

## CHRISconference.com

## **MONDAY, MAY 22, 2023**

11:30am-7:30pm **REGISTRATION & INFORMATION** 

> Meets In: ALHAMBRA PRE-FUNCTION

12:00pm-1:30pm **NETWORKING LUNCH** 

Meets In: **ALHAMBRA PRE-FUNCTION** 

12:00pm-5:30pm **CONTINUOUS COFFEE** 

> Meets In: **ALHAMBRA PRE-FUNCTION**

12:15pm-1:15pm QUICKCONNECT

If you are coming to CHRIS to meet other delegates, QuickConnect is a great way to start the conference.

During this energetic and intense networking session, delegates will be able to connect with other CHRIS

delegates in a quick exchange of business cards.

**GRANADA** Meets In:

Facilitators: John S. Fareed, Global Chairman, Horwath HTL

Lynette Montoya, CEO, Latino Hotel Association

1:40pm-3:45pm **PLENARY SESSION** 

> Meets In: ALHAMBRA BALLROOM

1:40pm-1:55pm **OPENING REMARKS** 

> Speaker: Jeff Higley, President, The BHN Group

1:55pm-2:10pm **CHTA INSIGHTS - TRAVEL & TOURISM UPDATE** 

Speaker: Nicola Madden-Greig, President, CHTA and Group Director of Marketing & Sales, CHG

2:10pm-2:25pm **HOTEL PERFORMANCE REVIEW & OUTLOOK** 

> Speaker: Laura Resco, Director - Hotel Intelligence Americas, HotStats

2:25pm-2:45pm LIFETIME ACHIEVEMENT AWARD

Presenter: Jeff Higley, President, The BHN Group

Recipients: Karolin Troubetzkoy, Executive Director, Marketing and Operations,

Anse Chastanet and Jade Mountain Resorts Nick Troubetzkoy, Chairman & Managing Director, Anse Chastanet and Jade Mountain Resorts

Karolin & Nick Troubetzkov

2:45pm-3:40pm **VIEWS FROM THE BOARDROOM - ROUND ONE** Moderator: John S. Fareed, Global Chairman, Horwath HTL

Panelists: Sloan Dean, CEO & President, Remington Hotels

Carolyne Doyon, President & CEO, North America and Caribbean, Club Med

Rob Smith, Divisional President, Full Service, Aimbridge Hospitality Bruce Wardinski, Chairman & CEO, Playa Hotels & Resorts

3:40pm-3:45pm **WRAP-UP REMARKS** 

Speaker: Jeff Higley, President, The BHN Group

**NETWORKING BREAK** 3:45pm-4:45pm

Meets In: **ALHAMBRA PRE-FUNCTION** 

3:50pm-4:10pm **OPPORTUNITIES IN TURKS AND CAICOS ISLANDS** 

**BOARDROOM** Meets In:

Speaker: Angela Musgrove, CEO, Invest Turks and Caicos

4:20pm-4:40pm **OPPORTUNITIES IN BELIZE** 

> Meets In: **BOARDROOM**

Speaker: Evan Tillett, Director of Tourism, Belize Tourism Board



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## **MONDAY, MAY 22, 2023**

4:45pm-5:30pm **BREAKOUT SESSIONS** 

**SESSION 01 DEVELOPMENT OUTLOOK** Meets In: **SEVILLA BALLROOM 1** 

Moderator: Mary Scoviak, Managing Editor, Hotel Investment Today

Panelists: Wendy Chan, Vice President, Feasibility & Development Planning, Marriott International

Justin Magazine, Senior Vice President Business Development, Aimbridge Hospitality

Fernando Mulet, EVP, Chief Investment Officer, Playa Hotels & Resorts

Brian Quinn, Chief Development Officer, Sonesta

**OWNERSHIP - ALL-INCLUSIVE RESORTS SESSION 02** 

Meets In: **SEVILLA BALLROOM 2** 

Roland Mouly, SVP Strategic Partnerships, Premier (Ashford Inc.) Moderator: Panelists: Ruben Becerra, VP, Business Development, Karisma Hotels & Resorts Paula Cerrillo, Director Development Caribbean, Marriott International

Fernando Fernandez, VP Development Inclusive Collection, Hyatt Hotels Corporation

Pablo Maturana, VP Development, Hilton

Nicolas Valle, VP, Development & Investment, Playa Hotels & Resorts

**SESSION 03 CARIBBEAN CAPITAL - DEBT** 

Meets In: **SEVILLA BALLROOM 3** Jonas Niermann, SVP, hotelAVE Moderator:

Rogerio Basso, Head of Tourism, IDB Invest Panelists:

Joan Bertran, EVP Commercial Real Estate & Hotels, Banco Sabadell Isabel de Caires, Director, Investment Banking, CIBC FirstCaribbean

Jose Alonso Gomez, Senior Investment Officer, IFC

**SESSION 04 CAPTIVATING DESIGN & CAPTURING RETURNS** 

Meets In: **GRANADA** 

Marie L. Dexter, Principal, Resort Development Consultants Moderator: Panelists: Rafael Amuchastegui, Principal, RAD Architecture Inc

Ken Charles Shannon, Vice President, Playa Hotels & Resorts Gina Goodin, Senior Associate Vice President, CallisonRTKL Stan Hartling, Developer and CEO, The Hartling Group

Adam Tegge, Vice President, Ashford Inc.

5:30pm-7:30pm **NETWORKING RECEPTION** 

> Meets In: ALHAMBRA PRE-FUNCTION

## **TUESDAY, MAY 23, 2023**

8:00am-8:15pm **REGISTRATION & INFORMATION** 

> **ALHAMBRA PRE-FUNCTION** Meets In:

8:00am-9:00am **CONTINENTAL BREAKFAST** 

> Meets In: ALHAMBRA PRE-FUNCTION

8:00am-5:45pm **CONTINUOUS COFFEE** 

> Meets In: ALHAMBRA PRE-FUNCTION

9:00am-11:15am **PLENARY SESSION** 

> Meets In: ALHAMBRA BALLROOM

9:00am-9:15am **WELCOME BACK** 

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

9:15am-9:40am **CENTER STAGE WITH A KEY INVESTOR / OWNER** 

> Host: Alexander C. Britell, Editor in Chief, Caribbean Journal

Guest: Andrew L. Farkas, Chairman and CEO, Island Capital Group LLC

9:40am-9:50am **CONSTRUCTION COSTS & MARKET TRENDS IN THE CARIBBEAN** 

Speaker: Sanjay Amin, Director, BCQS International



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### **TUESDAY, MAY 23, 2023**

9:50am-10:00am **LENDING REPORT** 

> Presenter: Gary Brough, Managing Director, Baker Tilly

10:00am-10:05am CHRIS DEVELOPMENT OF THE YEAR AWARD

> Presenter: Gary Brough, Managing Director, Baker Tilly

10:05am-10:10am CHRIS TRANSACTION OF THE YEAR AWARD

> Presenter: Christian Charre, Executive Vice President, CBRE Hotels

10:10am-10:20am **RISING STAR AWARD CARIBBEAN** 

> Presenters: Andrea Belfanti, CEO, ISHC

> > Jonathon S. Zink, COO, The BHN Group

Julianna Musgrove, Regional Learning and Development Manager, Sandals Resorts International Recipient:

10:20am-11:10am **VIEWS FROM THE BOARDROOM - ROUND TWO** 

> Moderator: Liam J. Day, Managing Director, BCQS International

Janelle Hopkin, President & Managing Director, Spice Island Beach Resort Panelists:

Gebhard Rainer, CEO, Sandals Resorts International

Gustavo Martin Viescas, President, LATAMC, Wyndham Hotels & Resorts

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

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

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

> ALHAMBRA PRE-FUNCTION Meets In:

11:20am-11:40am **OPPORTUNITIES IN U.S. VIRGIN ISLANDS** 

> Meets In: **BOARDROOM**

Joseph Boschulte, Commissioner, USVI Department of Tourism Speaker:

12:15pm-1:00pm **BREAKOUT SESSIONS** 

**SESSION 05 DEVELOPMENT - RESORTS & ROI** 

Meets In: SEVILLA BALLROOM 1

Moderator: Robert MacLellan, Managing Director, MacLellan & Associates Panelists: Joanna Ayala, Director of Development, Marriott International

Mario Eduardo Carbone, Managing Director Development - Mexico & Central America, Hilton

Mauricio Elizondo, Development Director, Posadas Eileen Kett, Senior Vice President, Development, Club Med

**SESSION 06 ACQUISITIONS - REBRANDING & BRAND VALUE** 

**SEVILLA BALLROOM 2** Meets In:

Moderator: Dorothy Dowling, Managing Director, Horwath HTL Panelists: Louis Alicea, Senior Director, Wyndham Hotels & Resorts Elizabeth Lloyd, Vice President Asset Management, Ashford Inc.

Alfredo Reynoso, Regional Vice President, Development, Hyatt Hotels Corporation Daniel Thorman, Senior Vice President Business Development, Aimbridge Hospitality

**SESSION 07 CARIBBEAN CAPITAL - EQUITY** 

Meets In: **SEVILLA BALLROOM 3** 

Moderator: Alexandra Lalos Church, Managing Director, Hodges Ward Elliott

Katherine Button, Vice President, Asset Management & Investments, Mullen Real Estate Capital Panelists:

Oriol Gimenez Parrot, Managing Partner, CPG Hospitality & Alójica

Andro Nodarse-Leon, Founder & CEO, LionGrove

**SESSION 08** AFFILIATION AGREEMENTS - MANAGEMENT, LEASE, & FRANCHISE

Meets In: **GRANADA** 

David Larone, Special Advisor, CBRE Hotels Moderator:

Camilo Bolanos, Senior Vice President, Development LAC, Hyatt Hotels Corporation Panelists:

William Clegg, Regional Director of Development, BWH Hotel Group

Luis Gallotti, Co-Founder/Co-CEO, AMEK Group



## CHRISconference.com

### **TUESDAY, MAY 23, 2023**

**EXTENDED NETWORKING LUNCH** 1:00pm-3:15pm

**ALHAMBRA PRE-FUNCTION** Meets In:

This extended networking lunch allows the convenience of eating whenever you'd like during a busy day full

of meetings and conference content.

1:10pm-1:30pm **OPPORTUNITIES IN SAINT LUCIA** 

> Meets In: **BOARDROOM**

Speaker: Octavian Charles, Chief Executive Officer, Invest Saint Lucia

3:15pm-4:00pm **BREAKOUT SESSIONS** 

**SESSION 09** DEVELOPMENT - TACKLING BUILDING CHALLENGES: COSTS, SUPPLY CHAIN, & DISASTERS

**SEVILLA BALLROOM 1** Meets In:

Moderator: Simon Taylor, Director, BCQS International

Panelists: Gene Budler, Managing Director, Dick Construction & Management Company

Keith Hayman, Business Development - Major Claim Specialist, Adjusters International

Juan Mosseri, Sales Manager, Caribbean, E-Finity

Emilio Pérez, Senior Continent Leader, Global Design, Marriott International

Maurizio Piedra, Development Manager - Latin America & Caribbean, IHG Hotels & Resorts

**SESSION 10 OWNERSHIP - LIFESTYLE & LUXURY** 

Meets In: **SEVILLA BALLROOM 2** 

Letvia M. Arza-Goderich, Partner, Preston Arza LLP Moderator:

Panelists: Enrique Calderon Fernandez, Chief Operating Officer Hotels, Posadas

Jason Hsiang, EVP of Development, Ennismore

Vijesh Patel, Senior Development Manager, Americas, Six Senses

Gebhard Rainer, CEO, Sandals & Beaches Resorts

**CARIBBEAN CAPITAL - IMPACT INVESTING & ESG SESSION 11** 

**SEVILLA BALLROOM 3** Meets In:

Moderator: Zach Demuth, Global Head of Hotels Research, JLL Panelists: Kim Hogan, Head of Acquisitions, Soul Community Planet

Santiago Porta, Principal Investment Officer, IFC - World Bank Cristian Roberts Castro, President, PRIME / CREO Capital

4:15pm-5:45pm **CHRIS & HOLA COMBO PLENARY SESSION** 

Meets In: ALHAMBRA BALLROOM

4:15pm-4:25pm **WELCOME BACK** 

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

4:25pm-4:50pm **GLOBAL CHECK-IN** 

Jeff Higley, President, The BHN Group Host:

Guests: Sabina Fluxá Thienemann, Vice-Chairman & CEO, Iberostar Group

Elie Maalouf, Chief Executive Officer, Americas, IHG Hotels & Resorts

4:50pm-5:15pm THE ECONOMIC OUTLOOK

> Speaker: Eric Parrado, Chief Economist & Manager of the Research Department, Inter-American Development Bank

5:15pm-5:40pm **GLOBAL CHECK-IN** 

Host: Jeff Weinstein, Editor-in-Chief, Hotel Investment Today Geoff Ballotti, President & CEO, Wyndham Hotels & Resorts Guest:

5:40pm-5:45pm **CLOSING REMARKS** 

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

**CHRIS & HOLA JOINT NETWORKING RECEPTION** 5:45pm-8:15pm

A unique feature of CHRIS is the closing reception, which is held in conjunction with the opening cocktail reception for the Hotel Opportunities Latin America (HOLA). Delegates from CHRIS have the opportunity to meet and mingle with each other one more time, plus the opportunity to network with delegates from HOLA.

This promises to be a fantastic networking event.

**EVENT DECK** Meets In: Hosted By:



## CHRISconference.com

#### **PROGRAM PLANNING COMMITTEE**

Letvia M. Arza-Goderich, Preston Arza LLP

Rogerio Basso, IDB Invest Andrea Belfanti, ISHC

Greg Bohan, Florida Atlantic University Camilo Bolanos, Hyatt Hotels Corporation Katherine Button, Mullen Real Estate Capital Silvia Camarota, Women in Travel THRIVE

Daniel Campos, Caribe Hospitality

Ana Chalas, Baker Tilly

William Clegg, BWH Hotel Group

Juan Corvinos, Hilton

Liam J. Dav. BCQS International Isabel de Caires, CIBC FirstCaribbean

Marie L. Dexter. Resort Development Consultants

Shamsah Dhala, IFC Lissette Elias, INTRADE Mauricio Elizondo, Posadas

John S. Fareed, Horwath HTL

Fernando Fernandez, Hyatt Hotels Corporation Adam Greenfader, Puerto Rico Builders Association

Andy Ingraham, NABHOOD

Robbie Karver, EY

Bojan Kumer, Marriott International

Vanessa Ledesma, CHTA

Robert MacLellan, MacLellan & Associates Ricardo Mader, JLL Hotels & Hospitality

Annette Mark, CAIPA

Nicolas Martinez Matallana, Accor Sean McCracken. Hotel News Now/STR Lynette Montova, Latino Hotel Association

Juan Mosseri, E-Finity

Roland Mouly. Premier (Ashford Inc.)

Jonas Niermann, hotelAVE

Michael Register, Trust Hospitality Marco A. Roca Sr., Reveille Hospitality

Paul Weimer, CBRE Hotels

### DEVELOPMENT OF THE YEAR AWARD COMMITTEE

Chair: Gary Brough, Baker Tilly Liam J. Day, BCQS International

Marie Dexter, Resort Development Consultants

John S. Fareed, Horwath HTL JP Ford, Lodging Econometrics

Robert MacLellan, MacLellan & Associates

#### TRANSACTION OF THE YEAR AWARD COMMITTEE

Chair: Paul Weimer, CBRE Hotels

Andrew Dickey, JLL Hotels & Hospitality

Alexandra Lalos Church, Hodges Ward Elliott

Alam Pirani. Colliers

Daniel Stockhammer, Horwath HTL

#### **RISING STAR AWARD JUDGING PANEL**

Jorge Apaez, IHG Hotels & Resorts

Amber Asher, Standard Hotels Jose Carlos Azcarraga, Posadas Javier Coll, Apple Leisure Group

Larry Cuculic, BWH Hotel Group Sloan Dean, Remington Hotels

Michael J. Deitemeyer, Aimbridge Hospitality

Danny Hughes, Hilton

John Issa, SuperClubs Vanessa Ledesma, CHTA

Adam Stewart, Sandals & Beaches Resorts Karolin Troubetzkoy, Anse Chastanet and Jade

Mountain Resorts

Gustavo Martin Viescas, Wyndham Hotels & Resorts

Bruce Wardinski, Playa Hotels & Resorts



May 22-23, 2023 Loews Coral Gables Hotel, Coral Gables, FL CHRISconference.com

#### **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 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.