



MONDAY, JANUARY 23, 2023

- 7:30am-8:00pm** **REGISTRATION & INFORMATION**
 Meets In: **JW Marriott/Ritz-Carlton Lobby**
 Sponsored By: **Cvent**
- 8:00am-5:40pm** **CONTINUOUS COFFEE**
 Meets In: **Diamond & Platinum Foyers**
 Sponsored By: **Unifocus**
- 8:00am-5:40pm** **CHILL OUT AREA**
 Meets In: **Gold Foyer**
 Sponsored By: **Encore**
- 8:30am-9:30am** **ALIS PRESENTS – SPEED MEET**
 Meets In: **Platinum Ballroom F-H**
 It's Speed Dating – ALIS Style! If you are coming to ALIS to meet people, Speed Meet is a great way to start! Participants should bring plenty of business cards to this session.
 Facilitators: **Ken Greger**, Partner – Travel & Hospitality Practice, August Leadership LLC
Ashli Johnson, Executive Director, Howard University
- 9:00am-5:00pm** **HEADSHOT LOUNGE**
 Meets In: **Diamond Foyer**
 Sponsored By: **Hotel Effectiveness by Actabl** and **ProfitSword by Actabl**
- 9:30am-11:50am** **PLENARY SESSION**
 Meets In: **Diamond Ballroom 1-5**
- 9:30am-11:00am** **ALIS TECH CHALLENGE – WHAT'S 'HOT' IN HOTEL TECHNOLOGY?**
 Let hotel owners be the judge!
 Meets In: **Diamond Ballroom 1-5**
 Sponsored By: **myDigitalOffice**
 Speaker: **Chuck Jones**, Vice President of Sales, myDigitalOffice
Mike Blake, Chief Technology Officer, AHLA
Frank Wolfe, CEO, HFTP
 Judges: **Andrew Arthurs**, Chief Information Officer, Aimbridge Hospitality
Justin Epps, Managing Director – Hotel Group, Barings LLC
Deric Eubanks, Chief Financial Officer, Ashford Inc.
Sourav Ghosh, EVP & CFO, Host Hotels & Resorts
Rachel Moniz, COO, HEI Hotels & Resorts
Jeff Stulmaker, Partner & Chief Investment Officer, KHP Capital Partners
 Presenters: **Tom Botts**, Chief Commercial Officer, Uplift, Inc.
Mark Gordon, Co-Founder & Chief Hospitality Officer, Pinktada
Micah Green, CEO, Tailos
Jessica Janis, Vertical Director, Business Development, Corning
Raj Pannu, Vice President Lodging, Fortis
Robert Petteruti, Co-Founder, eTip
Shane Robbins, Director of Product Marketing, Cloudbeds
Justin Roberts, Co-CEO, Kickfin
Chris Sears, Director of Business Development, Rellevate, Inc./Optimal Partners
Michael A. Skvortsov, Co-founder, Béné Tipping
- 11:00am-11:50am** **DATA, TRENDS, & SOLUTIONS – INNOVATIVE PRODUCTS & SERVICES THAT HELP DRIVE ROI**
 Meets In: **Diamond Ballroom 1-5**
 Moderator: **Brad Aldrich**, Business Development, The BHN Group
 Panelists: **Mike Bomstad**, Chief Sales Officer, Entegra
Jason Freed, Hospitality Data Evangelist, myDigitalOffice
Adam Glickman, VP Brand Strategy, Actabl
Mike Stengel, SVP, Strategic Partnerships & Venue Relations, Encore

MONDAY, JANUARY 23, 2023

11:30am-12:15pm HOTEL INVESTMENTS 101 – FROM ACRONYMS TO ZONING
 Meets In: **Diamond Ballroom 6-8**
 Moderator: **Andrea Belfanti**, CEO, ISHC
 Panelists: **Lan Elliott**, Principal, Acacia Hospitality and Principal, DEI Advisors
Jeffrey O, President & CEO, St. Justine Hotels
Chuck Pinkowski, Owner, Pinkowski & Company
Angelo Stambules, SVP, Managing Director, The Huntington National Bank

11:45am-1:15pm NETWORKING LUNCH
 Meets In: **West Road & Gold Ballroom**

1:00pm-4:50pm PLENARY SESSION
 Meets In: **Diamond Ballroom 1-5**

1:00pm-1:05pm ALIS GRAND OPENING

1:05pm-1:10pm WELCOME
 Speaker: **Jeff Higley**, President, The BHN Group

1:10pm-1:30pm ALIS LIFETIME ACHIEVEMENT AWARD
 Presenter: **Javier Cano**, Area General Manager, Los Angeles, Marriott International
 Recipient: **Philip F. Anschutz**, Chairman & CEO, The Anschutz Corporation



Philip F. Anschutz

1:30pm-1:45pm OPENING REMARKS & LOOKING AHEAD
 Speakers: **Jeff Higley**, President, The BHN Group
Chip Rogers, President & CEO, AHLA

1:45pm-2:20pm THE NUMBERS – WHAT TO EXPECT IN 2023 & BEYOND
 Moderator: **Leeny Oberg**, CFO & EVP, Business Operations, Marriott International
 Panelists: **Cindy Estis Green**, CEO & Co-Founder, Kalibri Labs
Michael Grove, Chief Operating Officer, HotStats
Amanda Hite, President & CEO, STR
Ryan Meliker, President, LARC


2:20pm-3:05pm BOARDROOM OUTLOOK: STRATEGY – CAPITALIZING ON SHIFTING TRAVEL TRENDS
 Opportunity is knocking for hotels as group and business travelers continue to return to the road. Hotel owners and brands continue to explore short-term rental options and ancillary revenue sources such as flex workspace with remote workers coming into play. The balancing act becomes unique as leisure travel could have reached a plateau and there's plenty of competition from other sectors battling for consumers' attention. What travel trends emerge in 2023 could be the difference between success and so-so financial performances for hotels.

Moderator: **Francis J. Nardoza**, Chairman & CEO, REH Capital Partners, LLC
 Panelists: **Danielle Bozarth**, Senior Partner, McKinsey & Company
Sloan Dean, CEO & President, Remington Hotels LLC
Elie W. Maalouf, CEO Americas, IHG Hotels & Resorts
Jim Merkel, Co-Founder & CEO, Rockbridge
Patrick Pacious, President & CEO, Choice Hotels International

3:05pm-3:28pm MEET THE FUTURE
 Host: **Jeff Higley**, President, The BHN Group
 CEO: **Leslie Hale**, President & CEO, RLJ Lodging Trust
 Visionaries: **Nikhil Bhalla**, Senior Vice President, Finance & Treasurer, RLJ Lodging Trust
Cartarwa Jones, SVP Investment & Portfolio Analysis, RLJ Lodging Trust

3:28pm-4:05pm FORWARD @ ALIS: ADVANCING WOMEN & MINORITIES IN HOTEL OWNERSHIP
 Moderator: **Ama Romaine**, Global General Counsel, Real Estate Asset Management, Blackstone
 Panelists: **Janis Cannon**, SVP, Upscale Brands, Choice Hotels International
Lisa Checchio, Chief Marketing Officer, Wyndham Hotels & Resorts
Thomas Penny, President, Donohoe Hospitality
Tracy Prigmore, Managing Partner, TLTSolutions + She Has a Deal.

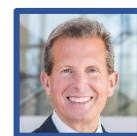
MONDAY, JANUARY 23, 2023

- 4:05pm-4:25pm AHLA FOUNDATION @ ALIS: IMPACT & INITIATIVES**
Host: **Chip Rogers**, President & CEO, AHLA
Guest: **Julienne Smith**, Committee Chair, AHLA Foundation and Chief Development Officer, The Americas, IHG Hotels & Resorts
- 4:25pm-4:45pm MEET THE FUTURE**
Host: **Jeff Higley**, President, The BHN Group
CEO: **Chris Nassetta**, President & CEO, Hilton
Visionary: **Lara Hernandez**, Senior Vice President, Global Brand Strategy, Hilton
- 4:45pm-4:50pm WRAP-UP REMARKS**
Speaker: **Jeff Higley**, President, The BHN Group
- 4:50pm-5:35pm BREAKOUT SESSIONS**
- SESSION 01 DEVELOPMENT TRACK – CDOs OUTLOOK**
Meets In: **Platinum Ballroom D**
Moderator: **Jeff Weinstein**, Editor in Chief, Hotel Investment Today
Panelists: **Brian Quinn**, Chief Development Officer, Sonesta
Agnès Roquefort, Global Chief Development Officer, ACCOR
Noah Silverman, Global Development Officer, US & Canada, Marriott International
Julienne Smith, Chief Development Officer, The Americas, IHG Hotels & Resorts
- SESSION 02 ACQUISITIONS TRACK – DISTRESSED ASSETS**
Meets In: **Platinum Ballroom C**
Moderator: **Robert A. Alter**, President, Seaview Investors, LLC
Panelists: **Gary E. Axelrod**, Partner, Latham & Watkins LLP
Biran Patel, SVP, National Director Hospitality Division, Marcus & Millichap
Vinay Patel, CEO, Fairbrook Hotels and Former Chairman, AAHOA
- SESSION 03 HOTEL COMPANIES/AGREEMENTS TRACK – BRANDS & OWNERS ALIGNMENT**
Meets In: **Platinum Ballroom E**
Moderator: **Jay Blount**, Member and Vice-Chair of the Hospitality Group, Eckert Seamans
Panelists: **Tiffany Cooper**, Head of Development, Kimpton Hotels & Restaurants
Brad LeBlanc, SVP & Chief Development Officer, BW Hotels & Resorts
Lisa Sexton, Regional Vice President, Development, Full-Service Brands (East Region), Marriott International
Dianna Vaughan, SVP – Owner Engagement & Quality Assurance, Hilton
- SESSION 04 DEVELOPMENT TRACK – UNIQUE PRODUCT & INNOVATION**
Meets In: **Platinum Ballroom A & B**
Moderator: **Andrew Wharton**, Managing Director, REH Capital Partners LLC
Panelists: **Amanda Chivers**, Managing Principal, Crown Hospitality Consulting
Christopher Hartley, CEO, Global Hotel Alliance
Rika Lisslo, Vice President Development - Americas, Hyatt
Carson Schroeder, Chief Development Officer, APICII
- SESSION 05 HOTEL SEGMENTS TRACK – THE BEST ROI**
Meets In: **Platinum Ballroom F-H**
Moderator: **Peter Ciaccia**, Partner, APICII
Panelists: **Devin Griffith**, VP Corporate Operations & Performance, Hyatt Hotels Corporation
Bruce Lowrey, Chief Lending Officer, Access Point Financial
Jagruti Panwala, President & CEO, Wealth Protection Strategies, LLC
Cyrus Vazifdar, Managing Director, Hodges Ward Elliott, LLC
- 5:40pm-8:00pm GALA OPENING RECEPTION**
Hosted By: 
Meets In: **West Road & Gold Ballroom**

TUESDAY, JANUARY 24, 2023

- 7:30am-6:45pm** **REGISTRATION & INFORMATION**
Meets In: **JW Marriott/Ritz-Carlton Lobby**
Sponsored By: **Cvent**
- 7:30am-8:30am** **CONTINENTAL BREAKFAST**
Meets In: **Gold Ballroom**
- 7:30am-5:15pm** **CONTINUOUS COFFEE**
Meets In: **Diamond & Platinum Foyers**
Sponsored By: **Unifocus**
- 8:00am-5:15pm** **CHILL OUT AREA**
Meets In: **Gold Foyer**
Sponsored By: **Encore**
- 9:00am-5:00pm** **HEADSHOT LOUNGE**
Meets In: **Diamond Foyer**
Sponsored By: **Hotel Effectiveness by Actabl and ProfitSword by Actabl**
- 8:25am-11:15am** **PLENARY SESSION**
Meets In: **Diamond Ballroom 1-5**
- 8:25am-8:35am** **WELCOME BACK**
Speaker: **Jonathon S. Zink, COO, The BHN Group**
- 8:35am-9:15am** **BOARDROOM OUTLOOK: LEADERSHIP – ACCOUNTABILITY IN A CHANGING WORLD**
Leadership skills have taken many twists and turns during the past few years, and that doesn't look to change moving forward as hotel industry leaders must adapt to many moving parts including the ever-changing labor landscape; diversity equity & inclusions efforts; environmental, social & governance adoption; demands from owners, shareholders, and consumers; and a host of other challenges. Hear how today's leaders are planning for tomorrow while addressing the needs of today.

Moderator: **Rod Clough, President, Americas, HVS**
Panelists: **Geoff Ballotti, President & CEO, Wyndham Hotels & Resorts**
Michael George, President & CEO, Crescent Hotels & Resorts
Mark Laport, President, CEO, Concord Hospitality Enterprises
George Limbert, President, Red Roof
- 9:15am-9:35am** **MEET THE FUTURE**
Host: **Jeff Higley, President, The BHN Group**
CEO: **Tony Capuano, CEO, Marriott International**
Visionary: **Octavia Marginean-Tahiroglu, General Manager, St. Regis New York**
- 9:35am-10:05am** **ALIS DEAL OF THE YEAR AWARDS**
- 9:35am-9:45am** **DEVELOPMENT OF THE YEAR 2022**
Presenter: **JP Ford, Principal & Director of Global Business Development, Lodging Econometrics**
- 9:45am-9:55am** **SINGLE ASSET TRANSACTION OF THE YEAR 2022**
Presenter: **John R. Karver, President, Karv Corp**
- 9:55am-10:00am** **MERGER & ACQUISITION OF THE YEAR 2022**
Presenter: **Michael Murphy, Chairman, American Hotel Income Properties**
- 10:00am-10:05am** **JACK A. SHAFFER FINANCIAL ADVISOR OF THE YEAR 2022**
Presenter: **Thomas J. Corcoran, President, TCOR Hotel Partners**
- 10:05am-10:20am** **ARNE SORENSON SOCIAL IMPACT LEADERSHIP AWARD**
Presenters: **Jeff Higley, President, The BHN Group**
Chip Rogers, President & CEO, AHLA
Recipient: **Geoff Ballotti, President & CEO, Wyndham Hotels & Resorts**



Geoff Ballotti



TUESDAY, JANUARY 24, 2023

10:20am-10:30am **ISHC CAPEX 2023 – THE RELEASE OF A NEW STUDY OF CAPITAL EXPENDITURES IN THE HOTEL INDUSTRY**

Presenter: **Stephen R. Hennis**, Co-Chair, CapEx Study and Consultant, Hotelogy

10:30am-11:10am **BOARDROOM OUTLOOK: ASSETS – ECONOMIC FACTORS IMPACTING HOTELS**

An unpredictable economic picture coupled with a tight labor market, higher operating costs, and other uncertainties beyond their control, industry leaders weigh in on what it takes to ensure hotel assets have maximized value, minimized impact from inflation, and plan for a healthy future as owners continue to look to recover from the harsh financial realities of the pandemic.

Moderator: **Daniel Peek**, Chief Operating Officer, Hodges Ward Elliott

Panelists: **Rob Hays**, CEO & President, Ashford Hospitality Trust

Greg Juceam, President & CEO, Extended Stay America

Marty Newburger, Partner, KSL Capital Partners

Hubert Viriot, CEO, YOTEL

11:10am-11:15am **WRAP-UP REMARKS**

Speaker: **Jonathon S. Zink**, COO, The BHN Group

11:15am-12:00pm **NETWORKING BREAK**

Meets In: **Diamond & Platinum Foyers**

12:00pm-12:40pm **BREAKOUT SESSIONS**

SESSION 06 **ACQUISITIONS TRACK – WALL STREET OUTLOOK**

Meets In: **Platinum Ballroom D**

Moderator: **Adam Kopald**, Partner, Goodwin Procter

Panelists: **Eliot Freeston**, Managing Director, Moelis & Company

Bradley Langner, Managing Director - Hospitality Finance Group, Piper Sandler

Scott L. Smith, Managing Director, Goldman Sachs

Croft Young, Managing Director, Morgan Stanley

SESSION 07 **OWNERSHIP TRACK – RENOVATING, REBRANDING, CONVERSIONS**

Meets In: **Platinum Ballroom E**

Moderator: **Neal Patel**, Chairman, AAHOA and Managing Partner, Blue Chip Hotels

Panelists: **Deanne Brand**, SVP, Strategy & Analytics and Treasurer, Host Hotels & Resorts

Shawn Cryan, SVP, Corporate Strategy, Sonesta

Amy Hulbert, VP of Boutique & Upscale Brands, BW Hotels & Resorts

David Tarr, SVP Development, Hyatt Hotels Corporation

SESSION 08 **OPPORTUNITIES TRACK – ESG & HITTING TRIPLE BOTTOM LINE**

Meets In: **Platinum Ballroom C**

Moderator: **Rachel Humphrey**, Founder, Women in Hospitality Leadership Alliance

Panelists: **Zach Demuth**, Head of Americas Hotels Research, JLL

Justin Epps, Managing Director – Hotel Group, Barings

Sara Glenn, COO, Canada, Caribbean, Mexico, & Central America, Accor

Ufi Ibrahim, CEO, EEA

SESSION 09 **DEVELOPMENT TRACK – FEASIBILITY & OUTLOOK**

Meets In: **Platinum Ballroom A & B**

Moderator: **Harriet Lipkin**, Partner, DLA Piper

Panelists: **Svetlin Ganchev**, Founder, OpenComps.com

Stacey Nadolny, SVP – Franchise Sales & Development, Wyndham Hotels & Resorts

Becky H. Polebaum, Vice President, Enterprise Analytics, Hilton

Abraham Tieh, Director of National Commercial Property Tax, O'Connor

TUESDAY, JANUARY 24, 2023

SESSION 10 HOTEL SEGMENTS TRACK – EXTENDED STAY

Meets In: **Platinum Ballroom F-H**

Moderator: **Benjamin Brunt** Managing Principal & Chief Investment Officer, Noble Investment Group

Panelists: **Matthew Boettcher**, Vice President and Global Brand Leader,
Distinctive Select Brand Portfolio, Marriott International
Ron Burgett, Senior Vice President of Development, Choice Hotels International
Adam Cannon, Chief Brand Officer, G6 Hospitality
David Wilner, Senior Vice President Franchise Development, Wyndham Hotels & Resorts

12:45pm-2:30pm NETWORKING LUNCH

Meets In: **West Road & Gold Ballroom**

This extended networking lunch allows the convenience of eating whenever you'd like during a busy day full of meetings and conference content.

2:15pm-2:55pm BREAKOUT SESSIONS

SESSION 11 ACQUISITIONS TRACK – TRANSACTIONS OUTLOOK

Meets In: **Platinum Ballroom D**

Moderator: **Allison Reid**, Chief Global Growth Officer, Aimbridge Hospitality

Panelists: **Mark D. Bratton**, Senior Vice President, Colliers
Jeffrey Davis, Head of US Investment Sales, JLL
Andrew Holt, Managing Director, Eastdil Secured
Alexandra Lalos, Managing Director, Hodges Ward Elliott, LLC

SESSION 12 DEVELOPMENT TRACK – BATTLING INCREASING COSTS

Meets In: **Platinum Ballroom C**

Moderator: **David A. Berins**, Managing Partner, Berins & Co., LLC

Panelists: **Billy L. Brown**, CEO, LodgeCap, Inc.
Matthew Hostetler, Chief Development Officer, Red Roof
Rachael Rothman, Head of Hotels Research & Data Analytics, CBRE
Thomas Song, Chief Financial Officer, Aimbridge Hospitality

SESSION 13 OPPORTUNITIES TRACK – CONVERGENCE OF PROPERTY TYPES

Meets In: **Platinum Ballroom A & B**

Moderator: **Christopher Lee**, Partner, Dentons US LLP

Panelists: **Henry E. Bose, Jr.**, Senior Vice President, CBRE
Jason Hsiang, EVP Development, Ennismore
Geoffrey Hunt, Director of Real Estate, Common
Adriana Marianella, Chief Development Officer, CultureWorks

SESSION 14 HOTEL SEGMENTS TRACK – LIFESTYLE HOTELS

Meets In: **Platinum Ballroom E**

Moderator: **Andrea Grigg**, Global Head of Asset Management, JLL Hotels & Hospitality Group

Panelists: **Mark Kessler**, President and COO, Kessler Collection
Susan Santiago, Head of Lifestyle & Miraval Operations, Hyatt Hotels Corporation
Mark Shalala, SVP Development-Upscale Brands & Real Estate, Choice Hotels International
Philippe Zrihen, Head of Americas, Ennismore

SESSION 15 CONNECTING THE DOTS: FROM ESG REPORTING TO THE UNIFORM SYSTEM OF ACCOUNTS FOR THE LODGING INDUSTRY & TO HOTEL INVESTMENT

Meets In: **Platinum Ballroom F-H**

Moderator: **Frank Wolfe**, CEO, HFTP

Panelists: **Michael Chang**, Vice President, Energy & Sustainability, Host Hotels & Resorts
Robert Mandelbaum, Research Director, CBRE Hotels Research
Ralph R. Miller, President, Integrated Hospitality Management Ltd
Lauren M. Sandler, Director ESG, Greenview

TUESDAY, JANUARY 24, 2023

- 3:05pm-5:10pm** **PLENARY SESSION**
Meets In: **Diamond Ballroom 1-5**
- 3:05pm-3:10pm** **WELCOME BACK**
Speaker: **Jeff Higley**, President, The BHN Group
- 3:10pm-3:50pm** **BOARDROOM OUTLOOK: OPERATIONS – EFFICIENCY, COST CONTAINMENT, & GUEST SATISFACTION = ROI**
The road to prosperity for hotel operators continues to be full of speed bumps and potholes as they search for life in the fast lane for each of their properties. Voluntary efficiencies created during the pandemic as well as those forced by a tight labor force and consumer demands, have provided a new layer of cost containment issues. Leaders will provide insights into where return on investment checks in as the industry tries to reach cruising speed.
Moderator: **Tom Dillon**, CEO, APICII
Panelists: **James Carroll**, President & CEO, Crestline Hotels & Resorts
Ted Darnall, Partner & CEO Management Services, HEI Hotels & Resorts
Richard Kessler, Chairman & CEO, Kessler Collection
Russell D. Urban, CEO and Principal, Electra America Hospitality Group
- 3:50pm-4:05pm** **ISHC PIONEER AWARD**
Presenters: **Kristie L. Dickinson**, Treasurer, ISHC and Managing Director/EVP, CHMWarnick
Todd Leach, President, ISHC and Partner, Dedica Group
Recipient: **Alejandro Zozaya**, Former Executive Chairman & CEO, Apple Leisure Group
- 4:05pm-4:25pm** **MEET THE FUTURE**
Host: **Jeff Higley**, President, The BHN Group
CEO: **Sebastien Bazin**, Chairman & CEO, Accor
Visionary: **Louis Abboud**, Deputy Head of Middle East, Africa, & Turkey, Ennismore
- 4:25pm-5:05pm** **BOARDROOM OUTLOOK: PEOPLE – CULTIVATING THE MOST VALUABLE ASSET**
People. No component is more important to the hotel industry. Employees from the front line to the C-Suite are in the spotlight as the human element of hotels moves to a front-and-center position. From diversity in inclusiveness and from compensation to competitiveness, industry leaders must create company cultures and environments that reach every level.
Moderator: **Bill Grice**, President, CBRE Hotels
Panelists: **Laura Lee Blake**, President & CEO, AAHOA
Greg Friedman, Managing Principal & CEO, Peachtree Group
Ken Patel, Chairman, The EV Hotel
Christopher Ropko, CEO, McNeill Investment Group
- 5:05pm-5:10pm** **WRAP-UP REMARKS**
Speaker: **Jeff Higley**, President, The BHN Group
- 5:15pm-6:45pm** **NETWORKING RECEPTION**
Meets In: **Platinum Foyer**
Sponsored By: **Entegra**



Alejandro Zozaya

WEDNESDAY, JANUARY 25, 2023

- 7:00am-11:55am** **REGISTRATION & INFORMATION**
Meets In: **JW Marriott/Ritz-Carlton Lobby**
Sponsored By: **Cvent**
- 7:30am-8:30am** **CONTINENTAL BREAKFAST**
Meets In: **Diamond Foyer**
- 7:30am-11:55am** **CONTINUOUS COFFEE**
Meets In: **Diamond & Platinum Foyers**
Sponsored By: **Unifocus**

WEDNESDAY, JANUARY 25, 2023

8:20am-11:10am **PLENARY SESSION – MONEY MORNING**
Meets In: **Diamond Ballroom 1-5**

8:20am-8:30am **WELCOME BACK**
Speaker: **Jonathon S. Zink**, COO, The BHN Group

8:30am-9:20am **BOARDROOM OUTLOOK: STRATEGY – THE ADVANTAGE OF GLOBAL REACH**
While growth opportunities remain strong in the U.S., American-based companies continue to look abroad for expansion. This global growth plan often requires unique solutions to regional challenges—but the return can be prosperous for owners, brands, operators, and employees. Leaders will talk about how a global expansion plan attains success in markets worldwide while benefiting a company as a whole.

Moderator: **John S. Fareed**, Global Chairman, Horwath HTL
Panelists: **James Bermingham**, CEO, Virgin Hotels
 Larry Cuculic, President and Chief Executive Officer, Best Western Hotels
 Warren Fields, CEO, Pyramid Global Hospitality
 John G. Murray, President & CEO, Sonesta Hotels
 Jeff Wagoner, President & CEO, Outrigger Hospitality Group

9:20am-9:40am **MEET THE FUTURE**
Host: **Jeff Higley**, President, The BHN Group
CEO: **Amber Asher**, CEO, Standard International
Visionary: **Chelsea Salamone**, Senior Director, Acquisitions & Development, Standard International

9:40am-10:20am **BOARDROOM OUTLOOK: ASSETS – BUY, BUILD, SELL, OR HOLD?**
Finding financial and operation success depends on choosing wisely between these three words. Between impeccable timing, intense due diligence—and maybe even a touch of luck—hotel investors can shape a company’s future by deciding which side of the acquisition equation they want to sit on, whether development is the right move or investing in a renovation, rebrand, or conversion is the answer. Leaders will talk about the questions, conditions, and decisions that they are encountering as they face this equation in 2023.

Moderator: **Patrick Deming**, Managing Director, Eastdil Secured
Panelists: **Ben Rowe**, Managing Partner, KHP Capital Partners
 Peter Strebel, Chairman, Omni Hotels & Resorts
 Rick Takach, Chairman & CEO, Vesta Hospitality

10:20am-11:05am **IREFAC – THE FINANCIAL GURUS TELL IT LIKE IT IS!**
Moderators: **Mit Shah**, CEO, Noble Investment Group
 Neil H. Shah, President & COO, Hersha Hotels & Resorts
Panelists: **Michael Bluhm**, Global Head of Gaming and Lodging, Morgan Stanley
 Michael J. Deitemeyer, President & CEO, Aimbridge Hospitality
 Steven Goldman, Managing Director, Starwood Capital Group
 Larry Kwon, Managing Director, Moelis & Company
 Gilda Perez-Alvarado, Global CEO, JLL Hotels & Hospitality
 Scott Trebilco, Senior Managing Director, Blackstone

11:05am-11:10am **CLOSING REMARKS**
Speaker: **Jonathon S. Zink**, COO, The BHN Group

11:15am-11:55am **MONEY MORNING SESSIONS**

SESSION A **MONEY MORNING: EQUITY**
Meets In: **Platinum Ballroom D**
Moderator: **Keith Del Prete**, Partner, Sidley Austin LLP
Panelists: **Justin Knight**, CEO, Apple Hospitality REIT
 Richard Stockton, Chief Executive Officer & President, Braemar Hotels & Resorts
 Jeff Stulmaker, Partner & Chief Investment Officer, KHP Capital Partners
 Tony Lariño, Managing Director, Investments, HEI Hotels & Resorts



WEDNESDAY, JANUARY 25, 2023

SESSION B MONEY MORNING: DEBT

Meets In: **Platinum Ballroom E**

Moderator: **Stephen O'Connor**, Principal & Managing Director, Robert Douglas

Panelists: **Don Broderick**, Senior Managing Director, The Huntington National Bank

Mat Crosswy, President, Stonehill

Robert Kivell, Vice President, Goldman Sachs

Mark Lanspa, EVP, Hospitality Finance Group, Wells Fargo

Michael Lipson, Chairman & CEO, Access Point Financial

SESSION C MONEY MORNING: THE CAPITAL STACK

Meets In: **Platinum Ballroom A & B**

Moderator: **Adam Docks**, Partner, Perkins Coie LLP

Panelists: **Mary Beth Cutshall**, Managing Partner, Amara Capital Group

Michael DiPrima, EVP, CBRE

Mehul Patel, Managing Partner, CEO, NewcrestImage

Julie Lynn Richter, Chief Financial Officer, Concord Hospitality

11:55am ALIS CONCLUDES

PROGRAM PLANNING COMMITTEE

Dax Acosta, Montage International
Robert A. Alter, Seaview Investors, LLC
Walter Barela, LHA
Carmel Bendit, Casai
David A. Berins, Berins & Co., LLC
Michael Blake, HTNG
Billy L. Brown, LodgeCap, Inc.
Tina Burnett, G6 Hospitality
Silvia Camarota, Women in Travel THRIVE
Javier Cano, JW Marriott/Ritz Carlton L.A. Live
Aileen Canta
Kevin Carey, AHLA
Amanda Chivers, ISHC
Jim Chu, Hyatt Hotels Corporation
Meghan Cocci, Latham & Watkins LLP
Gabrielle Cuskelly, Sidley Austin LLP
Sean Dell'Orto, Park Hotels & Resorts
Lan Elliott, Castell Project, Inc. and DEI Advisors
Justin Epps, HAMA
John S. Fareed, Horwath HTL
Michelle Finn
Diane Fox
Matt Frankiewicz, IHG Hotels & Resorts
Bob Gilbert, HSMIA
Ryan Girnun
Kenneth R. Greger, August Leadership
Michael Grove, HotStats
John Hamilton, Pyramid Global Hospitality
Rob Hays, Ashford Inc.
Ed Hoganson, Crestline Hotels & Resorts
Andrew Holt, Eastdil Secured
Christina Jelski, Travel Weekly
Lindsay Jewell, Perkins Coie LLP
Ashli Johnson, HLT.100
Holly Kaye, Lodging Magazine

Stacey Konkel, Piper Sandler
Daniel Konzelmann, Noble Investment Group
Adam Kopald, Goodwin Procter
Christopher Lee, Dentons
Michael Lipson, Access Point Financial
Rika Lisslo, Hyatt
Mark Lomanno, Kalibri Labs
Luigi Major, HVS
Tony Malk, Hodges Ward Elliott
Fouad Malouf, Red Roof
Vanessa Mange
Jeff Miller, Wells Fargo Bank
Bobby Molinary, Marriott International
Greg O'Stean, Aimbridge Hospitality
Keith Olchick, Remington Hotels, LLC
Vinay Patel, AAHOA
Chuck Pinkowski, Pinkowski & Company
Mark Purcell, ACCOR
Brian Quinn, Sonesta
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Chip Rogers, AHLA
Vail Ross, STR
Monica Salter, Outrigger Hospitality Group
Kristin Schneider
Mark Shalala, Choice Hotels International
Angelo Stambules, Huntington National Bank
Jeff Stulmaker, KHP Capital Partners
Edward Walsh, HBI
Elizabeth West, BTN
Andrew Wharton, REH Capital Partners, LLC
Mark Williams, Extended Stay of America
Taylor Williams, Goldman Sachs
Michael Woodward
Croft Young, Morgan Stanley

DEAL OF THE YEAR AWARDS COMMITTEES

Development of the Year 2022

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John S. Fareed, Horwath HTL
Bruce Ford, Lodging Econometrics
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Single Asset Transaction of the Year 2022

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Jack A. Shaffer Financial Advisor of the Year 2022

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The American Hotel & Lodging Association (AHLA) is the sole national association representing all segments of the U.S. lodging industry. Headquartered in Washington, D.C., AHLA focuses on strategic advocacy, communications support and workforce development programs to move the industry forward. Learn more at www.AHLA.com.



The BHN Group is the worldwide leader in developing and organizing conferences for the hotel and tourism investment community. With over three decades of experience, more than 160 events completed to-date, and in excess of 110,000 international delegates, these conferences have become "must attend" events for industry leaders who come together to network, conduct business, and to learn about the latest trends. The current slate of events include: the Americas Lodging Investment Summit (ALIS) in Los Angeles; ALIS Law in Los Angeles; ALIS Summer Update; Alternative Ownership Conference Asia Pacific (AOCAP) in Singapore; Caribbean Hotel & Resort Investment Summit (CHRIS) in Miami; Hotel Investment Conference Asia Pacific (HICAP) in Singapore; HICAP UPDATE; Hotel Opportunities Latin America (HOLA) conference in Miami; and HICAP Australia New Zealand (HICAP ANZ) in Sydney. The BHN Group's website at www.Burba.com is the gateway for information about the annual conferences it produces, as well as a direct link to important players in the hospitality investment world.

THE ALIS LEGACY:



The AHLA Foundation, the charitable giving arm of the American Hotel & Lodging Association, is dedicated to helping people build careers, improve their lives, and strengthen the lodging industry. From lifting individuals out of poverty and connecting them with a life-long career in the industry to providing certifications to promote current hotel employees into leadership positions, the Foundation's programs are changing the industry by changing lives. We are committed to elevating, educating, and empowering individuals and the public on the industry's story of opportunity and advancement. The Foundation is funded solely by contributions from generous individuals and companies who want to give back to the hotel industry and ensure a successful future. Learn more at www.AHLAFoundation.org.

As of August 2022