



TUESDAY, SEPTEMBER 8, 2020

ALL TIMES ARE EASTERN DAYLIGHT TIME

1:00pm-3:00pm **PLENARY SESSION**

WELCOME & OPENING REMARKS

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

REGIONAL UPDATE – CHTA & HOLA CO-CHAIRS

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

Panelists: **Raul F. Calvet**, CEO, Calvet & Associates

Frank J. Comito, CEO and Director General, Caribbean Hotel & Tourism Association

Ricardo Mader, Managing Director, JLL

John McCarthy, Executive Chairman & Partner, Leisure Partners

HOTEL PERFORMANCE OUTLOOK

Speaker: **Patricia Boo**, Area Director, Central & South America, STR

LATIN AMERICA ECONOMIC OUTLOOK

Speaker: **Sofia Rodriguez-Rico**, Chief Economist, Banco Sabadell

PRESENTATION TO BE ANNOUNCED

LEADERS IN TRAVEL

Moderator: **John S. Fareed**, Chairman, North America, Horwath HTL

Panelists: **Christine Duffy**, President, Carnival Cruise Lines

Alejandro Reynal, CEO, Apple Leisure Group

Carolina Narloch Sass de Haro, LATAM Market Analyst, Phocuswright

Alison Taylor, Chief Customer Officer, American Airlines

WRAP-UP REMARKS

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

2:55pm-3:30pm **NETWORKING BREAK & SPONSOR EXHIBITS**

3:00pm-3:20pm **OPPORTUNITIES IN TURKS AND CAICOS**

Speaker: **James Bursey**, Chief Executive Officer, Invest Turks and Caicos

3:30pm-4:30pm **PLENARY SESSION**

WELCOME BACK

Speaker: **Jonathon S. Zink**, Managing Director, The BHN Group

RISING STAR AWARD CARIBBEAN

Presenters: **Andrea L. Belfanti**, Executive Director, ISHC

Jonathon S. Zink, Managing Director, The BHN Group

Recipient: **Creasha-Dine Thompson**, Event Planning Manager, Hyatt Ziva & Zilara Rose Hall

VIEWS FROM THE BOARDROOM – ROUND ONE

Moderator: **David Larone**, Senior Managing Director, CBRE Hotels

Panelists: **Carolyne Doyon**, President and CEO, North America, Club Med

Danny Hughes, Executive Vice President and President, The Americas, Hilton

Bruce D. Wardinski, President & CEO, Playa Hotels & Resorts

Francisco A. Zinser Cieslik, Executive Vice Chairman, Grupo Hotelero Santa Fe

WRAP-UP REMARKS

Speaker: **Jonathon S. Zink**, Managing Director, The BHN Group

CHRISCaribbean Hotel & Resort
Investment Summit**HOLA**Hotel Opportunities
Latin America**CONNECT**

September 8-10, 2020

WEDNESDAY, SEPTEMBER 9, 2020

ALL TIMES ARE EASTERN DAYLIGHT TIME

1:00pm-2:45pm PLENARY SESSION**WELCOME BACK**Speaker: **Jeff Higley**, President, The BHN Group**CHRIS LIFETIME ACHIEVEMENT AWARD**Recipient: **Alex Zozaya**, Chairman, Apple Leisure Group
Interviewed by: **Karen Whitt**, 1st Vice President, CHTA and VP, Sales, Marketing, Branding, Hartling Group**CHRIS & HOLA DEAL OF THE YEAR AWARDS****CHRIS DEVELOPMENT OF THE YEAR AWARD**Presenter: **Gary Brough**, Managing Director, KPMG**HOLA DEVELOPMENT OF THE YEAR AWARD**Presenter: **Rogerio Basso**, Head of Tourism, IDB Invest**CHRIS TRANSACTION OF THE YEAR AWARD**Presenter: **Kent Schwarz**, Executive Managing Director, Colliers International**Alex Zozaya****TECHNOLOGY & WHAT IT MEANS FOR HOTELS**Moderator: **Sean P. McCracken**, News Editor, Hotel News Now
Panelists: **Michael Blake**, CEO, Hospitality Technology Next Generation
Rob Torres, Travel Industry Director, Google
Frank Wolfe, CEO, HFTP**VIEWS FROM THE BOARDROOM – ROUND TWO**Moderator: **Gilda Perez-Alvarado**, CEO, Americas, JLL's Hotels & Hospitality Group
Panelists: **Jorge Apaez**, COO, IHG
Jose Carlos Azcárraga, CEO, Posadas
John Cohan, CEO, Margaritaville
Rob Palleschi, CEO, G6 Hospitality**WRAP-UP REMARKS**Speaker: **Jeff Higley**, President, The BHN Group**2:45pm-3:15pm NETWORKING BREAK & SPONSOR EXHIBITS****3:15pm-3:55pm BREAKOUT SESSIONS****SESSION 01 A SPOTLIGHT ON SOUTH AMERICA**Moderator: **Ricardo Mader**, Managing Director, JLL
Panelists: **Hugo Desenzani**, Chief Executive Officer, Intursa
Cristiano Gonçalves, Regional Vice President Development, IHG
Iñaki Gonzalez Arnejo, CEO, DOT Hotels & Resorts**SESSION 02 CARIBBEAN CAPITAL – EQUITY**Moderator: **Javier Coll**, Group President, Apple Leisure Group
Panelists: **Eduardo Gruener**, President and CEO, GFG Securities
Jared Melnik, Principal, KSL Capital Partners
Jose Javier Tejada, Managing Partner, Nexgen Capital**SESSION 03 THE POWER OF AIRLIFT: FACT OR FICTION?**Moderator: **Vincent Vanderpool-Wallace**, Principal Partner, BedfordBaker Group
Panelists: **Peter Cerdá**, Regional Vice President, Americas, IATA
Jan Knowles, Vice President, Marketing & Communications, Nassau Airport Development Company (NAD)
Trevor Sadler, CEO, InterCaribbean Airways

WEDNESDAY, SEPTEMBER 9, 2020

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3:15pm-3:55pm BREAKOUT SESSIONS (CONTINUED)

SESSION 04 BRANDS & MANAGEMENT STRUCTURE
Moderator: **Jonas Niermann**, Director, Hospitality & Leisure Consulting, PwC
Panelists: **Mario Carbone**, Managing Director – Mexico & Central America, Hilton
Salo Smaletz, Vice President Development, Latin America, IHG
Jeff Stephenson, Vice President, US Franchise Development, G6 Hospitality

4:05pm-4:45pm BREAKOUT SESSIONS

SESSION 05 CASAS DE CAPITAL – DEBT
Moderator: **Lorenzo Ruiz de Velasco-Beam**, Partner, Baker & McKenzie Abogados, S.C.
Panelists: **Jaime Otero**, Head of Corporate Finance, Itaú Colombia
Leon Perez, Partner, GFG Securities, LLC
Santiago Porta, Principal Investment Officer, IFC-World Bank

SESSION 06 TRENDY LIFESTYLE
Moderator: **Robbie Karver**, Senior Manager and Practice Leader, EY
Panelists: **Liora Haymann**, Managing Director, Miami, OBM International
Richard Millard, Chairman & CEO, Trust Hospitality
Emilio Perez, VP, Global Design, Marriott International

SESSION 07 ASSET MANAGEMENT – BOTTOMLINE STRATEGIES
Moderator: **Chad F. Sorenson**, Chief Operating Officer, CHMWarnick
Panelists: **Roland Mouly**, Principal, Hospitality Advisors
Richard E. Pastorino, CEO & Principal, REVPAR International, Inc.
Rob Smith, Executive Vice President, Aimbridge Hospitality

SESSION 08 RESORTS & VACATION OWNERSHIP
Moderator: **Robert MacLellan**, Principal, MacLellan & Associates
Panelists: **Marcos Agostini**, Executive Vice President, Interval International
Javier Diez Torrijos, Corporate Technical Director, Sunwing
Rodrigo Tsutsumi, Managing Director, Tsutsumi Hospitality Solutions

THURSDAY, SEPTEMBER 10, 2020

ALL TIMES ARE EASTERN DAYLIGHT TIME

1:00pm-3:00pm PLENARY SESSION

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

VIEWS FROM THE HEADS OF GOVERNMENT
Moderator: **Frank J. Comito**, CEO and Director General, Caribbean Hotel & Tourism Association
Panelists: **The Honourable Albert Bryan Jr.**, Governor, U.S. Virgin Islands
The Honourable Sharlene Cartwright-Robinson, Premier, Turks and Caicos Islands

HOLA LIFETIME ACHIEVEMENT AWARD
Recipient: **Paul J. Sistare**, Founder & Board Member, Atlantica Hotels
Interviewed by: **Roland Mouly**, Principal, Hospitality Advisors

2:15pm-2:45pm NETWORKING BREAK & SPONSOR EXHIBITS

2:45pm-3:25pm BREAKOUT SESSIONS

SESSION 09 THE ALL-INCLUSIVE WAY – MAKING IT SHINE
Moderator: **Marie L. Dexter**, Principal, Resort Development Consultants
Panelists: **Camilo Bolanos**, Vice President Development, Hyatt Hotels Corporation
Alex Fiz, Area VP Caribbean & All-Inclusive Managing Director, Marriott International
John J. Issa, Chairman, SuperClubs
Nicolas Valle, Director, Development & Feasibility, Playa Hotels & Resorts



Paul J. Sistare

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2:45pm-3:25pm **BREAKOUT SESSIONS (CONTINUED)**

SESSION 10 EVOLVING DEVELOPMENT STRATEGIES

Moderator: **Ahmer Naushad**, Principal, MacLellan & Associates

Panelists: **Rich Cortese**, SVP, Caribbean, Aimbridge Hospitality
Frances Gonzalez, VP, Latin America Operations, Radisson Hotel Group
Marta Molina Seal, Managing Partner, CPG Hospitality & Alojica
Fernando Mulet, EVP and Chief Development Officer, Playa Hotels & Resorts

SESSION 11 A SPOTLIGHT ON MEXICO

Moderator: **John A.E. McCarthy**, Executive Chairman & Partner, Leisure Partners

Panelists: **Mauricio Elizondo**, Development Director Resorts, Posadas
Manuel Muñoz Garces, Hotel & Tourism Director, Sabadell Bank
Gerardo Valdes, Director, Franchise Sales & Development, Latin America, Radisson Hotel Group

SESSION 12 CASAS DE CAPITAL – EQUITY

Moderator: **Marida Alfaro**, CEO, Concepto y Desarrollo

Panelists: **Daniel Campos**, CEO and Partner, Caribe Hospitality
Oriol Gimenez, Managing Partner, CPG Hospitality & Alojica
Fernando Rocha, Chief Development Officer, Fibra Inn

3:35pm-4:15pm **BREAKOUT SESSIONS**

SESSION 13 A SPOTLIGHT ON CENTRAL AMERICA

Moderator: **Raul F. Calvet**, CEO, Calvet & Associates

Panelists: **Adam Greenfader**, Managing Partner, AG&T
Fernando Poma Kriete, Vice President and Managing Director, Real Hotels & Resorts
Gustavo M. Ripol, Partner, InterAmerican Development

SESSION 14 CARIBBEAN CAPITAL – DEBT

Moderator: **Andrew Dickey**, Executive Vice President, JLL

Panelists: **Rogério Basso**, Head of Tourism, IDB Invest
Isabel de Caires, Director, Investment Banking, CIBC FirstCaribbean
Ilan Marcoschamer, SVP Hospitality, Sabadell Bank
Santiago Porta, Principal Investment Officer, IFC-World Bank

SESSION 15 OWNERSHIP & THE 3 Rs (RENOVATE, REPOSITION, REBRAND)

Moderator: **Rosie Nicholls**, Director, BCQS International

Panelists: **Jim Crouse**, Chief Revenue Officer, Capstone Turbine Corporation
Xavier A. Destribats, COO, The Americas, Kempinski S.A.
Pablo Maturana, Managing Director Development, Caribbean & South America, Hilton
Walter D. Regidor, VP Development – Conversions, Marriott International

SESSION 16 ACQUISITIONS & VALUE DRIVERS

Moderator: **Carolina Lacerda**, Senior Vice President, JLL

Panelists: **Letvia M. Arza-Goderich**, Partner, Preston Arza LLP
Maurice Chartier, Managing Partner, Grupo Consutur
Fernando Delgado, Managing Partner, Vertex Real Estate

4:15pm **PLENARY SESSION TO BE ANNOUNCED**

CHRISCaribbean Hotel & Resort
Investment Summit**HOLA**Hotel Opportunities
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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 Hong Kong; HICAP UPDATE in Singapore; 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.

CHRIS PROGRAM PLANNING COMMITTEE

Paul Adan, Marriott International
Letvia M. Arza-Goderich, Preston Arza LLP
Gene Budler, dck worldwide
Mario Carbone, Hilton
Frank J. Comito, CHTA
Chris Cylke, ISHC
Isabel de Caires, CIBC FirstCaribbean
Marie L. Dexter, Resort Development Consultants
John S. Fareed, Horwath HTL
Fernando Fernandez, Apple Leisure Group
Michelle Finn, Boutique Design Group
Fernando Garcia-Chacón, CBRE Hotels

Francisco Gonzalez, Posadas
Adam Greenfader, Puerto Rico Builders Association
Andy Ingraham, NABHOOD
Robert MacLellan, MacLellan & Associates
Ilan Marcoschamer, Sabadell Bank
Annette Mark, CAIPA
Roland Mouly, Hospitality Advisors
Maciej Polek, JLL
Marcos Sandler, GFG Securities
Kent Schwarz, Colliers International
Chad Sorensen, HAMA
Matthias Winkler, FSC Architects

CHRIS DEVELOPMENT OF THE YEAR AWARD COMMITTEE

Chair: **Gary Brough**, KPMG
Liam J. Day, BCQS International
John S. Fareed, Horwath HTL

JP Ford, Lodging Econometrics
Robert MacLellan, MacLellan & Associates
Matthias Winkler, FSC Architects

CHRIS TRANSACTION OF THE YEAR AWARD COMMITTEE

Chair: **Kent Schwarz**, Colliers International
Jose Gior Ariza, INVESTA Capital Partners

Andrew Dickey, JLL
Paul Weimer, CBRE Hotels

RISING STAR AWARD CARIBBEAN JUDGING PANEL

Jorge Apaez, IHG
Kenneth M. Blatt, CPG Real Estate
Ian Carter, Hilton
Frank J. Comito, CHTA
Carolyn Doyon, Club Med
John J. Issa, SuperClubs
David Kong, Best Western Hotels & Resorts

Sasa Milojevic, Karisma Hotels & Resorts
Alejandro Moreno, Wyndham
Alejandro Reynal, Apple Leisure Group
Tim Sheldon, Marriott International
Karolin Troubetzkoy, Anse Chastenet & Jade Mountain Resorts
Bruce D. Wardinski, Playa Hotels & Resorts

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