

chicos 2021



**Caribbean Hotel Investment
Conference & Operations Summit**

**November 10-12, 2021
Grand Hyatt Baha Mar
Nassau, Bahamas**



PROGRAM 2021

WEDNESDAY, NOVEMBER 10, 2021

6:00 pm - 8:00 pm – **Networking Opening Cocktail Reception hosted by Bahamas Ministry of Tourism, Investments and Aviation**

Palm Lawn and Bougainvillea Beach - Grand Hyatt Baha Mar

THURSDAY, NOVEMBER 11, 2021

7:00 am – **REGISTRATION**

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

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

Welcome Comments

Parris Jordan, Chairman – CHICOS

The Deputy Prime Minister Hon. I. Chester Cooper, Minister of Tourism, Investments & Aviation - Government of the Bahamas

Global & Regional Hotel Performance

Vail Ross, Senior Vice President, Development – STR

Overview of Caribbean Lodging Market

Parris Jordan, Chairman - CHICOS

Kristina D'Amico, Director - HVS Miami

Caribbean Hotel Industry - Challenges and Opportunities 2021

George Spence, Principal – Leading Property Group

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

HOSPITALITY LEADERS OUTLOOK

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

Panelists:

José Carlos Azcárraga, Chief Executive Officer – Grupo Posadas

Scott LePage, President, Americas – Wyndham Hotels & Resorts

Fernando Mulet, Chief Development Officer and EVP – Playa Hotels & Resorts

Alex Zozaya, Executive Chairman – Apple Leisure Group

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

11:15 am - 12:00 pm – **GENERAL SESSION** - *Andros Ballroom*

Leader One-on-One Interviews, Part 1:

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

Government Perspective:

Hon. Joseph Boschulte, Commissioner – US Virgin Islands

Owner Perspective:

Andro Nodarse-León, Founder and CEO – LionGrove

Developer Perspective:

Patrick Freeman, President - Cisneros Real Estate

12:00 pm - 12:50 pm – **GENERAL SESSION** - *Andros Ballroom*

Caribbean Hotel Investments: Debt and Equity

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

Panelists:

Isabel de Caires, Director - CIBC FirstCaribbean

Christian Charre, SVP - CBRE Hotels, CBRE Capital Markets

Ilan Marcoschamer, SVP, Commercial Real Estate - Banco Sabadell Miami Branch

Bill Stadler, Chief Investment Officer – Aimbridge Hospitality

Stefan Wright, Lead Investment Officer – IDB Invest

12:50 pm - 2:15 pm - **NETWORKING LUNCH**

Andros Ballroom

2:15 pm - 3:15 pm – **BREAKOUT SESSION 1 A** - *Exuma*

All Inclusive Hotels: Understanding the Significant Growth of this Sector

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

Panelists:

Paula Cerrillo, Director of Development - Marriott International

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

Juan Corvinos, SVP Development - Hilton Hotels

Mauricio Elizondo, Director of Development - Grupo Posadas

Nicolas Valle, VP, Development - Playa Hotels & Resorts

2:15 pm - 3:15 pm – **BREAKOUT SESSION 1 B - Inagua**
Caribbean Project Development in the Current Times

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

Panelists:

Lou Alicea, Senior Director of Development - Wyndham Hotel Group
David Beckley, SVP, Client Advocate, Real Estate & Hospitality – McGriff
Gerhard Beukes, Managing Director – Colliers International
Stan Hartling, President – Hartling Group

3:15 pm – 3:45 pm - **Networking & Exhibitor Coffee Break**
Andros Prefunction

3:45 pm - 4:45 pm – **BREAKOUT SESSION 2 A - Exuma**
Luxury and Mixed-Use Panel

Moderator: **Jimmy Sinis**, Senior Business Development Manager – OBMI

Panelists:

Camilo Bolanos, Vice President, Development and Real Estate - Hyatt Hotels
Bojan Kumer, Vice President of Development, CALA Region - Marriott International
Pablo Maturana, Director of Development, CALA Region - Hilton Hotels
Michel Neutelings, Principal Owner – Milo Group
Todd Ruff, VP of Development – Mandarin Oriental Hotel Group

3:45 pm - 4:45 pm – **BREAKOUT SESSION 2 B - Inagua**

Hotel Design and Construction: Challenges and Opportunities in a Changing World

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

Panelists:

Tom Burdeshaw, Principal - Places Discovered
Henrik Geddes Moos, Director - Osprey Construction
Juan Mosseri, Sales Manager - E-Finity Distributed Generation
Andrés Osorio, Lead Designer, Hospitality - OBMI

4:45 pm - 5:15 pm – **GENERAL SESSION - Andros Ballroom**
Country Presentations and Opportunities
The Bahamas

Jamaica

Saint Lucia

6:00 pm - 8:00 pm **Cocktail Reception hosted by Baha Mar**
Jasmine Garden

FRIDAY, NOVEMBER 12, 2021

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

Andros Prefunction

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

CARIBBEAN GOVERNMENT LEADERS PANEL

Moderator: **Jonas Niermann**, Director, Hospitality and Real Estate – PwC

Panelists:

Alejandro Caicedo Benet, Chief Development Officer – Puerto Rico Tourism Company

The Deputy Prime Minister Hon. I. Chester Cooper, Minister of Tourism, Investments & Aviation - Government of the Bahamas

Hon. Dr Ernest Hilaire, Minister for Tourism, Investment, Creative Industries, Culture and Information - Saint Lucia

Angela Musgrove, SVP, Investor Services – Invest Turks and Caicos

Norman Naar, VP, Sales – JAMPRO

10:00 am - 10:30 am **GENERAL SESSION - Leader One-on-One Interviews, Part 2:**

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

Mixed-Use Operator Perspective:

Graeme Davis, President - Baha Mar

Airline Perspective:

American Airlines

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

11:00 am - 12:00 pm - **Roundtable Discussions**

Michael McQuilkin, Manager, Investments - Republic Bank Limited

Michael Register, Managing Director - Highgate Hotels

Jamie Sharpe, SVP, Real Estate & Hospitality Team - McGriff

12:00 pm - 1:00 pm - **Networking Lunch**

WHY ATTEND?

The Caribbean Hotel Investment Conference & Operations Summit (CHICOS) is reputed the premier hospitality conference in the region. Embarking on its 10th edition, CHICOS brings together over 300 regional and international investors and operators, as well as the region's leading decision makers. Also participating as attendees or speakers are governmental representatives, opinion leaders, developers, bankers and other lenders, tourism officials, investment funds, hotel brand executives, individuals/companies seeking investors for their tourism projects, franchise and operations companies, public and private institutions, consultants, advisors and architects and designers. Attendees network and discuss the region's markets and possibilities, while analyzing the most important trends that can impact their investment decisions.

CHICOS is tasked with showcasing the varying destinations and spectacular hotels throughout the Caribbean. The 2021 event will take place at The **Grand Hyatt Baha Mar in Nassau, Bahamas** over the dates of **November 10-12**.

WHO ATTENDS?

Hotel Owners
Hotel Operators
Real Estate Developers
Investors
Lenders
Financial Advisors
Investment Bankers
Investment Fund Representatives
Environmental Companies

Architects, Designers and Planners
Legal Advisors
Special Consultants
Hotel Brand Executives
Management Company Executives
Hospitality and Tourism Entrepreneurs
Government Agencies
Hotel Associations
Private Enterprise

AVAILABLE OPPORTUNITIES

- Direct networking with international business leaders and investors through registered attendance
- Sponsorship opportunities, including table/booth in the exhibit space and attendee list in advance
 - Company exposure through display of logo throughout conference
 - Presentations to attendees, *based upon availability*

Email Nicole Roantree at nroantree@hvs.com

PROGRAM FORMAT

Wednesday, November 10

6 pm - 8 pm - Welcome Reception hosted by Bahamas Ministry of Tourism, Investments and Aviation

Thursday, November 11

8 am - 5:30 pm - Breakfast, Presentations, Panels, Networking Lunch, Networking Coffee Breaks,
6 pm - 8 pm - Opening Reception hosted by Hyatt Hotels

Friday, November 12

8 am - 1 pm - Breakfast, Panels, Presentations, Roundtables, Networking Coffee Break and Lunch