations for Best Western Hotels & Resorts. Morton oversees the company's North American Development team and the development process from hotel member application to activation.

Since joining Best Western in 2009, Morton has made many contributions including leading brand training efforts to become one of the best in the industry, development of the company's customer-care initiative I Care® and led the company's customer feedback initiative by working with partner Medallia to greatly enhance the customer survey feedback reporting tools and training available to Members.

Before joining Best Western, Morton was involved in single property and corporate multi-hotel operations since 1985, working with such brands as Doubletree, Hilton, Holiday Inn, Hyatt and Marriott. He spent more than ten years with Boykin Management Company (BMC), most recently as senior vice president of operations for BMC overseeing their full-service hotel portfolio. Morton was also vice president of operations for JHM hotels, hired to lead the company's entry into the full-service upscale hotel market. He has a very strong hotel operations background with expertise in food and beverage operations. He is a graduate of the University of Akron with a bachelor's degree in Industrial Management/Industrial Accounting.



Michael Register

Principal - Trust Hospitality

Michael Register is EVP of Business Development and Legal Counsel for Trust Hospitality, a management company focused on independent boutique hotels. In addition, Michael works with investment partners to source hotel properties for acquisition or development.

Prior to Joining Trust Hospitality, Michael was in charge of business development and legal matters for Nikki Beach worldwide. At Nikki Beach, Michael was responsible for sourcing over 20 new hotel and other F&B development projects around the world.

Prior to working in the hospitality industry, Michael was the co-founder of a successful software company. Previously he practiced international corporate and business law, including two years at the Pinheiro Neto Law Firm in Sao Paulo, Brazil. Michael received his J.D. from Cornell Law School where he was a member of the Cornell Law Review and his B.A., magna cum laude, in Latin American Studies from Vanderbilt University.

SPEAKERS

Nicholas Hecker

Senior Principal – Och-Ziff Real Estate



Nicholas Hecker is a Senior Principal and Chief Investment Officer of Oz Real Estate (OZRE), where he is involved in all aspects of OZRE's business, including acquisitions, asset management and fundraising. Throughout his tenure at OZRE, Mr. Hecker has worked on complex equity and debt investments, completing investments across nine different real estate asset classes. Mr. Hecker focuses on both traditional real estate sectors, and certain niche asset classes, including developing OZRE's gaming, resort and cell towers strategies.

Prior to joining OZRE 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.

Mr. Hecker graduated cum laude from Harvard Law School where he received a J.D. and graduated phi beta kappa and magna cum laude from Brown University where he received a B.A. in Economics and Political Science.

Pablo Gonzalez Carpizo

Director of Development - Melia Hotels International



Pablo Gonzalez is Director of Development – The Americas, for Spanish-based Meliá Hotels International, a 60-year-old international hospitality company with over 370 hotels in 40 countries on five continents. His responsibilities include expansion opportunities for MHI's strategic growth plan for the Americas. Pablo is also in charge of expanding the relationship network with developers and grow the presence and pipeline of deals for the continent.

Prior to that, Pablo worked for Hyatt Hotels Corporation and Starwood Hotels and Resorts where his main responsibility was expanding the presence of Hyatt and Starwood, respectively, in Mexico and Central America.

Pablo has also vast experience in acquisitions, collections and workouts, working for companies such as Paratus FIG in Spain, and DB Real Estate and BBVA Bancomer in Mexico, where the portfolios under management included mainly Hotels and Real Estate Assets.

Pablo holds a Bachelor in Business Administration from The University of Colorado, USA and a MBA from University of Bristol, England and Ecole Nationale Des Ponts et Chaussees, France.

Phil Keb

Executive Vice President, Development - Gencom



Phil Keb is Executive Vice President, Development for Miami based Gencom. In this role, he is responsible for overseeing the firm's investments in Bermuda and Costa Rica as well as leading the development activities of new projects around the world. He also acts as a liaison for the Gencom subsidiary, Benchmark, a Global Hospitality Company.

Prior to joining Gencom, Phil managed global development for well-known hospitality groups including Langham Hospitality Group, Commune Hotels & Resorts, Kiawah Partners and Capella Hotel Group, in addition to over 10 years at the Ritz Carlton Hotel Company. With a background in engineering and a passionate commitment to finance and development, Phil has had the opportunity to tackle complex deals and resulting challenges for premiere international luxury, business and lifestyle brands. His experience ranges from complex financing structures to millennial focused development, including the financing or development of over 50 luxury hotels with an investment value of over \$4 billion.

Phil began his hospitality career with Hyatt Hotels Corporation where he held various management positions in the design and construction group. He is a graduate of The Georgia Institute of Technology and a long time active member of the Recreational Development Council of the Urban Land Institute.



Plato Ghinos

President & COO - Shaner Hotels

As President, Plato Ghinos is a key member of the Shaner Hotel Group management team. Plato joined Shaner Hotels in 1995 and has since participated in the acquisition and development of multiple hotel and restaurant properties and progressed franchise relationships and negotiations with several well-known brands. Most recently Plato was named as Managing Director of Shaner Italia and is responsible for expanding the company's hotel portfolio in Italy.

Plato previously served for 10 years as Executive Vice-President for Federated National, a real estate development group specializing in the management and development of more than 25 hotels, resorts, restaurants and apartment complexes.

Plato has extensive experience in sales and marketing, as well as in hotel and restaurant operations. A native of Athens, Greece, Ghinos came to the United States to attend college, and worked for an international hotel group during graduate school. He received his B.A. in business administration from Coe College, Cedar Rapids, Iowa, and his Masters Degree (M.B.A.) at the American Graduate School of International Management, (Thunderbird Campus) Phoenix, Arizona.

Ghinos is a member of several boards including the MINA board for full-service Marriott's, University of Delaware's Hotel Restaurant & Institutional Management (HRIM) Advisory Board and the Hunter Hotel Investment Conference Advisory Board. He also serves as a franchise advisory member for Marriott International's Fairfield Inn & Suites brand. Ghinos taught several classes as part of faculty staff at Pennsylvania State University School of Hotel, Restaurant and Recreation Management and has been a guest lecturer at various Universities and hotel investment conferences. Ghinos was honored as a Fall 2011 Conti Professor at the Pennsylvania State University School of Hospitality Management.

Ramon Koffijberg

Director - Curacao Investment & Export Development Agency - CINEX



Ramon Koffijberg was born in The Netherlands, and is the founding and current Director of Curacao Investment & Export Development Foundation, (CINEX), doing business as Curacao Investment & Export Promotion Agency. CINEX was established on July 31st, 2014 by the Ministry of Economic Development, with the main purpose of effectively attracting and assisting foreign investors and entrepreneurs throughout the process of seeking and setting up business on the island. Curacao Invest focuses on local companies when seeking to do business internationally. Their mission is to continuously and effectively attract foreign direct investment, as well as to promote and encourage the export of local product and services in order to boost the economic development of Curaçao.

With the support of the Ministry of Economic Development, Ramon is committed to make sure CINEX becomes a world-renowned agency and acting as an investor's first point of contact, providing excellent investor's facilitation services.

Ray Klien

Head of Investment Banking Division - Republic Bank Limited



Ray is the Head of the Investment Banking Division of Republic Bank Limited, the leading capital markets group within the Caribbean providing various financial-related and other services to individuals, corporations, and governments such as raising financial capital by underwriting or acting as the client's agent in the issuance of securities. He has over 10 years of combined experience in investment banking and wealth management. Prior to joining Republic Bank, Ray was a Vice President at Citigroup within its Institutional Client Group, where he structured alternative investment products for professional family offices. Before Citi, Ray worked at Morgan Stanley, where he ran a \$13 billion alternative investment platform for high net worth clients to invest in private equity and real estate opportunities. He holds a Bachelor of Science in Finance and a Master of Business Administration from Columbia University of New York.

Ray serves on the Board of Literacy Incorporated, a non-profit organization based in New York that promotes reading for children in low-income communities throughout New York City. He is also the current President of the Columbia Business School Alumni Club of the Caribbean. Ray holds an M.B.A from Columbia University of New York and a B.S., summa cum laude, Columbia University of New York.

SPEAKERS



Rebecca Cocchiola

Vice President - Singerman Real Estate

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

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

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

Robert MacLellan

Principal – MacLellan and Associates



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

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

Robi Das

Managing Director - Newmark Grubb Knight Frank

Head of Acquisitions - Alaia Hotels



Robi Das is the Managing Director of NKF Capital Markets in Miami. He specializes in alternative assets and recapitalizations in the Southeastern United States and the Caribbean basin. He focuses primarily on high-yield debt and preferred equity in all product types, with a niche focus on the resort hospitality and marina sectors. He is involved in many of the marquee projects in the Turks and Caicos, Belize, and the Eastern Caribbean.

Mr. Das is also a Principal and Head of Acquisitions for Alaia Hotels headquartered in Belize. The first project currently under construction is a Marriott Autograph in San Pedro, Belize. Future destinations include Antigua and St Lucia.

Prior to joining NKF, Mr. Das was the lead acquisitions analyst for the private equity and development firm, RCI Marine Inc., based in Miami.

Mr. Das is on the Investor Committee of the Liberty Group of Companies, a Tampa, Florida-based hospitality focused private equity firm.

Mr. Das is a Board Member and Advisor of Bolder Industries in Colorado. The firm is focused on providing and promoting sustainable energy solutions. The firm’s first Waste to Energy plant opened in 2017.



Rochelle Thompson

Investment Services Executive - Invest Turks and Caicos

Rochelle Thompson is the Investment Executive with Invest Turks and Caicos, a role which acts as the intermediary between the Government of her country and the investor. Rochelle has worked with the Bank of Nova Scotia for 20 years and a former subsidiary of the Cayman National Corporation for 2 years, prior to working in the public sector, where she has been for the past 6 years. With an extensive background in retail credit, micro financing, bank operations, compliance, anti-money laundering, project facilitation and management, she is considered a well-rounded professional. Rochelle holds an MBA in Management Consultancy, along with numerous certificates in strategic Investment Facilitation, Leadership, Service Excellence, Sales Management and relationship Selling. She currently serves on the Interhealth Canada, TCI Community Services Committee and the Crown Land Advisory Panel in the TCI.

Rogerio Basso

Head of Tourism - IDB Invest



With over 20 years of real estate and hospitality experience, Rogerio leads all initiatives related to tourism in Latin America for the Inter-American Investment Corporation, the private sector division of the Inter-American Development Bank Group. In his capacity as Principal Investment Officer, he is responsible for origination, transactions, and for executing the IIC's tourism strategy in the region, offering a variety of financial instruments including debt, quasi-equity and equity.

Prior to joining the IIC, Rogerio served as the Chief Investment Officer for Key International, a Miami-based real estate investment and development platform active across the full spectrum of real estate assets including hotels, residential, multi-family, office and retail. He also served as EVP–Acquisitions & Development for Terranum Hotels, an owner and operator of hotels across Latin America, sponsored by Colombia-based Santo Domingo Group and Sam Zell's Equity International. Early on in his career, Rogerio worked for over 11 years at Ernst & Young in Miami, where he was responsible for leading the firm's real estate and hospitality advisory activities in Latin America across a wide variety of real estate asset classes. His operational skills are drawn from his tenure at Four Seasons Hotels and InterContinental Hotels Group.

Mr. Basso is often quoted in industry publications on hospitality trends and topics, and is a guest speaker at industry related conferences in the United States and Latin America. He also served as a professor of feasibility analysis for the graduate hotel management program at Florida International University. Rogerio holds a Business Degree from the College of William and Mary and a Masters Degree from the School of Hotel Administration at Cornell University.

Roland Mouly

Principal - Caribbean Hospitality Group



Roland Mouly is a managing partner of Caribbean Hospitality Group (CHG), a hotel and asset management company specialized in delivering expert and professional support to owner seeking a proven, dedicated and modern team of professionals to successfully manage and enhance their assets. With the support of a dedicated team specialized in resort and Caribbean hospitality management, Roland has been successful in targeting and negotiating new leisure opportunities for CHG in prime destinations in the region such as St Kits and Aruba.

Roland is also the founder and principal partner of Hospitality Advisors (HA), a focused boutique firm that targets high quality engagements in the company's areas of expertise – acquisition/disposition of properties and advisory services, now a strategic partner of CHG. It provides real estate owners and entrepreneurs with an alternate source of advice and direct connection to an expansive and diverse network of professionals capable of assisting and advising on concept definition, branding, asset management and underwriting for acquisition or disposition.

Prior to these entrepreneurial ventures Mr. Mouly oversaw all development activities for the Radisson Hotel Group in the Caribbean, Mexico and Latin America region guiding the deployment of company resources and leading an aggressive development team focused on evaluating, negotiating and structuring acquisitions opportunities as well as management and franchise agreements to expand Radisson's presence (today over 700 hotels in the Americas and 70 hotels in LatAm).

In his leadership role over the last 25 years with several international hospitality groups, Roland has successfully acquired, built and negotiated an extensive hotel portfolio including a number of luxury & first-class hotel assets, positioning several prominent international hotel companies as prime operator and franchisor in various segments (Regent, Renaissance, Radisson and Park).

Mr. Mouly is a graduate of Arizona State University, USA, and Université des Sciences Sociales Toulouse, France, where he respectively obtained an MBA in Finance and a Master of Economics. He is fluent in English, Spanish, French and proficient in Portuguese. He has dual citizenship in the USA and France.

SPEAKERS

Ronald Sutherland

President & Chief Executive Officer - Hemisphere Group



Ronald Sutherland is the founder and president of The Hemisphere Group, International Real Estate & Resort Advisors based in Coral Gables, Florida. Since 1994, Hemisphere's core capabilities have included executive, operational and development management services; creating and assisting transactions; securing debt and equity; implementing creative sales and marketing programs for resorts and private islands; and have completed numerous international joint ventures and hotel management agreements. Sutherland has more than 30 years of broad based commercial property, development and executive management experience. Before establishing the Hemisphere Group, he was President & CEO, Grubb & Ellis Miami, Florida, a former President of F.D. Rich Realty Company Stamford, Connecticut, Senior Vice President CBRE, New York and Managing Director of Landauer Hillier Parker, Real Estate Counselors in New York. Sutherland has also served on numerous corporate real estate boards including President of Pumpkin Cay Condominium Association, President of Angelfish Cay Condominium Association, Ocean Reef Club, Key Largo Florida; and President of 3 residential cooperatives in New York City. He is also a past member of the Brokerage Division of Real Estate Board of New York.

Rowland Bates

Executive Vice President – Acquisitions and Development - Southworth Development LLC



Mr. Bates has more than 35 years of hotel, resort, residential and golf acquisitions and development experience. He serves Southworth Development as Executive Vice President and has managed the acquisition/development of numerous properties in the US and Caribbean for the firm and its predecessor, Willowbend Development, including: the JW Marriott Starr Pass, Tucson, Arizona; Creighton Farms in Aldie, Virginia; and The Abaco Club in Abaco, The Bahamas. Rowland was also the Senior Managing Director of Liberty National, Jersey City, New Jersey, responsible for development planning and implementation of all aspects of this \$120 million ultra-luxury golf club and proposed high-rise residential development.

Rowland has been the senior Project Advisor to the Owners of Caroline Bay, Bermuda for the past six years and has been responsible for advising the project team on all aspects of land planning, hotel and residential design, financing, branding, management agreements with Ritz-Carlton, as well as consulting on residential sales and marketing.

Rowland holds both undergraduate and graduate degrees from the Cornell University School of Hotel Administration, specializing in finance and real estate.

Salim Damji

Principal – Solid Rock Group



SALIM DAMJI is a Principal of Solid Rock Group and leads Solid Rock Advisors East in New York City. Mr. Damji has over 20 years of diverse hospitality-focused experience, including in operations, asset management, acquisitions and development. As a hotel owner/operator, Mr. Damji has a unique perspective on hotel development and asset management and regularly advises owners, developers and investors on acquisitions and dispositions of hotels. With experience as an advisor with Andersen Consulting and JP Morgan, in Capital Markets at CBRE and in Acquisitions and Development at Starwood Hotels, Mr. Damji brings a comprehensive understanding of hotel investment strategy to the Group's practice. His experience includes extensive underwriting, having worked on valuations of single assets to full portfolios (of upwards of 200 hotels) and expertise in rebranding, repositioning and strategic planning. His asset management experience includes a 5-star hotel in San Antonio, Texas, from pre-development through its eventual sale, which he assisted in negotiating and which resulted in a 50% profit to shareholders over one year. In May 2016, Mr. Damji represented Cindat, backed by investors including China Cinda Asset Management Co. and Taikang Life Insurance and its affiliate on \$571M joint venture of seven premium limited service hotels in Manhattan. Mr. Damji graduated from Cornell Hotel School with a Master's in Hospitality Management. He also holds a Master's of Science in Business from Erasmus University in Rotterdam, The Netherlands and an undergraduate degree in Commerce from the University of British Columbia.

Sean Doyle

Director, Network, Fleet and Alliances - British Airways



Sean joined British Airways in 1998. Sean started his career as a financial analyst and has served in a number of roles in his time at BA including Finance Director BA Cargo, Head of Corporate Strategy and Executive Vice President British Airways Americas.

Sean is British Airways Director of Network, Fleet & Alliances, a role he has held since September 2016. His accountabilities include Network & Fleet planning, Airline partnerships and oversight of BA's business units at London Gatwick and BA Citiflyer. Sean is a non executive director of Comair Holdings SA.

Sean graduated from University College Cork in 1993 and subsequently qualified as an Associate Chartered Management Accountant (CIMA) in 1997. Sean is a keen follower of most sports including golf, football and Irish Gaelic games.

Shamsah Fatima Dhala

Principal Investment Officer - IFC – International Finance Corporation – World Bank Group



Shamsah Dhala works at the International Finance Corporation (IFC), the private sector arm of the World Bank Group, where she is a Principal Investment Officer at the Manufacturing, Agribusiness and Services group. She is responsible for origination and execution of transactions in the manufacturing, hospitality, retail and property sectors with a focus on Latin America and the Caribbean. She has worked at the IFC across regions including the Latin America, Africa, Asia and Eastern Europe. Prior to IFC, she worked at the Export Import Bank of India. She lives in Washington DC, US.

Shamsah holds an MBA in Finance and Strategy from Yale University and is Chartered Accountant under the Institute of Chartered Accountants of India. Shamsah obtained a Bachelor of Business degree from the University of Madras, India.

Stephanie M. Ricca

Editor in Chief - Hotel News Now



Stephanie Ricca is editor in chief of Hotel News Now, where she manages the content vision and day-to-day operations for the group's award-winning daily newsletter, as well as other initiatives. She has more than 12 years of experience in hotel trade journalism, most recently serving as editor in chief of Hotel Management magazine before joining HNN in January 2015. She is a graduate of Wittenberg University and holds a master's degree in journalism from the Medill School of Journalism at Northwestern University.

SPEAKERS



Stephen D'Angelo

CEO - dck worldwide

Stephen D'Angelo is CEO and President of dck worldwide. Under his leadership, the company has consistently ranked as a top-tier international and domestic contractor.

Mr. D'Angelo established dck as a premier global contractor, with a strong presence throughout the Caribbean, Asia-Pacific region, Bermuda, and North America. He developed a culture within dck that focuses on partnerships and solutions, bringing construction projects to life. This approach led to increased market share, with high-end referenceable clients in hospitality, retail, healthcare, education, government, and other commercial sectors.

Prior to joining dck, Mr. D'Angelo was the founder and managing director of a business focused on turnarounds, debt refinancing, and credit restructuring. He served in this capacity as CEO and CFO for 13 companies.

With a Bachelor of Science degree in finance from Providence College in Rhode Island, Mr. D'Angelo is a member of the Construction Industry Roundtable and a board member for the Little Sisters of the Poor and Community College of Allegheny County.



Stephen Gould

Vice President - Butterfield Bank

Stephen Gould is the Vice President, Senior Relationship Manager for Butterfield's Corporate Banking department. He is responsible for managing complex structured credit transactions as well as large local and international corporate clients. Stephen has extensive international experience in the hospitality and real estate sectors, with specific focus on debt financing and capital raising to support both acquisition and re-development transactions. He is also responsible for the management and negotiation of large corporate banking transactions within other sectors, including insurance, reinsurance and financial services. Stephen studied Law and Financial Services in the UK, which focused his interest in the Banking industry. In his spare time, he is a keen amateur football player and part-time cyclist.



Tim Peck, RIBA, LEED AP

Chairman - OBMI

Every OBMI client benefits from Tim Peck, with his great enthusiasm and vast experience in architecture for the luxury market. He has designed hundreds of upscale homes, luxury hotels, and resorts in some of the world's most spectacular places. Tim sees architecture as a vehicle for connection – a way to create life-changing experiences that transcend design and materials. It's a philosophy that motivates and empowers the OBMI team, and that inspires the firm's collaborative spirit.

Driven by the art of architecture within its contextual environment, Tim reinforces the need for a rigorous analysis of the cultural and environmental influences of a site, paired with the economic drivers for the project, for genuinely sustainable design. He is equally at ease providing design solutions for clients, whether if it's envisioning a remote Caribbean island retreat, a mixed-use master plan in Africa, or the design for a royal palace in the Middle East.

Tim prides himself on a tradition of empowering effective teamwork, understanding the critical importance of a vision backed by discipline and process, and champions leveraging the diverse skill sets of the whole team, ensuring that clients across the world benefit from the passion and dedication synonymous with an OBMI-designed project.



Todd Ruff

VP of Development, The Americas - Mandarin Oriental Hotel Group

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



Tom Riley

Vice President, Development - Kimpton Hotels

Tom has had nearly 30 years of experience in hotels and resorts. Tom joined Kimpton Hotels and Restaurants in 2002 as part of the leadership team that opened up Kimpton's east coast offices in Washington, DC. From 2002-2006 he was Vice President of Finance, and in 2006 became Vice President of Development. He has played a major role in Kimpton's hotel and resort expansion on the Eastern United States and in the Caribbean, including the award winning Kimpton Seafire Resort on Seven Mile Beach in Grand Cayman, and the Kimpton Kawana Bay Resort on Grand Anse Beach in Grenada, which is currently under construction. Earlier in his career, Tom also held leadership positions with both Hilton Worldwide and Marriott International.

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While Bermuda's style is elegant and elevated, the island's people provide the perfect welcoming charm. The City of Hamilton is home to a wealth of world-class talent, from auditors, financial advisers, lawyers, and IT specialists to actuaries, reinsurance underwriters, brokers, fund administrators, corporate secretaries and a full gamut of support services. Out here, expertise is no mystery.

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Successful businesses know a good thing when they see it. Some of the world's best known brands – Bacardi, Goslings and Butterfield Group, for example – have their headquarters here. As a global platform, Bermuda's tough to beat. Entrepreneurial energy runs high. Captive and catastrophe insurance was born here and now fintech start-ups are flocking.

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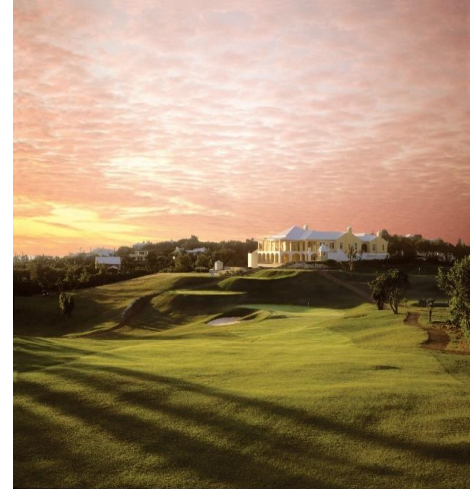
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