

**Caribbean Hotel Investment
Conference & Operations Summit**

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



chiccos 2021

Welcome CHICOS 2021 Attendees!



Parris E. Jordan

Chairman
CHICOS
Host

It is a great pleasure to welcome you to the 10th Annual Caribbean Hotel Investment Conference & Operations Summit (CHICOS). This is the premier venue for our region where YOU, our hospitality leaders meet, network and make deals.

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

As we are all aware, Covid-19 has greatly impacted the world and the hospitality industry in particular has felt the brunt of this pandemic. The Caribbean is the most tourism-reliant region in the world and as expected, the region was forced to deal with the numerous challenges presented by the devastating events. While we have never experienced a challenge such as the current pandemic, we are all aware of the resiliency of the region and it appears that the worse is behind us. The Caribbean is positioned to rebound strongly from the past 18 months.

Our presentations, panels, one-on-one interviews and topics reflect the issues of importance to those of us who are focused on hotel investments in the region. In light of recent events including the health crisis, economic, climate and even political, we have kept our subject matters topical and provocative. Please take a look through our agenda to familiarize yourself with the items that are top of mind and require discussion and continued learning.

During the course of these two days 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. 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 250+ 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. It is important to understand how to develop in the Caribbean in a manner that garners success. That is what CHICOS is about.

A heart-felt THANK YOU to those who have supported us this year – especially this year! Our sponsors, companies, organizations, governments, distinguished speakers, and the industry and business journalists who have greatly contributed to promoting our Conference and helping in their own way to reactivate the Caribbean.

A special note of thanks to our host hotel, the Grand Hyatt Baha Mar, for the hospitality and service shared throughout the entire planning process. We are indebted to the kindness and generosity of Host Patrons, the Bahamas Ministry of Tourism, Investment and Aviation and Baha Mar Development.

A loud shout of THANKS to all our Platinum Partners, Silver Partners, Education and Media Partners, 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



The Hon. I. Chester Cooper, MP

Deputy Prime Minister of The Bahamas and Minister of Tourism, Investments & Aviation
Host Sponsor



Dear Delegates,

The Islands of The Bahamas welcomes you to the 10th anniversary edition of the Caribbean Hotel Investment Conference and Operations Summit (CHICOS). We are proud of our affiliation with CHICOS, having had the privilege of hosting this premier conference three times: the inaugural summit in 2011, again in 2012, and this year, the tenth iteration of this prestigious meeting of regional tourism stakeholders.

The timing of CHICOS is significant. This summit takes place at a pivotal moment when the countries of our region are undertaking the monumental task of recovery in the wake of the devastating economic impact of the Covid-19 pandemic. The task of economic restoration is most effectively achieved through partnerships with strategic investors. CHICOS presents a dynamic forum that facilitates hospitality developers and investors in finding each other.

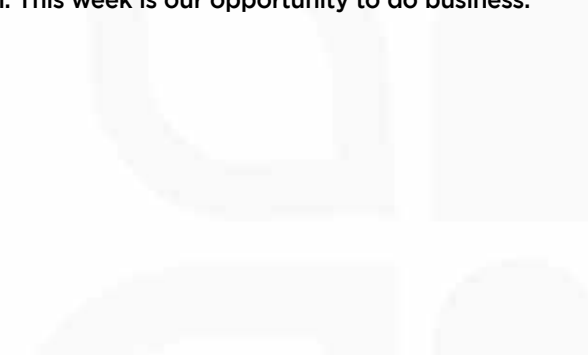
The increase in demand for travel coupled with a resulting expansion in airlift has driven visitor arrival numbers to The Islands of The Bahamas on an upward trajectory. During this past August in 2021, our Islands welcomed 189,823 visitors, representing a 1000% increase over August of last year. These numbers are encouraging as we look forward to achieving our objective of restoring and exceeding our visitor arrival count to the pre-pandemic level of 7.2 million.

The Bahamas invites investors to take the opportunity presented by this summit to explore the wide range of business opportunities brought about by the reconstruction of our tourism industry underway. The tourism and hospitality sector is by far the biggest arena of investment opportunities, from boutique resorts and fishing lodges to mid-size three to five star hotels, AirBnBs, second homes, marinas, attractions, the gamut of water-based activities, restaurants and immersive experiences promoting cultural and heritage tourism.

The Government of The Bahamas is investor friendly, committed to increasing the ease of doing business in our jurisdiction and offers investors an attractive package of incentives supported by legislation.

Destinations of the Caribbean have turned out in full force to CHICOS 2021. They are re-energized and set to recapture the tourism business temporarily lost to the covid-19 pandemic. They are ready to join forces with those investors seeking a good return on investment in the short to medium term. This week is our opportunity to do business.

The Hon. I. Chester Cooper, MP
Deputy Prime Minister of The Bahamas and
Minister of Tourism, Investments & Aviation



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PROGRAM

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

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

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 Hon. Philip E. Davis, Prime Minister and Minister of Finance - Government of the Bahamas

Global & Regional Hotel Performance

Vail Ross, Senior Vice President, Global Business Development & Marketing – STR

Overview of Caribbean Lodging Market

Parris Jordan, Chairman - CHICOS

Kristina D'Amico, Senior Vice President - HVS

Caribbean Hotel Industry: Emerging Post COVID

George Spence, Managing Director – Luxe Capital Americas

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

HOSPITALITY LEADERS OUTLOOK

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

Joseph Boschulte, Commissioner of Tourism – US Virgin Islands

Owner Perspective:

Andro Nodarse-León, Founder and CEO – LionGrove

Mixed-Use Operator Perspective:

Graeme Davis, President - Baha Mar

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

Caribbean Hotel Investments: Debt and Equity

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

Panelists:

Kemar Polius, Senior Vice President - 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** - *San Salvador*

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

PROGRAM

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 - San Salvador**
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 - 5:45 pm – **GENERAL SESSION - Andros Ballroom**
Country Presentations and Opportunities

The Bahamas

Jamaica

US Virgin Islands

Saint Lucia

6:00 pm - 8:00 pm **Cocktail Reception hosted by Baha Mar**
SLS Rooftop

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:

Phylicia Woods-Hanna, Director of Investment - Bahamas Investment Authority
Roderick Cherry, CEO - Invest Saint Lucia
Angela Musgrove, Interim CEO – Invest Turks and Caicos
Norman Naar, Vice President, Sales & Promotions – JAMPRO

10:00 am - 10:30 am **GENERAL SESSION - Leader One-on-One Interviews, Part 2:**
Moderator: **John Lancet**, Managing Director - HVS, Miami

Equity Perspective:

Andrew Farkas, Chairman - Island Caribbean Fund

Airline Perspective:

Christine Valls, Vice President, Sales for Florida, Latin America and Caribbean - 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
Jamie Sharpe, SVP, Real Estate & Hospitality Team - McGriff

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

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BAHAMAS HOSTS

Prime Minister The Honourable Philip E. Davis, M.P. Q.C. The Government of the Bahamas



PHILIP EDWARD 'BRAVE' DAVIS is perhaps best known now as a politician, serving as Leader of the Progressive Liberal Party, and Member of Parliament for CAT ISLAND, RUM CAY AND SAN SALVADOR.

The Hon. Philip E. Davis, M.P. Q.C. was sworn in as Prime Minister on 17th September, 2021 and subsequently assumed the portfolio of Prime Minister and Minister of Finance. What many may not know is that he entered politics late in life.

Professionally, he is known both locally and internationally as an acclaimed Corporate and Human Rights lawyer, a highly distinguished legal educator, a passionate sportsman, a sponsor of many sporting activities, and a Toastmaster.

Mr. Davis received his early education at the Old Bight All Age School, Cat Island, and the Eastern Junior & Senior Schools and St. John's College in New Providence.

After a brief stint in banking, he articulated as a Law Clerk in the Law Chambers of Wallace-Whitfield & Barnwell.

His appointment as Queen's Counsel, the highest possible honour which is conferred on those practicing law in the English legal system anywhere in the world, came in recognition of both his highly successful legal practice, but also his contribution to legal education.

A leading litigation lawyer, Philip 'Brave' Davis has an impressive record in the Courts of Appeal, with perhaps more appearances before the UK Privy Council than any other Bahamian lawyer.

A former Member of the Council of Legal Education for CARICOM he has made an unprecedented contribution to legal education in the Caribbean region. Mr. Davis twice served as Vice-President of the Bar Council before becoming President of the Bahamas Bar Association in 1995.

Since 2002, he has been Managing Partner of the law firm which bears his name: Davis & Co. In 1970 Mr. Davis became a Member of Toastmaster Club 1600, a non-profit organisation established to develop leadership skills through listening, thinking and speaking. He served as its President in 1979, and as Division Governor of Toastmasters for The Bahamas in 1989.

A keen sportsman interested in baseball, softball, swimming and athletics, Mr. Davis served as Vice-President of the Bahamas Swim Federation from 1986 to 1990, and was President of the Sea Bees Swim Club from 1980 to 1990.

He is married to Ann-Marie Davis. His six children inherited their father's passion for sports, hard work and patriotism, going on to represent the Bahamas at the CARIFTA Games.

During his first term in parliament, Mr. Davis chaired the National Insurance Board for a number of years, which is why he is able to speak so authoritatively on the economic affairs of the country. During his tenure there, he introduced a number of fundamental reforms, which put the National Insurance Board in the position it is today, where it is currently providing support to thousands of Bahamians.

During the last administration of the Progressive Liberal Party, from 2012-2017, Mr. Davis ran a super-ministry, the Ministry of Works. His portfolio covered everything relating to the physical infrastructure of The Bahamas, as well as oversight of Bahamasair, BEC, and the Water & Sewerage Corporation.

In no small way this is why he has the reputation for getting things done.

Since May 2017, he has been Leader of the Progressive Liberal Party.

Deputy Prime Minister The Honourable I. Chester Cooper, MP The Government of the Bahamas



Deputy Prime Minister The Honourable I. Chester Cooper was appointed Bahamas Minister of Tourism, Aviation and Investments on September 17th, 2021. He acknowledges that all of our core business [in The Bahamas] is driven by the international community and that understanding of the international context of business is absolutely critical to the socioeconomic growth of The Ministry of Tourism, Aviation and Investments.

Minister Cooper is the youngest of 12 and is married to Cecelia Cooper. They are the proud parents of three children. His early struggles pushed him to be courageous, resilient and humble; qualities which served him well as he climbed the corporate ladder to become Chairman & CEO of BAF Global Group and President & CEO of BAF Financial & Insurance (Bahamas) Ltd.

He was the inaugural Chairman of the Insurance Advisory Committee and founding Director of the Bahamas Venture Fund. He is a member of Young Presidents Organization (YPO), a Distinguished Toastmaster and serves on various private sector Boards. Deputy Prime Minister Chester Cooper is the Deputy Leader of the PLP and the Member of Parliament for the Exumas and Ragged Island constituency.



Parris E. Jordan
Chairman - CHICOS



Parris Jordan is a Managing Director at HVS, responsible for overseeing consulting and valuation projects in the Caribbean, Central America, Mexico, and United States. Parris' consulting experience spans all asset classes, from ultra-luxury to full, select and limited-service hotels. His resume comprises work on hundreds of projects spanning over 40 U.S. states and 30 countries for assets totaling more than \$20 billion US in value; notable large-scale Caribbean development projects include Atlantis, The One & Only Ocean Club, Ritz Carlton Grand Cayman, and Cap Juluca. Mr. Jordan's areas of expertise include market assessment, feasibility analysis, appraisal, valuation, operator search, management contract negotiation, and brand selection.

He is also an expert in developing target market and global expansion strategies for prominent international hotel brands and has provided expert testimony in litigation and arbitration-related matters. Pairing this experience with his Caribbean roots, Parris has earned the reputation as a distinguished authority on the Caribbean hotel landscape and trusted advisor. His private sector client list consists of well-established investment banks, lenders, private equity firms, high net-worth individuals, developers, and hotel brands. Parris has also provided advisement to many Caribbean government officials [i.e. Prime Ministers, Presidents, Ministers of Tourism, Ministers of Investments, Governors] for major hospitality and tourism investment decisions on their respective islands. Mr. Jordan is also Chairman and Founder of the Caribbean Hotel Investment Conference and Operations Summit (CHICOS).

Parris holds an MS from the Preston Robert Tisch Center for Hospitality and Tourism at New York University (NYU), where he also lectured on lodging development as an adjunct professor. Parris is also a member of the school's alumni board. He was the recipient of the 2003 NYU Hotel Investment Conference Patron Scholar Award and selected as the 2008 Alumnus of the Year by New York City Technical College. Parris has been called to speak at various local and international hotel investment and tourism conferences, including [the largest] the NYU International Hospitality Industry Investment Conference. In addition to speaking engagements, Parris has been quoted in numerous hospitality business publications and newspapers such as the Wall Street Journal, Bloomberg News, USA Today and Travel Weekly.

Nicole Roantree, LEED AP, ID+C
Director - CHICOS



Nicole Roantree is the Director of HVS Conferences 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 48 states domestically, Europe, Asia, Middle East, South America, Central America, Mexico and the Caribbean have proven priceless to understanding the vast differences between markets and cultures.

Nicole also teaches online business classes with eCornell to students globally, enhancing their skills and helping them achieve the next step in their career progression. The courses range from: *Introduction to Hotel Operations*, *Services Marketing Planning and Management*, *Building Guest Loyalty*, and *Introduction to Revenue Management*. She has guest lectured at Columbia University and NYU Stern School of Business. She also volunteers her time with New York Cares, America Scores and Achilles for Kids.

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SPEAKERS



Alex Zozaya
Chairman - Apple Leisure Group

As Chairman of Apple Leisure Group, Zozaya leverages 30 years of industry insight to optimize global synergies between the Group's leading travel and hospitality brands.

Prior to launching AMResorts in 2001, Alex held senior positions at Fiesta Americana Hotels & Resorts, where he led all commercial activities for Latin America's largest hotel consortium.

Alex's outstanding contributions to the international hospitality industry have garnered numerous industry accolades. Among the most relevant are: the recognition as "Hotelier of the Year" by Alta Hotelaria; the CNN Expansion magazine ranking that included Alex among the "100 Most Important and Influential Business People in Mexico" for eight consecutive years, and the "Dominican Tourism Champion" award that Alex received in 2019 from the Dominican Republic Hotel and Restaurant Association (ASONAHORES for its acronym in Spanish) in recognition to his ongoing commitment to strengthen the country's tourism industry.

In 2018, Alex was appointed Vice President of the Mexican National Council of Tourism Companies (CNET for its acronym in Spanish), which is the main organism representing the tourism private sector in the country. On August of the same year, Alex joined the World Travel & Tourism Council (WTTC) Executive Committee as Vice Chairman for Latin America and the Caribbean. The WTTC is the private sector most important organism in the global tourism industry. A month later, FORBES magazine recognized Alex as an industry leader, and featured him on the September edition magazine cover. Finally, on September 2020 Alex was honored with the CHRIS "Lifetime Achievement Award" in recognition to his ongoing commitment and contribution to develop and strengthen the tourism industry in the Caribbean.

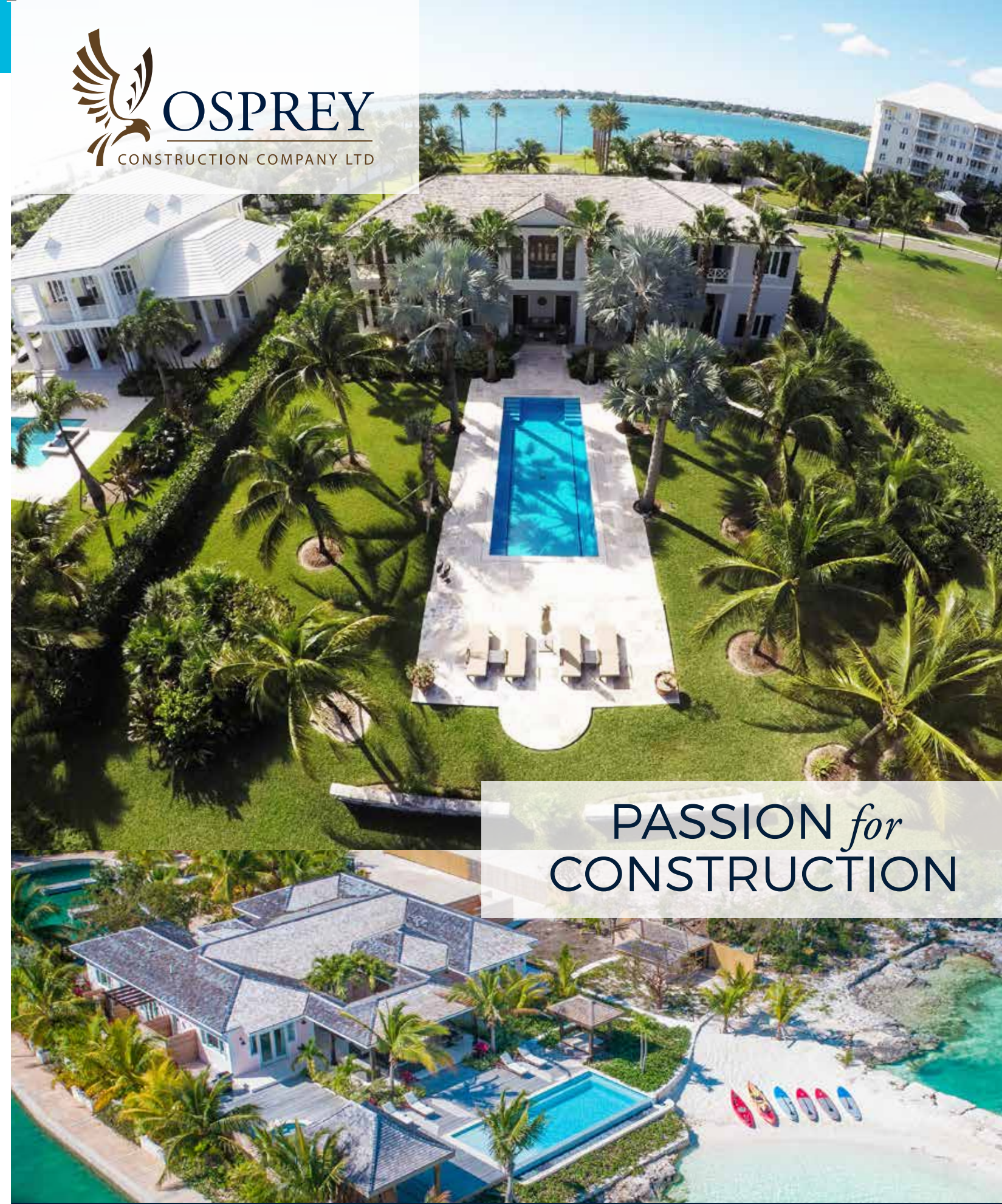
On January 2021, Alex transitioned to the Chairman position for Apple Leisure Group, where he continues to play a strategic role in the company's expansion.

Andrés Osorio, SCA Colombia
Lead Designer, Hospitality - OBMI



As senior leader over OBMI's hospitality design division, Andrés guides teams for luxury hotels, resorts and mixed-use destinations for both new build and renovation projects. With more than 20 years of experience across the Caribbean and beyond, he brings a wealth of creativity, innovation, and technical knowledge to create unique, award-winning destinations. Leading both seasoned and next-generation designers, Andrés uses his expertise to mentor within the firm and spearheads OBMI's first hospitality design course, Hotel U, that allows for our team of talented designers to share their knowledge with universities nationwide.

Always seeking to respond to the contextual influences of each location, Andrés' hotel designs combine a focus on design excellence with placemaking, emphasizing functionality and operational aspects to ensure a product that is highly attractive for both operators and end-users. His extensive portfolio includes distinctive designs for high-end brands such as Six Senses, The Ritz-Carlton, Westin, Four Seasons, and St. Regis, as well as independent boutique hotels. With projects in Latin America, the Caribbean, Canada, the U.S., and the Middle East, Andrés expertly responds to the contextual influences of each location.



PASSION *for*
CONSTRUCTION

SPEAKERS

Andro Nodarse-León Founder and CEO - LionGrove



Over the course of a successful 20-year career, Andro Nodarse-Leon has completed acquisition, financing, and divestiture transactions totaling over \$85 billion in value and has been involved with hundreds of transaction processes across multiple sectors, including hospitality, education, real estate, consumer products, media, entertainment, finance, business services, energy and infrastructure.

Additionally, Mr. Nodarse-Leon has had extensive operational and asset management experience in connection with companies and properties in the hospitality, education, financial, consumer products, media, entertainment, and infrastructure sectors. Mr. Nodarse-Leon began his career in investment banking at Goldman Sachs & Co. and, subsequently, as a private equity professional at KKR in New York City.

Immediately prior to founding LionGrove in 2018, Mr. Nodarse-Leon was Founder and Managing Partner for LEON, MAYER & Co. (LM) a successful Miami and New York City based investment banking and private equity firm, which Mr. Nodarse-Leon founded in 2005.

At LM, Mr. Nodarse-Leon led all of the firm's principal investing, investment banking, asset management and operational activities. Over the course of 13 years LM completed dozens of investment banking transactions and led principal investments in the hospitality and education sector totaling approximately \$200 million of equity and \$400 million of debt.

From 2012 to 2018, Mr. Nodarse-Leon led LM's efforts in connection with the founding, ownership, financing, investment and operational oversight of its portfolio company, Endeavor Schools, a successful roll-up of pre-k to 12th grade private schools throughout the United States.

During LM's ownership and Mr. Nodarse-Leon's leadership of Endeavor Schools, the company completed the acquisition, financing, operational integration and optimization of 34 private schools and the development of three additional private schools, across 14 MSAs and 9 states.

By 2018, Endeavor Schools had become the 14th largest owner and operator of pre-k to 12th private schools in the US, leading LM to successfully selling Endeavor Schools and realizing an IRR in excess of 40% per annum for Endeavor's investor.

In 2015, under Mr. Nodarse-Leon's leadership, LM formed a joint venture to acquire El San Juan Hotel from Blackstone. Subsequently, LionGrove purchased the interests of LM in El San Juan Hotel.

Mr. Nodarse-Leon led an extensive, highly acclaimed, \$65 million renovation of El San Juan Hotel between 2016 and 2017.

After a very damaging direct impact to the property from of Hurricane Maria in September 2017, Mr. Nodarse-Leon led a second restoration of the property, also totaling approximately \$60 million, which was completed at the end of 2019 and led to the hotel's rebranding as the Fairmont El San Juan Hotel January of 2020.

Prior to founding LM, Mr. Nodarse-Leon was an investment professional at Kohlberg Kravis Roberts & Co. (KKR) in New York City. At KKR, Mr. Nodarse-Leon worked on the acquisition of companies in the hospitality, consumer products, media and energy sectors.

While at KKR, Mr. Nodarse-Leon completed the \$1.5 billion acquisition of Sealy Corporation, the largest bedding manufacturer in the world, and was involved in the development and oversight of various operational initiatives that led to significant improvements to the company's performance and the eventual successful IPO of Sealy for more than 3x the original equity purchase price paid for the company in two years.

Mr. Nodarse-Leon was also involved in the asset management oversight and pursuit of add-on hotel acquisitions for KSL Holdings, a successful KKR portfolio company that owned and operated leading resort properties throughout the United States, including Hotel del Coronado in San Diego, CA, the Grand Wailea Maui Resort in Maui, HI, La Quinta Resort & Club in Palms Springs, CA, La Costa Resort & Spa in Carlsbad, CA and the Arizona Biltmore in Phoenix, AZ, among others.

Prior to KKR, Mr. Nodarse-Leon was an investment banking professional at Goldman Sachs & Co. At Goldman Sachs, Mr. Nodarse-Leon advised media and entertainment clients on mergers, acquisitions, divestitures, financings and strategic matters. Clients at Goldman Sachs included AT&T, Time Warner, Sony, Pulitzer and the Houston Astros, among others.

Mr. Nodarse-Leon has previously served on the Owners Advisory Council for Hilton Corporation and the Board of Trustees for the Oliver G. Scholars Program in New York City.

Mr. Nodarse-Leon is the co-author of Cuba: From Economic Take-off to Collapse Under Castro, published by Routledge's Transaction Publishers in 2015.

He currently serves as Vice President of the Board of Directors of the Cuban American National Foundation, a non-profit that supports the development of democracy in Cuba.

Mr. Nodarse-Leon has made appearances and contributions in local, national and international television, radio and press in connection with various subjects, including investments, economics, hospitality and Cuba.

Mr. Nodarse-Leon received a B.S., cum laude, from The Wharton School of the University of Pennsylvania and a B.S.E. cum laude, from the School of Engineering and Applied Sciences of the University of Pennsylvania.

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SPEAKERS

Angela Musgrove

Interim CEO - Invest Turks and Caicos



Angela Musgrove currently serves as Interim CEO with Invest Turks and Caicos. For more than 20 years she has held cross-disciplined roles in the areas of education, public administration, entrepreneurship and business development. Born and raised in the Turks and Caicos Islands, her familiarity with corporate governance as well as public administration procedures is a significant asset to the Invest TCI team. Her educational background includes graduate and post-graduate qualifications in Economics and Finance respectively.

She was awarded the British Empire Medal in 2013 for her services to youth development in the TCI and is excited about her continued contribution to the development of these islands in her current role as Interim CEO. This role brings a sense of pride and fulfilment, being able to promote the business opportunities available in the Turks & Caicos, attracting investment, that will ultimately improve the quality of life for the people of the Turks & Caicos Islands.

Bill Stadler

Chief Investment Officer - Aimbridge Hospitality



As Chief Investment Officer, Bill Stadler is responsible for the management of investment portfolios, short-term and long-term investment strategies, and investment recommendations. His focus includes large single asset transactions, portfolios, and M&A opportunities both domestic and international. His most recent transaction was the Monterrey, Mexico based Grupo Hoteles Prisma with over 40 in-place management agreements and its establishment as Aimbridge's LatAm platform.

Stadler joined Aimbridge Hospitality in 2014 with over 35 years of experience in the hospitality industry. Previously, he served as an investment sales specialist with HFF and Molinaro Koger where he represented private equity firms, REITs, high net worth investors, and global hotel companies including Hilton, Hyatt, Marriott, Starwood, IHG, Blackstone, RLJ, and Host. Additionally, Stadler served as Senior Vice President and Chief Acquisitions Officer of FelCor Lodging Trust, where he 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 \$3 billion as well as a prior strategic position with Marriott Corporation as Vice President – Development for the Western and Southeastern regions of the US.

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

Bojan Kumer

Vice President, Caribbean and Latin America Development - 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, St. Regis, W Hotels, The Luxury Collection, JW Marriott, Edition, Autograph Collection Hotels, Renaissance Hotels, Marriott Hotels & Resorts, Sheraton, Westin, Le Meridien, Tribute, Gaylord Hotels, AC Hotels, Courtyard, Four Points, Aloft Fairfield by Marriott, Moxy, Residence Inn, Element, and Marriott Executive Apartments.

Mr. Kumer brings 15 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.

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.

SPEAKERS



Christine Valls

Vice President of Sales - American Airlines

Christine Valls was named Vice President of Sales for Florida, Latin America, the Caribbean and U.S. Latin in 2018. She is responsible for the airline's passenger sales revenue, agency and corporate relationships in these markets.

Christine joined American in 1991 as a Customer Service Representative. Since then, she has held numerous management roles across American in departments including Sales, Sales Planning and also leading American's interactive marketing efforts in Latin America and the Caribbean. Most recently, she served as Regional Sales Director for Mexico, Central and South America.

Christine holds a Bachelor's degree in Business Administration from The American University in Washington D.C. A Florida native raised in Puerto Rico, she is fluent in English and Spanish and speaks conversational Portuguese. She currently resides in Doral, Florida with her husband and two children.

David Beckley

Senior Vice President, Real Estate - McGriff



David has over 18 years of commercial insurance industry experience. He is an Account Executive in the New York office of McGriff and serves as a resource for their Real Estate and Hospitality clients. David's areas of expertise includes the coordination of the firm's resources in the design and implementation of multinational risk management programs for their Real Estate and Hospitality clients, providing account management, service delivery and resource coordination for owners, developers and operators throughout the lifecycle of engagement from (re)development to operation. As a leader in the Real Estate & Hospitality sector, he has lead client teams in the placement of complex insurance programs and large claim recoveries in the Caribbean.

David has a Bachelor of Science degree in Applied Economics, Phi Beta Kappa, and Master of Science degree in Applied Economics, summa cum laude, from Florida State University.

David Larone

Special Advisor, Valuation and Advisory Services - CBRE Hotels



David Larone is a Special Advisor with CBRE Hotels Valuation and Advisory Services group in Canada. He is based in Toronto. David joined CBRE Hotels in 2015 with the CBRE's acquisition of PKF Consulting Canada, where he was National Managing Director. David had been with PKF since 1975, and has over 46 years of hotel development, operational and investment advisory experience. He has worked extensively within the hotel and resort sector nationally and provincially in undertaking numerous operational reviews, development studies and appraisals on behalf of owners, developers and lenders. David has considerable experience with resort development and hotel valuations in the Caribbean and Latin America with over 30 years' experience in Belize, Panama, Dominican Republic, Antigua, Trinidad and Tobago, Bahamas, Anguilla, Barbados, Bermuda, St. Lucia, Grand Cayman, Turks and Caicos, Guyana.



Fernando Mulet

Chief Development Officer & EVP - 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 – Baker Tilly



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

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

George Spence

Managing Partner – Luxe Capital Americas



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

SPEAKERS



Gerhard Beukes

Managing Director, Caribbean - Colliers International

Gerhard is a private equity executive with substantial experience in various industries and countries, usually in capacity as a senior member of the executive team. He has managed companies and assets worth over \$800m and executed successful transactions valued over \$1.6 billion, mainly representing funds and private wealth offices on the buy-side.

He has executed transactions in various Caribbean countries, the UK, US, Europe and South Africa, mostly in the sectors of real estate, hospitality, retail, financial services and renewable energy. Counterparties have included private and public sectors. With this background, Gerhard teamed up with Colliers to start up a dedicated Caribbean practice, focused on brokerage and solutions-based advisory services, that focuses on the hospitality and tourism sectors.

He is a Chartered Accountant (South Africa) and CFA charterholder.

Graeme Davis

President - Baha Mar



As President, Graeme Davis leads the overall strategic planning and operational organization of Baha Mar, the \$4.8 billion integrated resort destination in Nassau, Bahamas. Comprised of three global hotel brands, Grand Hyatt, SLS and Rosewood, Baha Mar is home to over 2,300 rooms and suites, the largest casino in the Caribbean, the Jack Nicklaus Signature golf course, and Baha Bay, the brand new \$200 million luxury water park.

Prior to joining Chow Tai Fook Enterprises to oversee the opening of Baha Mar, Mr. Davis spent over 30 years in global and Caribbean-focused operational roles, most recently as the Vice President of Operations – Americas for Rosewood Hotel Group. In this position, Mr. Davis led the overall operations for all Rosewood Hotel and Resort properties, while supporting the President of the company in global affairs by sitting on the the management committee, responsible for setting annual strategies and budgets, as well as supporting brand development, design reviews, ownership relations and both transitional and ongoing operations.

From 2012 to 2014, Mr. Davis served as Regional Vice President and Managing Director of Rosewood Mayakoba, leading the ultra-luxury beachfront resort to become one of the top resorts in Mexico, and the world, while simultaneously overseeing additional properties across Mexico, Texas and New Mexico within the Rosewood Hotels and Resorts portfolio.

Preceding Rosewood, Mr. Davis spent eleven years with Starwood Hotels & Resorts, where he ultimately served as Vice President of Operations for the Southern Region and Caribbean, leading overall operations for the eighteen Starwood properties in those regions, with annual revenues of \$640 million, including multiple properties in Florida, the Caribbean, Puerto Rico and Aruba. Mr. Davis' additional responsibilities with Starwood included participating in the overall strategic planning of all properties, budget processes, owner relations, capital planning, overseeing brand initiatives, managing new revenue growth opportunities and margin retention, conducting due diligence on acquisitions, and directing feasibility studies of potential investments in all markets.

Prior to his tenure with Starwood, Mr. Davis worked in a number of international hotel companies including Renaissance Hotels, after graduating from The University of New Hampshire's Hotel Management program.

Mr. Davis currently resides with his family in Nassau, Bahamas.



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SPEAKERS



Henrik Geddes Moos
Director - Osprey Construction

Henrik is a Director of Osprey Construction and AqSol Ltd. He is an entrepreneurial business professional with global experience in building companies focused on sustainability and energy efficiency. The holistic approach to independent and sustainable water and power infrastructure is relevant for eco-friendly hotels and resorts, private islands, and private eco-friendly villas. He concentrates mainly on the creation of sustainable micro infrastructure by combining solar power, seawater desalination, rainwater purification as well as water distribution and sewage systems. He has international experience from working with sustainability leaders in a variety of countries including the USA, Bahamas, France and Denmark, his expertise includes sanitation, desalination, solar power and creating infrastructure solutions for remote areas.



Ilan Marcoschamer
Senior VP, Commercial Real Estate - Banco Sabadell Miami Branch

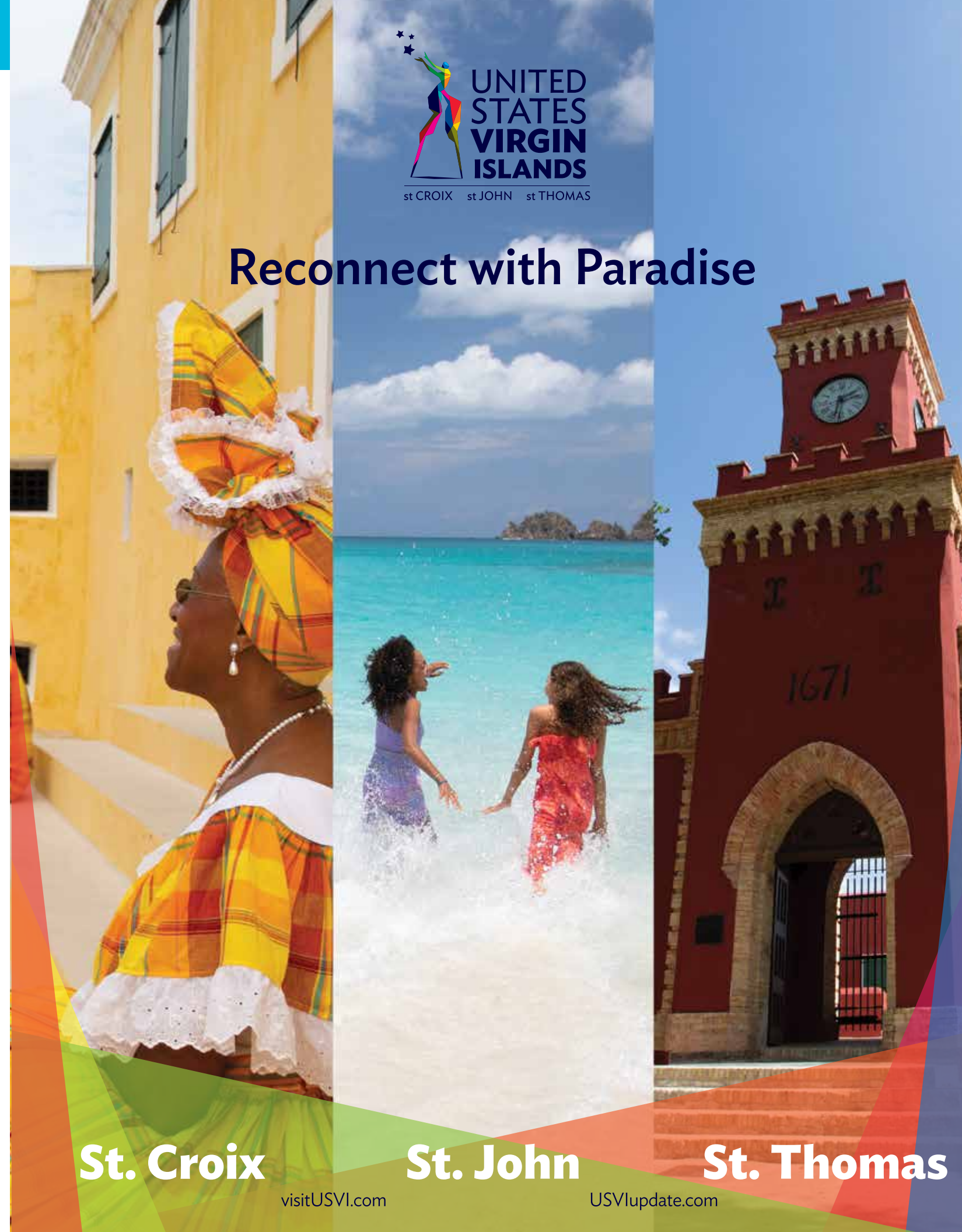
Ilan Marcoschamer joined Banco Sabadell as SVP of Commercial Real Estate, Hospitality and Tourism in November 2018. Prior to joining Banco Sabadell, Ilan spent nearly 20 years in hospitality financial advisory services, including an 11 year tenure at PwC's Hospitality and Leisure Practice, a four year tenure at Glacier Global Partners – a New York-based real estate investment firm, and a four year tenure at the Alvarez & Marsal Hospitality & Leisure Group.

Over the course of his career, Ilan has served a wide spectrum of clients globally, with a particular focus on the Latin America and Caribbean regions, including but not limited to private equity funds, hotel management companies, financial institutions as well as a number of high net worth private clients. As a result, Ilan possesses vast knowledge and expertise in hospitality consumer trends, market fundamentals, industry operational best practices, acquisition and debt underwriting and structuring, and asset management.

Ilan has a Bachelor of Arts degree in Political Science from Brandeis University and a Master of Management in Hospitality degree from Cornell University's School of Hotel Administration, in addition to serving as tank commander in the Israeli Defense Forces.



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SPEAKERS



Javier Coll

Group President, Global Business Development - Apple Leisure Group

Javier Coll is Group President of AMResorts® Global Business Development, Co-founder of the group's luxury resort brand management company, AMResorts, and its elite benefits program, Unlimited Vacation Club® (UVC). Javier has played a pivotal role in the development of both businesses and is also responsible for ALG business operations in Europe.

The multidisciplinary executive applies more than 25 years of international hospitality operations and finance experience to skillfully direct the group's growth, development, mergers and acquisitions. Under Javier's leadership, AMResorts has become the largest Resort Brand Management company in Mexico and the Caribbean.

Since the inception of AMResorts in 2001 and prior to his appointment as Group President of AMResorts Global Business Development, Javier held diverse leadership roles in AMResorts, including Chief Financial Officer and Chief Operating Officer, and was directly involved in negotiating contracts, analyzing and selecting existing hotels for rebranding, plus supervising the development and construction of new hotels. While defining the signature attributes of AMResorts' six luxurious brands, Javier also developed and implemented new operating procedures for each brand's finance, administration, auditing, IT and legal departments. Javier has been responsible and instrumental in developing strategies that would expand AMResorts' world-class portfolio. Before joining AMResorts, Javier was the Deputy Managing Director of MAC Hotels, based in Palma de Mallorca, where he oversaw sales, marketing, operations and administration for the hotel chain. Javier was also Head of International Development (Spain), Managing Director (USA), and Director of Administration for Spain's Barceló Group. He began his career as an economist, developing viability studies of the transition from traditional European-plan hotels to the all-inclusive format.

Originally from Palma de Mallorca, Spain, Javier is a Wharton GMP Graduate from the University of Pennsylvania. He has an M.B.A. with specialty in Taxation and he graduated in Economics with a major in Marketing from the University of Barcelona, Spain.

Jimmy Sinis

Senior Business Development Manager - OBMI



As a trusted advisor to leading hospitality brands, prominent developers, and owners, Jimmy is a crucial leader and client liaison for projects around the world. He's involved in every design phase, including concept design, design development, construction document, and construction administration. His role is instrumental in the coordination of multiple stakeholders, sub-consultants, and internal teams.

Establishing excellence within the firm through his rigor in design, Jimmy confidently navigates planning, efficiencies, entitlements, and design for OBMI luxury hotel and resort destination projects. With project experience, including the master planning of high-density, lifestyle, mixed-use developments, Jimmy has worked on high-luxury, mid-rise urban residential towers and specialty design assignments in the United States and the Caribbean, and the Middle East and Asia region.

John Lancet, MAI

Senior Managing Director – HVS



John Lancet, MAI is a Senior Managing Director of the HVS Miami office and also oversees the Caribbean region. In the 25 years that John has been with HVS, he has appraised and/or consulted on thousands of hotels, resorts, vacation ownerships, and mixed-use developments both domestically and internationally. Prior to joining HVS, John gained operations experience at several hotels in South Florida and also worked as a regional manager for a major timeshare company. A graduate of Florida International University (FIU) Chaplin School of Hospitality and Tourism Management and a member of FIU's real estate task force, John is a certified general real estate appraiser and holds the MAI designation with the Appraisal Institute. John is also an associate member of ULI's Southeast Florida/Caribbean Region.



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 Carlos Azcárraga

CEO - Grupo Posadas



José Carlos Azcárraga is the CEO of Grupo Posadas. He is an Industrial Engineer with an MBA from J.L. Kellogg School, Northwestern University. Prior to Grupo Posadas, he worked for Booz Allen & Hamilton and for Chase Manhattan Bank in New York City.

José Carlos began his career within Grupo Posadas in 1994, leading different areas including: Real Estate Division, Vacation Ownership and Hotel Sales & Marketing.

Posadas is the leading and fastest growing hospitality company in Mexico, with 180 hotels, resorts and vacation properties in its portfolio that includes almost 30,000 rooms and 52 hotels under development. Posadas currently has more than 19,000 employees and is listed on the Mexican Stock Exchange.

In more than 50 years since the opening of the first hotel, Posadas has defined the hospitality industry in Mexico and established a portfolio of 10 highly recognized brands that include: Live Aqua, Fiesta Americana, Fiesta Inn, One Hotels and Gamma, among others.

Jose Carlos is a member of the Board of Directors of Grupo Posadas, ARDA (American Resort Development Association), CNET (National Board of Mexican Private Tourism Enterprises), President of Communication Council, and recently Citibanamex Advisory Board.

Joseph Boschulte

Commissioner of Tourism – U.S. Virgin Islands



Joseph Boschulte is the Commissioner for the U.S. Virgin Islands Department of Tourism. Commissioner Boschulte brings to the tourism department vast experience in business and in government as well as a track record of improving organizational performance and growth. He formerly served as President and CEO of The West Indian Company Limited (WICO), where he currently serves as Chairman of the Board of Directors. Commissioner Boschulte, who earned an MBA from Darden School of Business at the University of Virginia, has held high-level positions in transportation, utilities, telecommunications, finance, government development and investment banking. A strategic team leader, Commissioner Boschulte served as Chief Financial Officer of both the Virgin Islands Water and Power Authority and the Government of the Virgin Islands Employees' Retirement System. He has also chaired the VI Public Services Commission and currently sits on the board of the Virgin Islands Port Authority. A former Vice President of Institutional Advancement at the University of the Virgin Islands (UVI) and Executive Director for UVI's Reichhold Center for the Arts, Commissioner Boschulte previously served as Senior Vice President, Corporate Finance with Wachovia Securities in Atlanta, and Vice President of Banc of America Securities in Charlotte and New York City. Commissioner Boschulte and his wife Aisha are the proud parents of Jaeden and Janae.

SPEAKERS



Juan Corvinos

SVP Development, Latin America and Caribbean - Hilton

Juan Corvinos, Senior 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.



Juan Mosseri

Sales Manager, Southeast US and Caribbean – E-Finity Distributed Generation

Juan Mosseri is the Southeastern US and Caribbean Sales Manager for E-Finity Distributed Generation and is responsible for selling onsite power plants using Capstone Microturbines and other clean microgrid technologies.

Juan has been in the power generation business since 2009 and has helped customers throughout Latin America and the Caribbean lower their energy costs, reduce their carbon footprint and resolve power quality issues primarily in the industrial and hospitality market segments.

Juan is a mechanical engineer, earning his degree from Los Andes University, in Bogota, Colombia and holds an MBA from Bocconi University, in Milan, Italy. He lives in the Miami area where he enjoys playing golf and spending time with his wife and two boys.



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SPEAKERS



Kemar Polius

Head of Corporate Banking - CIBC FirstCaribbean

Kemar is the Head of Corporate Banking for CIBC FirstCaribbean's Corporate & Investment Banking business in The Bahamas, leading a team of 21 corporate finance professionals with a loan book of over US\$800 million. Kemar is responsible for providing a full range of lending, transaction support, advisory and risk management solutions to large and mid-sized corporate businesses, governments, financial institutions, international trading companies and private wealth vehicles in The Bahamas. Prior to leading The Bahamas Corporate & Investment Banking business, Kemar led CIBC FirstCaribbean's Cayman Islands credit underwriting & structuring team and was previously a member of the Barbados & OECS credit & underwriting unit. Since joining CIBC FirstCaribbean in 2015, Kemar has led a range of financing and executing mandates across the Caribbean region in several sectors including Hospitality, Infrastructure, Oil & Gas, Health Care and Real Estate.

Kemar has had a diversified financial services career spanning 12 years in investment management and corporate finance. Prior to joining CIBC FirstCaribbean he worked as an asset manager with a family office in Barbados managing the wealth of an ultra-high net worth family with US\$1.2 billion in assets under management.

Kemar holds a BSc. in Banking & Finance from the University of the West Indies, a MSc. Finance from Warwick Business School at the University of Warwick and is a CFA charter holder.

Kristina D'Amico

Senior Vice President – HVS, Miami



Kristina D'Amico is a Senior Vice President in the HVS Miami office. Her expertise spans consulting and valuation for both existing and proposed hotels and resorts throughout South Florida, the Caribbean, and Latin America. Kristina's significant international consulting and appraising experience includes assets in the Caribbean Basin across 17 Caribbean islands, as well as the Riviera Maya region of Mexico and various countries in Latin America. In particular, due to her creative thinking abilities and her skill with complex projects, she has an extensive background in consulting and valuation of proposed and existing all-inclusive resorts, as well as mixed-use resorts with a residential component. She is a certified general real estate appraiser and is working through the final requirements for her MAI designation.

Louis Alicea

Senior Director of Development - Wyndham Resorts



Lou began his hospitality career in operations management, starting in the luxury resort market in San Juan, Puerto Rico, and New York City, and holding progressively responsible positions with Trusthouse Forte, Holiday Inn, and luxury independent properties. His 40-plus successful years have encompassed virtually all facets of the hotel and resort industry. He has specialized in the management of small luxury boutique properties offering adventure activities in destinations such as Guatemala, Honduras, and the Out Islands of the Bahamas. He successfully handled challenges those remote locations presented, in maintaining standards of both product quality and guest experience, which were required as hotel members of the 'Small Luxury Hotels of the World' and 'Conde Naste' collections.

He held regional operations positions and hotel general manager positions with Trusthouse Forte in the late 1980's. Later, he oversaw the regional operations for the Caribbean and Mexico with Quintess Club, Leading Residences of the World. Since 2008, he has handled franchise and management development as Senior Director of Development, with Wyndham Hotel Group covering different areas of the Caribbean, Mexico and Latin America for the 20 brands offered by the company.



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.

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.

SPEAKERS

Michael McQuilkin

Manager, Investment Banking - Republic Bank

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

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

Michel Neutelings

Partner - Milo Group

Michel Neutelings has over thirty-five years of hotel management and resort development experience in both Europe and the Caribbean. He has an extensive background in luxury resort development, resort operations and hotel mixed use and real estate sales and marketing. He was born in the Netherlands, and gained a Hospitality Management Diploma from the prestigious Glion Hotel Management School in Switzerland in 1986.

From early 2004 to 2015, Michel was a Director of Caicos Resorts Ltd, Turks and Caicos Islands, the company behind the development of Amanara, the first Aman Resort in the Caribbean. The role made full use of his expertise, resort hotel and spa development, pre-opening and opening management services, as well as operational and financial control. He was in charge of all aspects of negotiating the financing of the development, the Villa Sales, government negotiations and all aspects of Resort Development and Project Management day to day operations. He oversaw the Asset Management and Hotel Operations on behalf of the Owner as well as the Villa Owner relations and liaison with Aman Resorts. This project is a \$250M investment to date. Amanara is the most successful hotel in terms of results in the Aman Group and has one of the highest average rates in the Caribbean. The architect for the project is Jean Michel Gathy at Denniston.

Another project added in 2014 is the development of a General Aviation Terminal (FBO) under the name of Blue Heron Aviation Ltd, branded Signature Flight Support at the airport of Providenciales, Michel and his partner, Lloyd Inwards, developed the concept, negotiated the land with the Airport Authority, design and engineered the entire project as well raised the entire financing to complete the facility.

Since Summer of 2015, Michel and his partner Lloyd through their company, Milo Group are involved in a large development project in the Exumas, Bahamas for a Private Family that purchased 3 islands. The development is comprised of an ultra luxury resort, with residential villas, a golf course, marina. The scale of the investment is around \$300M. Milo Group is involved in all aspects of Development Management, including retaining all consultants and architects, engineers, environmental studies, government negotiations and acts as the Hotel Operator for input into Hotel Operations for the Project. This project is in Pre-development phase. Michel has also been an collaborator to well known Hotelier Adrian Zecha and his partner Jonathan Breene on various projects over several years.

Michel was also the President of the Turks and Caicos Hotel and Tourism Association from March 2013 to 2017, the Turks and Caicos have during that period, seen a record growth in tourism arrivals and new airlines coming to the destination. As President, he was instrumental in ensuring more airlines fly to the destination and developed a strong partnership with the Government, Tourist Board and Airports Authority to target market the destination effectively.

Nicolas Valle, CFA

Vice President, Development - Playa Hotels and Resorts

Nicolas Valle, CFA, joined Playa Hotels & Resorts in 2018. With over 10 years of international hotel experience, Mr. Valle focuses on Playa's development in The Americas pursuing management and joint venture contracts and currently oversees the feasibility analysis for new projects. Nicolas began his career with Melia Hotels International where he worked for 7 years holding several international positions. Nicolas holds the Chartered Financial Analyst® designation and earned a Bachelor's Degree in Hotel Management from CSHG Hotel Business School in Spain.

Norman Naar

Vice President, Sales and Promotions - JAMPRO

Norman Naar oversees the planning and execution of strategies to drive Jamaica's economic development through growth in investment and exports, across a diverse set of Industries. Under his leadership, JAMPRO is transforming into a sales-led organization to meet the demands of the changing investment climate and to take advantage of the new growth opportunities.

He is a visionary thought-leader and high-performing executive with some 20+ years' success in global business development, sales, marketing, operations, information technology and project management. He is a dynamic innovator with proven ability to executes decisive strategies that transform organizations, teams and processes, to build capacity, expand capabilities, and deliver tangible results in growth and success.

As the convener of Continuing Conversations That Matter, a highly successful personal development forum, he is devoted to his life-long passion of promoting individual empowerment.

Norman Holds a BSc in Computer Science with Honors from the University of the West Indies and a MBA in Finance with Honors from the University of Wales and Manchester Business School.

Pablo Maturana

Development Managing Director, South America & the Caribbean - Hilton

Pablo Maturana, Development Managing Director for South America and the Caribbean, is responsible for the development and expansion of Hilton brands in the region.

Pablo brings great expertise in the real estate industry with experience in different sectors, such as, retail, multifamily and now hospitality.

Working for Cencosud, one of the most relevant multi format retailers in Latin America, Pablo served in different real estate-related executive roles until he became responsible for the organic growth of the company in Brazil, Peru, Argentina, Chile and Colombia for all formats, in addition to serving in some company boards.

Pablo earned a Master of Business Administration degree from Hult International Business School in Boston, Massachusetts, holds a bachelor degree in Civil Construction from Pontificia Universidad Católica de Chile and a Certificate in Hotel Real Estate Investment and Asset Management from Cornell University.

In his leisure time he practices sports, including skiing and was a member of the National Ski Patrol in the U.S and in Chile for several years.

Patrick Freeman

President - Cisneros Real Estate

As President of Cisneros Real Estate Patrick is responsible for the consolidation, development, and strategic positioning of the company's global real estate portfolio. The principle focus of Cisneros Real Estate today is the development of Tropicalia, a sustainable luxury development encompassing thousands of acres and miles of coastline on the Bay of Samaná in the Dominican Republic. In 2018 he secured \$119.5 million in development bank financing with IFC and IDB Invest for the Four Seasons Tropicalia, leveraging the project's sustainability and positive development impact.

Prior to joining Cisneros, Patrick worked in both the hospitality sector with Auberge Resorts and the design and engineering world having served as Engineer of Record for over \$2 Billion in significant public and private infrastructure projects across the western US.

SPEAKERS

Paula Cerillo

Director of Development, CALA - Marriott International



Paula is responsible for the development of all Marriott hotel brands throughout the Caribbean. Based in Miami, she oversees growth opportunities for new and existing hotels and for either, management or franchise contracts.

Paula joined Marriott with Starwood's acquisition in 2016. Since then, she has supported strategic planning and initiatives for future growth platforms in the region. Highlights in this role include development efforts in Cuba and supporting the launch of All-Inclusive by Marriott. Before then, Paula was leading the feasibility work for Starwood for The Caribbean and Latin America.

Paula's previous experience lied in project finance and strategic alliances where she worked for over five years internationally. Paula holds a university degree in law and finance from the Universidad Complutense in Madrid, as well as a post grade in finance from Berkeley and an MBA from Hult International in San Francisco.

Robert MacLellan

Principal – MacLellan and Associates



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

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

Roderick Cherry

CEO - Invest Saint Lucia



An accomplished senior management executive and holder of an MBA in Strategic Management, Mr. Roderick Cherry brings a wealth of leadership and experience to his role as Chief Executive Officer of Invest Saint Lucia.

With twenty-five years in management and marketing, fifteen of which were spent at a senior management level, he has extensive experience in Strategy Development and Strategic Management, Dispute Arbitration, Corporate Governance, and Change Management.

Prior to his appointment, he served as the St. Lucia Hotel & Tourism Association's Chief Operations Officer and, subsequently, as its CEO. He has also served as the CEO of the National Insurance Property Development & Management Company (NIPRO), the Executive Director of the St Lucia National Conservation Fund, and the Senior Manager for Marketing at ECFH.

Cherry is a former Chairman of the National Conservation Fund, a former Commissioner on the Board of the National Telecommunications Regulatory Commission (NTRC) and has served on both the Boards of the Solid Waste Management Authority and the Soufriere Marine Management Association (SMMA).

Scott LePage

President, The Americas - Wyndham Hotels and Resorts



Scott LePage serves as Wyndham's President, Americas, and is responsible for maximizing the performance of franchised and managed hotels in the region. He previously served as Executive Vice President, Managed Operations, overseeing the company's managed hotel portfolio. Prior to the spin-off of Wyndham Hotels & Resorts, Scott served as Executive Vice President, North America Operations for Wyndham Hotel Group and before that, as Vice President, Internal Audit, for Wyndham Worldwide. Before joining Wyndham, he served in various financial and operational roles with Arthur Andersen, IAC and Cameron-Brooks. Scott is a former Naval Aviation Officer and previously led operational teams over a 10-year career with the U.S. Navy.

Simon Taylor

Director - BCQS International



Simon Taylor is a Director for BCQS International based in the Turks and Caicos Islands.

Simon has over thirty years of experience providing construction cost advice, project management and appraisal services on a wide range of development types for public and private sector clients.

After gaining valuable cost and project management experience in the UK, Simon joined the BCQS team in the Cayman Islands in 1997, subsequently taking over management of the Turks and Caicos Islands office in 2000. During his time in TCI, the islands have experienced unprecedented growth in the hotel, tourism, and infrastructure sectors. Simon and his BCQS team provided management and cost advisory services on many of these development projects.

With a wealth of experience in construction and development in the Caribbean, Simon provides a valuable resource for any potential Developer or Investor. His expertise and knowledge have enabled him to provide extensive construction loan monitoring and lender representation services on many projects.

Simon has a BSc (Honours) in Quantity Surveying from Nottingham Trent University, UK. He is a member of the Royal Institution of Chartered Surveyors and is an RICS Registered Valuer, having carried out numerous property valuations and appraisals for all major lenders in the region.

Stan Hartling

CEO - Hartling Group



Stan Hartling is the CEO and founder of The Hartling Group, a luxury beach resort development firm based in the Turks and Caicos Islands. Stan Hartling has almost 35 years of property development experience in the Caribbean and Canada in the retail, residential and luxury condo resort sectors. The Hartling Group's primary focus is luxury resort development on Providenciales. They develop their projects from design, through to sales, construction and all post resort operations. Projects have included the Sands at Grace Bay, and the multi award winning resorts - The Palms and the Shore Club on Long Bay Beach, which was the first commercial development on Long Bay Beach. The Hartling Group is now one of the largest development organizations and the second largest employer in the hospitality sector in the Turks and Caicos Islands.

SPEAKERS



Stefan C. Wright

Lead Investment Officer - IDB Invest

Stefan Wright is a Lead Investment Officer in the Tourism Unit at IDB Invest, the private sector arm of the Inter-American Development Bank Group and is based in Kingston, Jamaica. He is a specialist in financing tourism projects, and leads the Group's tourism origination efforts in the Caribbean.

With over ten years experience at IDB Invest, he specializes in origination, structuring and managing complex transactions. He has led many transactions for the construction of new hotels as well as the provision of working capital loans for existing properties, for some of the most established brands in the region.

Before IDB Invest, Mr. Wright worked in investment banking at Banc of America Securities in New York City for several years. He holds BSc. Degree in Accounting from University of the West Indies ("UWI") (Honors) and a MBA in Finance from New York University's, Stern School of Business.



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 Burdeshaw

Principal/Owner - Places Discovered LLC

Tom Burdeshaw is a licensed architect with expertise in design and construction management for hospitality projects with emphasis on life style hotels and commercial/residential development. He currently provides design and construction consulting services to a variety of companies in the hospitality industry.

Currently, Tom is supporting the design/construction/opening phases for a Marriott new-build Autograph All-Inclusive Resort on the island of Curacao in the Southern Caribbean Sea and a Marriott new-build Aloft Hotel in Rehoboth Beach Delaware. Previously completed assignments include the design/pre-construction phases for a new-build Residence Inn by Marriott in Silver Spring, Maryland, the design/construction/opening phases for the renovation of the existing Curacao Marriott Resort and Casino, project management services for a hotel conversion in Nassau Bahamas to a Courtyard by Marriott, and the development of a quality assurance program and brand design requirements for Choice Hotels' mid-tier, up-scale Ascend Collection, which all have unique individual stories.

Previously, Tom was a Vice President on Marriott International's Global Design Americas team. In this role, which he held from 2011 through 2015, Tom managed a team of architects, interior designers, and project managers who supported the design and construction process for Marriott's select service and extended stay hotel brands (Courtyard, Fairfield Inn & Suites, Residence Inn, SpringHill Suites, TownePlace Suites, and the recently launched AC Hotels and MOXY brands). At the time of his departure, Tom's team was supporting approximately 1,000 active projects in the Americas (Canada, the United States, Mexico, and Central and South America). From 2006 to 2011, Tom was a Senior Design Director for Full-Service Design Management supporting new-build hotel projects, property conversions, and relicensing property improvement plans (PIPs) in Canada and the United States. During this time, he wrote the first property improvement plans, supported the development of design requirements "standards", and managed property conversions during the launch of a new Marriott brand, the Autograph Collection.

Prior to joining Marriott, Tom spent nearly three years as Vice President of Construction for Comstock Homes, a residential home builder in Northern Virginia, planning and developing large scale mixed-use condominium and retail projects. Before joining Comstock, Tom spent 14 years as a tenant construction and project manager with Hines Interests, an international real estate developer, managing tenant improvements and developing Class "A" commercial office buildings. While at Hines, Tom managed several notable projects including the design and construction of the Smithsonian Institution's National Postal Museum, and the modernization and repositioning planning for the United States Postal Service Headquarters. Tom received his Bachelor of Architecture degree from Virginia Tech.



Vail Ross

SVP, Sales and Marketing - STR

Vail Ross, STR's Senior VP of Sales & Marketing, is responsible for the overall coordination, functional management and leadership of the company's business development and marketing strategies.

Vail is often featured as a guest speaker at international, national, regional and state conferences. She is an active member of the Destinations International Foundation Board of Directors Executive Committee, HSMIA Americas Board of Directors, Tennessee Hospitality Association Board of Directors, Greater Nashville Hospitality Association Board of Directors, and the Margaret Maddox YMCA of Nashville. She was recognized by Hotel Management as one of the Influential Women In Hospitality of 2019 and was the recipient of the 2013 American Hotel & Lodging Association John Whitaker Award.

STR provides clients from multiple market sectors with premium, global data benchmarking, analytics and marketplace insights. STR was acquired in October 2019 by CoStar Group, Inc. (NASDAQ: CSGP), the leading provider of commercial real estate information, analytics and online marketplaces.

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