

MONDAY, JANUARY 23, 2023

7:30am-8:00pm REGISTRATION & INFORMATION

Sponsored By: **Cvent**

8:00am-5:40pm CONTINUOUS COFFEE

Sponsored By: **Unifocus**

8:30am-9:30am ALIS PRESENTS – SPEED MEET

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
Additional Facilitator to be Announced

9:00am-5:00pm HEADSHOT LOUNGE

Sponsored By: **Hotel Effectiveness by Actabl** and **ProfitSword by Actabl**

9:30am-11:50am PLENARY SESSION

ALIS TECH CHALLENGE – WHAT'S 'HOT' IN HOTEL TECHNOLOGY?

Let hotel owners be the judge!

Sponsored By: **myDigitalOffice**

Speaker: **Matt Curry**, Chief Revenue Officer, myDigitalOffice

Co-Hosts: **Mike Blake**, Chief Technology Officer, AHLA

Rob Torres, Board Member, U.S. Travel & Tourism Advisory Board

Judges: **Andrew Arthurs**, Chief Information Officer, Aimbridge Hospitality

Justin Epps, Managing Director – Hotel Group, Barings

Deric Eubanks, CFO, 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.

Micah Green, CEO, Tailos

Florence Hosanna, Partner, Rellevate / Optimal

Elad Inbar, CEO, Hospitality Robots by RobotLAB

Jessica Janis, Vertical Director, Business Development, Corning

Raj Pannu, Vice President Lodging, Fortis

Robert Petteruti, Co-Founder, eTip

Justin Roberts, Co-CEO, Kickfin

Jonathan Rojas, Guest Experience Growth Manager, Cloudbeds

Michael A. Skvortsov, Co-founder, Béné Tipping

DATA, TRENDS, & SOLUTIONS – INNOVATIVE PRODUCTS & SERVICES THAT HELP DRIVE ROI

Moderator: **Brad Aldrich**, Business Development, The BHN Group

Panelists: **Damien Calderini**, CEO & President, Entegra

Adam Glickman, VP Brand Strategy, Actabl

Ali Moloo, Founder & CEO, myDigitalOffice

Additional Panelists to be Announced

11:30am-12:15pm HOTEL INVESTMENTS 101 – FROM ACRONYMS TO ZONING

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, Huntington National Bank

11:45am-1:15pm NETWORKING LUNCH

MONDAY, JANUARY 23, 2023

1:00pm-4:45pm PLENARY SESSION

ALIS GRAND OPENING

WELCOME

Speaker: **Jeff Higley**, President, The BHN Group

ALIS LIFETIME ACHIEVEMENT AWARD

Presenter: **Javier Cano**, Area General Manager, Los Angeles, Marriott International
Recipient: **Philip F. Anschutz**, Founder, Anschutz Entertainment Group



Philip F. Anschutz

OPENING REMARKS & LOOKING AHEAD

Speakers: **Jeff Higley**, President, The BHN Group
Chip Rogers, President & CEO, AHLA

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

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

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

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 + SHaD.

AHLA FOUNDATION @ ALIS: IMPACT & INITIATIVES

Guest: **Julienne Smith**, Committee Chair, AHLA Foundation and Chief Development Officer, The Americas, IHG Hotels & Resorts

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

WRAP-UP REMARKS

Speaker: **Jeff Higley**, President, The BHN Group

MONDAY, JANUARY 23, 2023

4:50pm-5:35pm BREAKOUT SESSIONS

SESSION 01 DEVELOPMENT TRACK – CDOs OUTLOOK

Moderator: **Laura Lee Blake**, President & CEO, AAHOA
Panelists: **Brian Quinn**, Chief Development Officer, Sonesta
Agnès Roquefort, Chief Development Officer, ACCOR
Julienne Smith, Chief Development Officer, IHG Hotels & Resorts

SESSION 02 ACQUISITIONS TRACK – DISTRESSED ASSETS

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

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 Brand Management, Americas, Hilton

SESSION 04 DEVELOPMENT TRACK – UNIQUE PRODUCT & INNOVATION

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

Moderator: **Peter Ciaccia**, Partner & Chief Investment Officer, APICII
Panelists: **Devin Griffith**, VP Corporate Operations & Performance, Hyatt Hotels Corporation
Bruce Lowrey, Chief Lending Officer, Access Point Financial
Jagruiti Panwala, President & CEO, Wealth Protection Strategies, LLC
Cyrus Vazifdar, Managing Director, Hodges Ward Elliott, LLC

5:40pm-8:00pm GALA OPENING RECEPTION

Hosted By:



TUESDAY, JANUARY 24, 2023

7:30am-6:45pm REGISTRATION & INFORMATION

Sponsored By: **Cvent**

7:30am-8:30am CONTINENTAL BREAKFAST

8:00am-5:15pm CONTINUOUS COFFEE

Sponsored By: **Unifocus**

9:00am-5:00pm HEADSHOT LOUNGE

Sponsored By: **Hotel Effectiveness by Actabl** and **ProfitSword by Actabl**

TUESDAY, JANUARY 24, 2023

8:25am-11:15am PLENARY SESSION

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

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

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

ALIS DEAL OF THE YEAR AWARDS

DEVELOPMENT OF THE YEAR 2022

Presenter: **JP Ford**, Principal & Director of Global Business Development, Lodging Econometrics

SINGLE ASSET TRANSACTION OF THE YEAR 2022

Presenter: **John R. Karver**, President, Karv Corp

MERGER & ACQUISITION OF THE YEAR 2022

Presenter: **Michael Murphy**, Chairman, American Hotel Income Properties

JACK A. SHAFFER FINANCIAL ADVISOR OF THE YEAR 2022

Presenter: **Thomas J. Corcoran**, President, TCOR Hotel Partners

ARNE SORENSON SOCIAL IMPACT LEADERSHIP AWARD

Presenters: **Jeff Higley**, President, The BHN Group
Chip Rogers, President & CEO, AHLA
Recipient: Recipient to be Announced

ISHC CAPEX 2022 – THE RELEASE OF A NEW STUDY OF CAPITAL EXPENDITURES IN THE HOTEL INDUSTRY

Presenters: **Stephen R. Hennis**, Co-Chair, CapEx Study and Consultant, Hotelogy
Chad F. Sorensen, Co-Chair, CapEx Study and Managing Director & COO, CHMWarnick

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
Peter McDermott, Partner & CIO, KSL Capital Partners
Hubert Viriot, CEO, YOTEL

WRAP-UP REMARKS

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

TUESDAY, JANUARY 24, 2023

11:15am-12:00pm NETWORKING BREAK

12:00pm-12:40pm BREAKOUT SESSIONS

SESSION 06 ACQUISITIONS TRACK – WALL STREET OUTLOOK

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

Moderator: **Neal Patel**, Chairman, AAHOA and Managing Partner, Blue Chip Hotels
Panelists: **Deanne Brand**, SVP, Strategy & Analytics and Treasurer, Host Hotels & Resorts
Amy Hulbert, VP of Boutique & Upscale Brands, BW Hotels & Resorts
Keith Pierce, President, Franchise & Development, Sonesta
David Tarr, SVP Development, Hyatt Hotels Corporation

SESSION 08 OPPORTUNITIES TRACK – ESG & HITTING TRIPLE BOTTOM LINE

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

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

SESSION 10 HOTEL SEGMENTS TRACK – EXTENDED STAY

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

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

Moderator: **Allison Reid**, Chief Global Growth Officer, Aimbridge Hospitality
Panelists: **Mark D. Bratton**, Senior Vice President, Colliers
Kevin M. Davis, Americas CEO, JLL Hotels & Hospitality Group
Alexandra Lalos, Managing Director, Hodges Ward Elliott, LLC
Andrew Holt, Managing Director, Eastdil Secured

SESSION 12 DEVELOPMENT TRACK – BATTLING INCREASING COSTS

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

TUESDAY, JANUARY 24, 2023

SESSION 13 OPPORTUNITIES TRACK – CONVERGENCE OF PROPERTY TYPES

Moderator: **Christopher Lee**, Partner, Dentons US LLP
 Panelists: **Henry E. Bose, Jr.**, Senior Vice President, CBRE
Geoffrey Hunt, Director of Real Estate, Common
 Additional Panelists to be Announced

SESSION 14 HOTEL SEGMENTS TRACK – LIFESTYLE HOTELS

Moderator: **Andrea Grigg**, Global Head of Asset Management, JLL Hotels & Hospitality Group
 Panelists: **Mark Hsiang**, EVP Development, Ennismore
Jason 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

SESSION 15 CONNECTING THE DOTS BETWEEN UNIFORM SYSTEM OF ACCOUNTS FOR THE LODGING INDUSTRY (USALI) & HOTEL INVESTMENT

Moderator: **Frank Wolfe**, CEO, HFTP
 Panelists: Panelists to be Announced

3:05pm-5:10pm PLENARY SESSION

WELCOME BACK

Speaker: **Jeff Higley**, President, The BHN Group

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, HEI Hotels & Resorts
Russell D. Urban, CEO and Principal, Electra America Hospitality Group

ISHC PIONEER AWARD

Presenters: **Kristie L. Dickinson**, Treasurer, ISHC and Managing Director/EVP, CHMWarnick
Todd Leach, President, ISHC and Partner, Dedic Group
 Recipient: **Alejandro Zozaya**, Former Executive Chairman & CEO, Apple Leisure Group

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

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: **Amber Asher**, CEO, Standard International
John Cohan, CEO, Margaritaville
Greg Friedman, Managing Principal & CEO, Peachtree Group
Christopher Ropko, CEO, McNeill Investment Group

WRAP-UP REMARKS

Speaker: **Jeff Higley**, President, The BHN Group

5:15pm-6:45pm NETWORKING RECEPTION

Sponsored By: **Entegra**



WEDNESDAY, JANUARY 25, 2023

7:00am-11:55am REGISTRATION & INFORMATION
Sponsored By: **Cvent**

7:30am-8:30am CONTINENTAL BREAKFAST

8:00am-11:55am CONTINUOUS COFFEE
Sponsored By: **Unifocus**

8:20am-11:10am PLENARY SESSION – MONEY MORNING

WELCOME BACK

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

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

PRESENTATION TO BE ANNOUNCED

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: **Rob Palleschi**, CEO, G6 Hospitality
Ben Rowe, Managing Partner, KHP Capital Partners
Peter Strebel, Chairman, Omni Hotels & Resorts
Rick Takach, Chairman & CEO, Vesta Hospitality

IREFAC – THE FINANCIAL GURUS TELL IT LIKE IT IS!

Co-Moderators: **Mit Shah**, CEO, Noble Investment Group

Panelists: **Neil H. Shah**, President & COO, Hersha Hotels & Resorts
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

CLOSING REMARKS

Speaker: **Jeff Higley**, President, The BHN Group



WEDNESDAY, JANUARY 25, 2023

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

SESSION A MONEY MORNING: EQUITY

Moderator: **Peter Benudiz**, 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

SESSION B MONEY MORNING: DEBT

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

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

Mat Crosswy, President, Stonehill

Robert Kivell, Vice President, Goldman Sachs

Michael Lipson, Chairman & CEO, Access Point Financial

SESSION C MONEY MORNING: THE CAPITAL STACK

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
Stephanie Ricca, Hotel News Now
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

Chair: **JP Ford**, Lodging Econometrics
Raj Chandnani, WATG | Wimberly Interiors
John S. Fareed, Horwath HTL
Bruce Ford, Lodging Econometrics
Warren Marr, PwC
Francis J. Nardoza, REH Capital Partners, LLC
Kirsten Smiley, HVS

Single Asset Transaction of the Year 2022

Chair: **John R. Karver**, Karv Corp
Patrick Deming, Eastdil Secured
Teague Hunter, Hunter Hotel Advisors
Jared Kelso, Cushman & Wakefield
Rich Lillis, Colliers
Daniel C. Peek, Hodges Ward Elliott
Gilda Perez-Alvarado, JLL
Robert B. Stiles, RobertDouglas
Bob Webster, CBRE
Lawrence B. Wolfe, Newmark

Merger & Acquisition of the Year 2022

Chair: **Michael Murphy**, First Fidelity Companies
Arthur Goldfrank
Larry Kwon, Moelis & Company
Bradley G. Langner, Piper Sandler
Scott L. Smith, Goldman, Sachs & Co
Phillip Summers, Lazard Freres & Co. LLC
Croft Young, Morgan Stanley

Jack A. Shaffer Financial Advisor of the Year 2022

Chair: **Thomas J. Corcoran Jr.**, TCOR Hotel Partners
Anthony Capuano, Marriott International
Jim Chu, Hyatt Hotels Corporation
Joel Eisemann, IHG Hotels & Resorts
Kevin J. Jacobs, Hilton
Martin Newburger, KSL Capital Partners
Mehul Patel, NewcrestImage

PRODUCED BY:



Northstar Travel Group is the leading B-to-B information and marketing solutions company serving all segments of the travel industry including leisure/retail, corporate/business travel, corporate and sports meetings, incentives, hospitality, and travel technology. Northstar is the owner of leading brands serving these travel segments. The company produces more than 100 face-to-face events in 13 countries in retail travel, hospitality, corporate travel, travel technology, sports travel, and the meetings & incentive industry. In addition, Northstar owns Phocuswright, the leading research, and event producer serving the travel technology industry. Northstar Travel Group owns The BHN Group, the leading producer of hotel investment conferences. Northstar is also the majority shareholder in Inntopia, the leading SaaS e-commerce software business serving the mountain destination, golf, activities, and hospitality markets. Based in Secaucus, NJ, the company has 14 offices in the U.S., UK, Singapore, and China. Northstar Travel Group is owned by funds managed by EagleTree Capital.

IN ASSOCIATION WITH:



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