

THE ONLY 'TRUE' CARIBBEAN INVESTMENT CONFERENCE
held in the region, for the region, about the region...



CARIBBEAN HOTEL AND TOURISM

INVESTMENT CONFERENCE

THE OFFICIAL CARIBBEAN TOURISM INVESTMENT CONFERENCE

TRINIDAD  2013
& TOBAGO



MAY 7 - 9
HYATT REGENCY TRINIDAD

WWW.CARIBBEANINVESTMENTCONFERENCE.COM

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The Caribbean Hotel & Tourism Association and the Caribbean Tourism Organization are hosting the 17th Annual Caribbean Hotel & Tourism Investment Conference (CHTIC) in Trinidad, from May 7 - 9, 2013. CHTIC is the official forum for the hospitality and global investment community in the Caribbean, enjoying broad support and endorsement of Caribbean governments, hotel associations, hoteliers and developers.

CHTIC is designed to provide an innovative forum to drive and optimize business and investment in the Caribbean tourism industry. The event provides delegates with the opportunity to network with the key decision makers by providing additional networking opportunities supported by significantly enhanced programming.

We are delighted to be staging CHTIC 2013 in partnership with the Trinidad Ministry of Tourism and the Tourism Development Company. Trinidad offers an exceptional potential for attendance considering that the highest record attendance at this event, 522 delegates was in Trinidad on 2008.

Sponsorship opportunities on this prospectus have been designed to provide extensive promotion and exposure both prior to, during and after the event. Sponsorship of CHTIC not only represents a great business investment, it's also a phenomenal way to support the region and the vitally important tourism industry.

The advantage of making an early commitment is you will be acknowledged as a sponsor from the very start of the publicity cycle. Sign up by December 21, 2012 and receive a 20% discount on the sponsorship contribution. Don't delay, sponsorship opportunities are limited. Please contact Gabi Doria-Simpson, CHTA's Marketing & Commerce Manager at gabi@caribbeanhotelandtourism.com or 305-443-3040 ext.106 who will be happy to assist you become a sponsor.

Sincerely,

Alec Sanguinetti, C.D.
CEO & Director General
Caribbean Hotel and Tourism Association



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Previous CHTIC Speakers Include:

Rob J. Webb, *Baker Hostetler*

Liam Day, *BCQS*

Mark Williams, *Best Western International*

Jay DiGiulio, *Boutique Club International*

Marta Molina-Seal, *Caribbean Property Group*

Sue Nickason, *Caribbean Resort Consultants*

Hugh Riley, *Caribbean Tourism Organization*

Dr. Adam Wu, *China Business Network*

Phil Keb, *Christophe Harbour Development Company*

Donna Wellington, *CIBC FirstCaribbean International Bank*

Gary "Butch" Hendrickson, *Coconut Bay Resort and Spa*

Joseph Yung, *Columbia Sussex Hotel Corporation*

Hon. Karine Roy-Camille, *Comite Martiniquais du Tourisme*

Joel Santos, *Coral Hospitality*

Mark VanDeVelde, *Dart Realty*

Enrique de Marchena Kaluche, *De Marchena Kaluche & Associates*

Nikolas Eastwick-Field, *efmHospitality*

Geoff Smith, *Ellis Don*

Jack Katz, *ESJ Towers*

Alinio Azevedo, *Four Seasons Hotels and Resorts*

Mark Durliat, *Grace Bay Club*

Danny Hughes, *Hilton Hotels Corporation*

Cyriel Kronenburg, *IATA*

Richard Corso, *InnLink Central Reservations Services*

Ancile Brewster, *Inter-American Development Bank*

David Callaghan, *Interval International*

Craig Nash, *Interval Leisure Group*

David Holukoff, *KPMG*

Eric Schwarz, *Langan Engineering and Environmental Services*

Gary Brough, *KPMG*

Robert MacLellan, *MacLellan & Associates*

Colin Jordan, *Mango Bay Resorts*

Hon. Ricky Skerrit, *Minister of Tourism, & International Transport, Government of St. Kitts and Nevis*

Ricardo Perez, *Oyster Bay Beach Resort*

Scott Berman, *PricewaterhouseCoopers LLP*

Marc Jeffrey, *RockResorts Hospitality*

Josef Forstmayr, *Round Hill Hotel and Villas*

Hans-Georg Roehrbein, *San Juan Marriott Resort & Stellaris Casino*

Cal Denison, *Shell Vacations*

Joe Zahm, *Sotheby's International Realty*

Anthony Bowen, *Sotheby's International, St. Lucia*

May-Ling Chun, *St. Maarten Tourist Bureau*

Amanda Hite, *STR*

Ron Sutherland, II, *The Hemisphere Group*

David Dodwell, *The Reefs Beach Club*

Adam Sacks, *Tourism Economics*

Mark Ozawa, *Windjammer Landing St. Lucia*

Antonia Menezes, *World Bank Group*

Carlos Vogeler, *World Tourism Organization*

"CHTIC is a must attend event for any company looking to get things accomplished in the Caribbean. We have sponsored the program since its inception and have always found it to be a great forum to conduct business."

David Callaghan, VP Eastern Region,
Resort Sales & Service, Interval International



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»»» Increase your exposure in the Caribbean and stand out from your competitors

With over 23 Caribbean countries represented at this event annually, your company will have the opportunity of approaching key regional leaders, decision makers and potential business partners in one location. Your support at CHTIC will translate beyond the conference and provide you continued exposure in the Caribbean.

Profile Of Attendees

- Architects
- Hotel Chains Executives
- Lenders
- Tourism and Government Officials
- Designer
- Hotel Owners
- Mortgage Brokers
- Developers
- Investors
- Real Estate Agents
- Financial Advisors
- Lawyers
- Timeshare Developers

Previous Participants

AIB Bank N.V., Aruba

Aimbridge Hospitality, Puerto Rico

Aireko, Puerto Rico

Amaterra Jamaica Ltd., Jamaica

Ambergris Cay Ltd., Turks and Caicos

AMC Liquidators, USA

American Resort Development Assn. (ARDA), USA

Baker & Hostetler, USA

Ballard Spahr LLP, USA

Barbados Tourism Authority, Barbados

Bauer International Inc, USA

BCQS International, Cayman Islands & British Virgin Islands

Belize Trade And Investment Development Service, Belize

Best Western International, USA

Blue Point Consultants Ltd, Cayman Islands

Boutique Club Intl, USA

Boutique Real Estate Advisors, USA

Bridgerock Capital, USA

British Virgin Islands Tourist Board, British Virgin Islands

Caribbean Project Management, Puerto Rico

Caribbean Property Group, LLC, USA

Caribbean Resort Consultants, Turks And Caicos

Caribbean Tourism Organization, Barbados

Caribe Playa Beach Resort, Puerto Rico

CCTIP, Antigua And Barbuda

Charterland Ltd., Cayman Islands

China Business Network, United Kingdom

Choice Hotels International, USA

Chris Sharpless, USA

CIBC Firstcaribbean Int'l Bank, Bahamas & Barbados

Coconut Bay Beach Resort & Spa, St. Lucia

Colliers International, United Kingdom

Columbia Sussex Corporation, USA

Consys Inc, USA

Coral Cove Little Bay Jamaica, Jamaica

Coral Hospitality Corp., Dominica

CRU, LLC, USA



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Previous Participants (continued)

Crucian Heritage And Nature Tourism, Inc. (Chant), USVI

Dad Developers And Contractors, Inc., Puerto Rico

Dart Realty, Cayman Islands

Dave Schmitt Engineering, Inc., USA

Deloitte Consulting Ltd., Barbados

Department Of Economic, Development And Commerce, Puerto Rico

Development Bank Of Jamaica, Jamaica

Discover Financial Services, USA

EDSA, Inc., USA

EFM Hospitality, USA

El San Juan Towers, Puerto Rico

Empresas Diaz, USA

Ernst & Young Ltd, British Virgin Islands

FDR Holidays Limited, Jamaica

Fisher Koppenhafer Architecture & Interior Design, USA

Flamingo Beach Development Co., USA

Four Seasons Hotels And Resorts, USA

G. A. Farrell & Associates Limited, Trinidad & Tobago

Gallows Point Resort, USVI

GE, USA

Genivar Trinidad & Tobago Ltd., Trinidad & Tobago

Government Of Antigua And Barbuda, Antigua And Barbuda

Government Of Saint Lucia, St. Lucia

Government Of The British Virgin Islands, British Virgin Islands

Grace Bay Resorts, Turks And Caicos

Greencastle Estate, Jamaica

Grove International LLC, USA

Grupo Cacho, Inc., Puerto Rico

Hartling Group, USA

Hill International, Inc., USA

Hilton Worldwide, USA

Hoteles Decameron Jamaica Ltd., Jamaica

Humiclina Jamaica Ltd, Jamaica

HVS, USA

Hyatt Hotels Corporation, USA

IFC, Jamaica

Implementation Ltd., Jamaica

Innlink Central Reservations Services, USA

Inter-American Development Bank, Jamaica

Intercontinental Hotels Group (IHG), USA

International Air Transport Association (IATA), USA

Interval International, USA

Invest Dominica Authority, Dominica

IRR-Caribbean, Cayman Islands

Isis Event Designs, USA

Island Car Rentals Ltd., Jamaica

Island Holdings Group, LLC, USA

Jackrabbit Systems, Inc., USA

Jamaica Tourist Board, Jamaica

Jamaica Trade And Invest (JAMPRO), Jamaica

Karisma Hotels & Resorts, USA

Kiawah Development Partners, USA

KPMG, Bahamas and Jamaica

La Fortaleza, Office Of The Governor Of Puerto Rico, Puerto Rico

Langan Engineering & Environmental Services, USA

L'esperance Hotel, St. Maarten

Los Jardines De Cozon, USA

Luxury Investment Properties Ltd., Cayman Islands

Maclellan & Associates, St. Lucia

Maclellan International Brokers, LLC, USA

Mango Bay Hotel, Barbados

Marriott International, Inc., USA

Martinique Tourism Authority, Martinique

Mastercard, USA

Mayaguana Island Developers Limited, USA

Media Sol, Jamaica

Meister Developers, Inc, USA



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Previous Participants (continued)

Merritt & Harris, Inc, USA

Metroventures, USA

Ministry Of Tourism - Jamaica, Jamaica

**Ministry Of Tourism & International Transport,
St. Kitts and Nevis**

**Ministry Of Tourism Trinidad And Tobago,
Trinidad & Tobago**

Molinaro Koger, USA

Mount Cinnamon Beach Resort, Grenada

Needham's Point Development Inc., Barbados

OBM International Limited, USA

Oyster Bay Beach Resort, St. Maarten

Parker Poe, USA

Perry Becker Design, USA

PKF (UK) LLP, United Kingdom

Preston Arza LLP, USA

**Pricewaterhouse Coopers, Antigua, Barbuda
and St. Lucia**

Puerto Rico Tourism Company, Puerto Rico

Radisson Ambassador Plaza Hotel & Casino, Puerto Rico

RCI - Vacation Exchange - Vacation Rentals, USA

RDH & Associates, USA

**Rider Levett Bucknall (Caribbean) Limited,
Cayman Islands**

Rock Resorts, USA

Roma Consulting Real Estate Services, LLC, USA

Round Hill Hotel And Villas, Jamaica

Royal Resorts Caribbean, USA

**Saint Lucia Ministry Of Tourism, Heritage And Creative
Industries, St. Lucia**

Saint Lucia Tourist Board, St. Lucia

San Juan Marriott Resort & Stellaris Casino, Puerto Rico

San Juan Water & Beach Club Hotel, Puerto Rico

Sandals Resorts And Beaches Resorts, USA

Savvy Grenada, Grenada

SB Architects, USA

Seaborne Airlines, USVI

Sealy Inc., USA

Secrets Wild Orchid, Jamaica

Shell Vacations LLC, USA

Smiths Gore BVI, British Virgin Islands

Sotheby's International Realty, St. Lucia

Source Consulting LLC, USA

**St. Eustatius Tourism Development Foundation,
St. Eustatius**

St. Lucia Hotel & Tourism Association, St. Lucia

St. Maarten Tourist Bureau, St. Maarten

Stantec, USA

Starwood Hotels & Resorts Worldwide, Inc., USA

STR, USA

The Anguilla Tourist Board, Anguilla

The Bahamas Ministry Of Tourism, Bahamas

The Charre Group, USA

The Gaming Board Of The Bahamas, Bahamas

The Hemisphere Group, USA

The MAAC Group, USA

The Port Authority Of Jamaica, Jamaica

The Spanish Court Hotel, Jamaica

**Tourism Development Company (TDC) Of Trinidad &
Tobago, Trinidad & Tobago**

Tourism Economics, USA

Tourism Intelligence International, Trinidad & Tobago

Tradewinds Group, British Virgin Islands

VSH United Suriname Steel Company, USA

WATG, USA

WE Manage, LLC, Puerto Rico

Windjammer Landing Villa Beach Resort, St. Lucia

Woolpert, USA

World Tourism Organization, Spain

World Travel Group, United Kingdom

Young America Capital, USA



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▶▶▶▶ PATRON SPONSOR BENEFITS:

- Promotional reference on all related publicity materials which includes press releases, advertising in industry publications, conference promotional pieces.
 - Two (2) 10' x 10' Table top exhibit space - most preferential location, and largest exhibit space available with extensive exposure during networking events. Exhibit space is available exclusively to conference sponsors.
 - Six (6) complimentary registrations for the event (Estimated Value of US\$5,460.00)
 - Additional registrations for company representatives/employees at a reduced fee of US\$350.00
 - Complimentary access to conference delegate list (including email address) at anytime prior or after the event.
 - Company logo and url link included on event website, promotional event material, event signage and conference program.
 - Full page color ad in the conference program.
 - Access to exclusive VIP (sponsors and government officials) lounge for private meetings.
 - One reserved table of 10 in a prime location at both lunches with sponsor having an opportunity to invite registered delegates to join them.
 - Registration discount of 20% for your preferred clients.
 - Speaking opportunity at one of the sessions.
- Added value benefits:**
- Recognition as a contributor of CHTA's Advocacy program "Tourism is Key"
 - Invitation for a company representative to attend a private reception with industry officials and government representatives.
 - Press-kit distribution to the media in attendance at the event and opportunity to schedule interviews with media in attendance.
 - One electronic promotion/announcement sent from CHTA to the CHTA membership.

Patron Sponsorship Value:

US \$20,000 50% payable at sign in and balance payable by February 15, 2013

General Information

Company Name: _____

Company Contact: _____

Email Address: _____

Phone Number: _____

Please Bill My

MasterCard Other _____ Check: # _____ Send invoice

Credit Card Number: _____

CV#: _____

Exp. Date: _____

Name of Cardholder (as it appears on card): _____

Authorized Signature: _____

Date: _____

TERMS & CONDITIONS: Upon signing this Agreement, your company is responsible for the entire payment of the fee(s) indicated above. Unpaid sponsorship fees will result in the loss of Sponsor benefits. In the event the conference is cancelled due to circumstances beyond the organizers control (such as, but not limited to, inclement weather or a world event), CHTA shall retain 20% of the sponsorship fee(s) to cover pending costs. Any amount remaining after payment of such costs shall be credited towards sponsorship of the conference in 2014.

Please complete and fax to Gabi Doria, 305.443.3005 or for questions and more information email gabi@caribbeanhotelandtourism.com



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▶▶▶▶ PLATINUM SPONSOR BENEFITS:

- Promotional reference on all related publicity materials which includes press releases, advertising in industry publications, conference promotional pieces.
- One (1) 10' x 10' Table top exhibit space - preferential location, with extensive exposure during networking events. Exhibit space is available exclusively to conference sponsors.
- Four (4) complimentary registrations for the event. (Estimated Value of US\$3,640.00)
- Additional registrations for company representatives/ employees at a reduced fee of US\$350.00
- Complimentary access to conference delegate list (including email address) at anytime prior or after the event.
- Company logo and url link included on event website, promotional event material, event signage and conference program.
- Full page color ad in the conference program.

- Access to exclusive VIP (sponsors and government officials) lounge for private meetings.
- One reserved table of 10 in prime location at both lunches with sponsor having an opportunity to invite registered delegates to join them.
- Registration discount of 15% for your preferred clients.

Added value benefits:

- Recognition as a contributor of CHTA's Advocacy program "Tourism is Key"
- Invitation for a company representative to attend a private reception with industry officials and government representatives.
- One electronic promotion/announcement sent from CHTA to the CHTA membership.

Platinum Sponsorship Value:

US \$13,000 50% payable at sign in and balance payable by February 15, 2013

General Information

Company Name: _____

Company Contact: _____

Email Address: _____

Phone Number: _____

Please Bill My

MasterCard Other _____ Check: # _____ Send invoice

Credit Card Number: _____ CV#: _____ Exp. Date: _____

Name of Cardholder (as it appears on card): _____

Authorized Signature: _____ Date: _____

TERMS & CONDITIONS: Upon signing this Agreement, your company is responsible for the entire payment of the fee(s) indicated above. Unpaid sponsorship fees will result in the loss of Sponsor benefits. In the event the conference is cancelled due to circumstances beyond the organizers control (such as, but not limited to, inclement weather or a world event), CHTA shall retain 20% of the sponsorship fee(s) to cover pending costs. Any amount remaining after payment of such costs shall be credited towards sponsorship of the conference in 2014.

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»»»» GOLD SPONSOR BENEFITS:

- Promotional reference on all related publicity materials which includes press releases, advertising in industry publications, conference promotional pieces.
 - 6' Table top exhibit space with extensive exposure during networking events. Exhibit space is available exclusively to conference sponsors.
 - Two (2) complimentary registrations for the event. (Estimated Value of US\$1,820.00)
 - Additional registrations for company representatives/employees at a reduced fee of US\$350.00
 - Complimentary access to conference delegate list (mailing address, phone and fax) at anytime prior or after the event.
 - Company logo and url link included on event website, promotional event material, event signage and conference program.
 - Half page color ad in the conference program.
 - Registration discount of 10% for your preferred clients.
- Added value benefits:**
- Invitation for a company representative to attend a private reception with industry officials and government representatives.
 - One electronic promotion/announcement sent from CHTA to the CHTA membership.

Gold Sponsorship Value:

US \$8,000 50% payable at sign in and balance payable by February 15, 2013

General Information

Company Name: _____

Company Contact: _____

Email Address: _____

Phone Number: _____

Please Bill My

MasterCard Other _____ Check: # _____ Send invoice

Credit Card Number: _____

CV#: _____

Exp. Date: _____

Name of Cardholder (as it appears on card): _____

Authorized Signature: _____

Date: _____

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TOURISM IS KEY



Let's treat it with the respect it deserves.



CARIBBEAN™

Did You Know?

- Travel & Tourism* directly and indirectly employs 2.2 million people in the Caribbean (1 in every 8 jobs).
- Travel & Tourism* accounts for 14.2% of the Caribbean's economic activity (GDP) - more than any other region in the world.
- Travel & Tourism* is an export industry. Visitor exports** account for 16.7% of total exports in the Caribbean or US\$ 26.2 billion.
- Investment in Caribbean Travel & Tourism will total US\$5.7 billion - 11.6% of all investment in the region.

Find out more at TourismIsKey.com



First Caribbean
International Bank



CARIBBEAN
HOTEL & TOURISM
ASSOCIATION

1962 - 2012 | CELEBRATING 50 YEARS

This message is brought to you by the Caribbean Hotel & Tourism Association - on behalf of its 1,100+ member companies.

Source: World Travel & Tourism Council/Oxford Economics, 2011 data. *Travel & Tourism indicates the wider Travel & Tourism Economy, ie the Direct Industry plus the value-added created indirectly in the Travel & Tourism supply chain. **Visitor exports = expenditure by international tourist in the region plus spending on transport.