



Matthew R. Arrants
Pinnacle Advisory Group

Mr. Arrants is the Executive Vice President of Pinnacle Advisory Group, working in both the Boston and Portland offices. As Pinnacle's Director of Asset Management Services, Mr. Arrants specializes in asset management, development services, and operational reviews. His clients include universities, hospitals, real estate investment funds, and hotel owners and lenders. Mr. Arrants is a former Chairman of the International Society of Hospitality Consultants, a group of the hospitality industry's most respected professionals from across six continents.

Prior to joining Pinnacle, Mr. Arrants worked in operations in various managerial capacities with Four Seasons Hotels and Resorts, and Rock Resorts. He lectures regularly at prestigious institutes of higher education. Mr. Arrants holds a Masters Degree in Hotel Administration from Cornell University and a BA in Political Science from Hartwick College.



Letvia M. Arza-Goderich
Preston Arza LLP

Letvia concentrates her practice in hospitality, vacation ownership and real estate projects, with a focus on international transactions. Her experience includes legal structuring and documentation of vacation clubs, fractional and other vacation ownership projects; negotiation and preparation of hotel management and related agreements; zoning and planning; commercial leasing; acquisitions and sales; international transactions; and commercial litigation.

Originally from Cuba, she is multilingual and experienced in common law and civil law, handling matters in the U.S., Latin America and the Caribbean. She has practiced in California, the District of Columbia and Puerto Rico, and her firm maintains offices in West Hollywood, California and San Juan.

She serves as a Chairman's League Member of the American Resort Development Association (ARDA) and is a member of the Asociación Mexicana de Desarrolladores Turísticos (Mexican Tourism Development Association) and the Canadian Resort Development Association. She is in the Planning Committees of the Caribbean Hotel and Resort Investment Summit and the Hotel Opportunities Latin America Investment Summit. She is a past chairman, U.S.-Mexico Chamber of Commerce, California Regional Chapter, and since 2005 is a member of the Chamber's bi-national board.

Letvia is an active member of the State Bar of California, District of Columbia Bar Association, Puerto Rico Bar Association, Hispanic National Bar Association and the U.S.-Mexico Bar Association.

Letvia graduated from the University of Louisville (B.A. 1972), Georgetown University School of Foreign Service (M.A. 1976), and Georgetown University Law Center (J.D. 1980).



Alinio Azevedo
Loews Hotels

As Vice-President, Acquisitions and Development for Loews Hotels, Alinio is focused on building relationships with key hotel investors and developers to facilitate the growth of Loews' portfolio in North America, Caribbean, Mexico and Europe. A seasoned veteran with 20 years of industry experience, Azevedo oversees expansion of Loews Hotels & Resorts via acquisition of existing assets and development of new projects.

Azevedo joined Loews Hotels in May 2016 from Four Seasons Hotels and Resorts, where as Vice President of Development, he was responsible for leading brand expansion in Latin America, the Iberian Peninsula, the Caribbean, and North America. Along the way, he opened and staffed the company's Miami development office, creating a \$2.0 Billion pipeline for 12 projects and bringing the brand into important emerging markets in the region. Formerly, at Ernst and Young LLP in Miami, Florida, Alinio was Manager in the Hospitality Advisory Services Group, providing development and M&A advisory services for projects in Latin America, Caribbean, Middle East and Europe.

Alinio has an MBA from Duke University's Fuqua School of Business and a Bachelor of Science in Engineering from the Universidade Federal Do Rio Grande Do Norte, Natal, Brazil. Alinio has also attended the École Supérieure des Sciences Économiques et Commerciales (ESSEC) in Paris, France.



Rogerio Basso
Key International

With over 19 years of real estate and hospitality experience, Rogerio is responsible for expanding Key International's real estate holdings globally and overseeing all activities related to investment, acquisition and development. Key International (Key) is a Miami-based investment and development platform with broad experience across the real estate spectrum including hotels, luxury residential, office and retail. Key International serves as the family office to the Ardid family from Spain, known for their investments in flagship assets such as the Nobu Eden Roc Miami Beach, Marriott Stanton South Beach, 1010 Brickell and 400 Sunny Isles condominium developments, among many others.

Prior to joining Key, Rogerio served as EVP–Acquisitions & Development for Terranum Hotels, an owner and operator of hotels across Latin America. The company features over 35 properties in nine countries, and is sponsored by Colombia-based Santo Domingo Group and Sam Zell's Equity International. Rogerio also worked for over 11 years at Ernst & Young in Miami, where he was responsible for leading the firm's real estate and hospitality advisory activities in Latin America across a wide variety of real estate asset classes. His operational skills are drawn from his tenure at Four Seasons Hotels and InterContinental Hotels Group.

Mr. Basso is often quoted in industry publications on hospitality trends and topics, and is a guest speaker at industry related conferences in the United States and Latin America. He also served as a professor of feasibility analysis for the graduate hotel management program at Florida International University. Rogerio holds a Business Degree from the College of William and Mary and a Masters Degree from the School of Hotel Administration at Cornell University.



Andrea L. Belfanti
ISHC

Andrea Belfanti is the Executive Director for the International Society of Hospitality Consultants (ISHC). Andrea has been with ISHC since 2009, has 20 years experience in the hospitality industry and has previously held positions with InterContinental Hotels Group, The High Museum of Art, Walt Disney World and Arnold Palmer's Bay Hill Club and Lodge. Andrea earned her bachelor's degree from the School of Hotel, Restaurant and Tourism Administration at the University of South Carolina.

ISHC is a professional society with over 200 members with work experience in over 60 countries. Membership is by invitation only and members are owners, principals, directors and/or officers in their firms and are leaders in the industry in their respective areas of expertise.



Gregory T. Bohan
Florida Atlantic University

Gregory T. Bohan, ISHC, BS Cornell University, MS Florida International University is an instructor and Coordinator of Special Programs at Florida Atlantic University's College of Business, instructing in the rapidly growing Hospitality and Tourism Management Program. Prior to joining the faculty at FAU, Mr. Bohan was on the faculty at the Chaplin School of Hospitality at Florida International University, where he designed and taught graduate and undergraduate level classes in financial feasibility analysis and revenue management for the hospitality industry. In addition to his teaching, Mr. Bohan maintains a strong presence in the world of hospitality consulting, building on more than 35 years of hospitality consulting – primarily in the areas of financial structuring and market feasibility. Before embarking on his current, full-time teaching career, Mr. Bohan was Managing Director of Pinnacle Advisory Group's Florida/Caribbean practice. Earlier in his career he was a co-Principal in charge of the consulting practice at PKF's New York office as well as developer/owner/operator of full-service country inn in Vermont. He is on the Executive Committee of the Board for the Hotel Sales & Marketing Association's South Florida chapter and active in other industry affairs. He can be reached at Florida Atlantic University via email: bohang@fau.edu.



Camilo Bolaños
Hyatt Hotels Corporation

Camilo Bolaños is Vice President of Development & Real Estate for Hyatt Hotels Corporation in Latin America and the Caribbean. Mr. Bolaños is currently in charge of development and strategic business planning in Latin America for Hyatt Hotels with a specific emphasis in Mexico, Central and South America and the Caribbean. He is focused on growing with intent Hyatt's presence in the region through the structuring of strategic deals that integrate local investor needs and opportunities with Hyatt's mid- to long-term growth model. In his role, Mr. Bolaños is also responsible in utilizing and leveraging Hyatt's strong balance sheet through key asset acquisitions and the establishment of joint venture partnerships for flagship projects. Mr. Bolaños is responsible for identifying appropriate new hotel development opportunities by carefully evaluating strategic and brand fit in order to secure economic accretive deals for Hyatt's underrepresented brands in key locations.

Mr. Bolaños is a 20-year industry veteran having held senior level positions at leading companies such as Real Hotels and Resorts, Avianca Airlines and Carlson Restaurants Worldwide. He holds a bachelor's degree in Business Administration with a double major in Management and International Business from Florida International University.



Gary Brough
KPMG

Gary is Managing Director for KPMG in the Turks and Caicos Islands ("TCI") and Head of KPMG's Travel, Leisure & Tourism ("TLT") group in the Caribbean with offices in Antigua & Barbuda, Aruba, Bahamas, Barbados, Bermuda, Bonaire, BVI, Cayman, Dominica, Jamaica, St Lucia, St Maarten, St Vincent & Grenadines, Grenada and Trinidad & Tobago. Gary is a Fellow of the Institute of Chartered Accountants of England and Wales. He has worked for KPMG in the UK, Bahamas and TCI. Gary has gained nearly thirty years' experience providing audit, advisory and tax services in the region to a wide variety of public and private sector entities operating within the TLT industry. He is a regular moderator and speaker at industry conferences and has advised many regional governments on TLT related matters. Gary is KPMG's client service partner to a variety of world renowned luxury resorts.



James E. Burba
BHN

Jim Burba is the co-founder and president of Burba Hotel Network LLC (BHN), the worldwide leader in developing and producing conferences for the hotel and tourism investment community. BHN hosts ten events each year around the world including: ALIS, ALIS Law, ALIS Summer Update, AOCAP, HICAP, HICAP UPDATE, HIFI, CHRIS, HOLA, and Hot.E. In addition to these annual events, BHN and Google teamed up in 2008 to host Digital Discovery Day (D3), in 2011, Burba was retained by the ITC, a joint agency of the UN and WTO to help organize WEDF which focused on tourism development in the least developed countries of the world, and in 2015 BHN was retained by the World Bank Group to help organize its first global tourism investment event.

Actively involved in the hotel investment arena for over 35 years, Burba was formerly: a principal at Pannell Kerr Forster, Senior Managing Director with Insignia/Hotel Partners, VP/Worldwide Director of Advisory Services at WATG, and President at Horwath HTL (US). A member of the International Society of Hospitality Consultants (ISHC) and the Industry Real Estate Finance Advisory Council (IREFAC), Burba has received numerous honors including the Educational Institute Lamp of Knowledge Award, IREFAC's first Crystal Ball Award, and the ISHC Pioneer Award. In 2007, California Governor, Arnold Schwarzenegger, re-appointed Burba to the California Travel & Tourism Commission and he recently served on its Executive Committee.

In 2013, Burba and BHN co-founder Bob Hayes formed Burba Hayes, and entertainment industry production company. The two also co-authored the book *Smart Partners*, where they discuss their principles for building, sustaining, and growing successful partnerships in business and life. The book is available on amazon.com.



Chris Burdette
Best Western Hotels & Resorts

Chris Burdette is the Managing Director of North American Development for Best Western® Hotels & Resorts. He is responsible for the overall growth and development of all Best Western brands in the Eastern United States, Eastern Canada and the Caribbean. Chris's leadership has been critical to the introduction of Best Western's new boutique hotel brands in North America, Vīb® and GLōSM.

Chris has 17 years of hotel industry experience, with a corporate background in operations, national sales and franchise development, with a specialization in new construction. Prior to Best Western, Chris was with Wyndham Hotel Group and focused on growth and new construction development for multiple Wyndham hotel brands, including Microtel Inn & Suites by Wyndham, Wingate by Wyndham, Baymont Inn & Suites, Days Inn and Super 8. Chris established his career with U.S. Franchise Systems selling Microtel Inns & Suites, and Hawthorn Suites.

Chris is a graduate of Davis and Elkins College with a degree in hospitality and tourism management.



Roland "Andy" Burrows Jr.
Bermuda Tourism Authority

Roland "Andy" Burrows is the Chief Investment Officer for the Bermuda Tourism Authority, responsible for identifying, developing and cultivating investment across the Bermuda tourism industry in the form of hotel development and other tourism-related infrastructure. He engages investors from around the world to stimulate capital investment in Bermuda and works with the local government on immigration, permitting and tax issues. Of late he has also been called upon by government officials to assist in creating investor-friendly legislation to increase Bermuda's competitiveness in the area of inward hospitality investment. Andy is often quoted in local media about the Bermuda tourism industry and is a trusted voice about the impact of international trends on the island's economy.



Isabel de Caires
CIBC FirstCaribbean International Bank

Isabel is an Associate Director in Investment Banking at CIBC FirstCaribbean International Bank, based at Head Office in Barbados. She is responsible for the origination and execution of corporate finance transactions for both corporate and sovereign clients throughout the Caribbean region. Since joining CIBC FirstCaribbean in 2010, Isabel has become the Bank's Hospitality & Real Estate Industry expert; with a primary focus on delivering financial solutions within these sectors. She has had a diversified financial services career spanning 12 years. Prior to joining CIBC FirstCaribbean, Isabel worked for both PwC and EY. She holds a BBA in Finance from the University of Miami and is a qualified chartered accountant.



Janis Cannon
Choice Hotels International

Janis Cannon is a senior vice president, upscale brands, and member of the senior executive team at Choice Hotels International. Cannon directs Choice's strategy and accelerated growth in the upscale hotel market, for the Cambria hotels & suites and the Ascend Hotel Collection.

Cannon is responsible for overall performance and growth of the company's upscale portfolio, and leads brand strategy and positioning. She is instrumental in increasing Cambria's hotel openings and catapulted the development pipeline by more than 50 percent, including hotels in key urban markets.

In addition, Cannon leads the Ascend Hotel Collection, recognized as the industry's first "soft" brand. Choice pioneered the concept before any other major hotel companies. Under her leadership, Ascend has grown to more than 170 properties globally and has more hotels open than its top three competitors combined.

Cannon joined Choice in April 2016 and has more than 25 years of experience, previously serving as vice president and global brand leader at IHG. She earned a BFA in Speech Communication from Valdosta State University in Valdosta, Georgia.



Peter C. Cerda

International Air Transport Association

Peter Cerdá is the Regional Vice President in the Americas for IATA, the trade association whose 260 member airlines transport more than 84% of total air traffic. He leads a multinational team of professionals which proactively pursue IATA's industry priorities with governmental authorities and industry stakeholders to make the air transport industry safer, more secure, efficient and profitable.

Peter possesses a wealth of senior industry experience acquired over a long and successful career in aviation. Most recently, he served as Regional Director for Safety, Operations and Infrastructure for the Americas and Atlantic until 2013.

Fluent in English and Spanish, Peter was born in Spain and received his Master's Degree in Aeronautics and Aviation Management from Embry Riddle University and a Bachelor of Business Administration at Florida International University.



Saul Cimpler

Cuba Business Advisory

Saul Cimpler (based in Miami, Florida and Havana, Cuba) a Spanish speaking native of Cuba, is the founder of Cuba Business Advisory, (www.LegallyDoingBusinessinCuba.Com) a cross border consulting firm with international experience in new market development, joint venture, supply, consulting and implementations specifically related to the intensifying market opportunities in various industry sectors in the Republic of Cuba, as well as parts of the Caribbean.

He regularly provides product, project or industry specific-consulting support to worldwide entities, (as well as their legal and financial experts) seeking to expand their market development, implementation or strategic long-term planning regarding doing Business in Cuba.

He is well versed in the intricacies of the regulatory, legal and related gateways of doing business in or related to Cuba, arising under Cuban as well as U.S. and international law. His experience in the regulatory and market penetration of Cuba includes but is not limited to hospitality (hotel & time share), tourism & travel, aviation, agriculture, medical & bio-pharma, telecommunications, product branding, sports & entertainment, real estate & development, renewable energy, trade finance, infrastructure development and various manufacturing sectors.

He is a frequent participant in industry specific seminars in Cuba and the U.S. and maintains professional interactions with Cuban government agencies, economists, lawyers and regulatory agencies in varying Cuban industry sectors, providing up to date knowledge of developing market, regulatory and related issues regarding Cuban business opportunities and market entry requirements.

Saul is also a contributor to Cuba Trade Magazine, the first mainstream magazine devoted to covering the emerging world of trade and investment between international corporations and Cuba, with a special focus on U.S. companies.

He has a B.A. in Economics from the University of Florida and a J.D. from the University of Miami, Florida.



Frank J. Comito

Caribbean Hotel & Tourism Association

Frank has over 30 years of experience in economic development, organization management, government affairs, project management, workforce development, research, and in providing business and investor support in The Bahamas, the United States, the U.S. Virgin Islands and the Caribbean.

He presently holds the position of CEO and Director General for the Caribbean Hotel and Tourism Association (CHTA).

Previously, Frank served as Executive Vice President for the Bahamas Hotel and Tourism Association, a position he held for more than 10 years.

He has held executive positions with the Nassau Tourism & Development Board, the National Alliance of Business in Washington DC. and earlier with the St. Croix and St. Thomas-St. John Chambers of Commerce.

Regionally, he was President of the Caribbean Society of Hotel Association Executives and a long-serving member of the Board of Directors for CHTA.

Frank was Deputy Chairman of the Nassau Airport Development Company where he helped to guide a \$410 million investment in upgrading the airport. He served on the Board for the International Downtown Association and is a Lifetime Director for the Downtown Nassau Partnership.

He has two children, is married to a Bahamian, Donna. Frank is an island collector with an avid love for the Caribbean, its beauty, people, diversity, history and culture. He has travelled to 26 Caribbean destinations, most on multiple occasions, plus 15 islands in The Bahamas.



Rich Cortese

Aimbridge Hospitality

Rich Cortese joined Aimbridge in 2009 and has 32 years of hospitality experience. Cortese is responsible for identifying prime resort and luxury investment opportunities and oversight of resort hotel operations. Most of his more than 30 years of experience in the hotel industry has been centered on the Caribbean Region.

Prior to Aimbridge he was most recently Executive Vice President of Caribbean Property Group (CPG), where he had both management and asset management responsibilities of their 750 million dollar hotel portfolio. This portfolio included the Ritz Carlton San Juan, Marriott Aruba, Radisson San Juan, a Marriott Courtyard portfolio, and an independent Hotel in San Juan, The Normandie. Before his tenure with CPG, Cortese was responsible for overseeing the El San Juan, El Conquistador and Conrad Plaza, the most successful resorts in Puerto Rico as well as a number of other Wyndham properties throughout the Caribbean. Prior to Wyndham Resorts, Cortese was Senior Vice President - Operations of Atlantis Paradise Island and Corporate Food and Beverage Director of Hyatt Hotel Corporation.

Mr. Cortese holds a BBA from St. John's University. In 2004, as Regional Vice President of Wyndham, Cortese was chosen as Hotelier of the Year by the Puerto Rico Hotel Association where he serves as a board member and Chairman of its Gaming Committee. Cortese was also appointed by the Governor of Puerto Rico to serve as a board member of the Puerto Rico Convention and Business Bureau.



Liam J. Day

BCQS International

Liam is the Managing Director of BCQS International (www.bcqs.com), based in the Grand Cayman office. BCQS International is the largest property and development consultancy in the Caribbean and Latin America with thirteen offices across the region and over eighty staff.

Liam has thirty years of experience providing quantity surveying, project management, project monitoring and appraisal services to both public and private sector clients. He has lived and worked in the Caribbean since 1990 and has personally worked on projects in Anguilla, Aruba, Bahamas, Barbados, Belize, Bermuda, Bonaire, Cayman Islands, Cuba, Curacao, Dominican Republic, Jamaica, Puerto Rico, Providenciales, St. Lucia, St. Maarten, St. Thomas, Tobago and Tortola.

Liam has a BSc in quantity surveying from Leeds Metropolitan University and is a Fellow of the Royal Institution of Chartered Surveyors. Additionally, Liam is a RICS Registered Valuer, a RICS APC Assessor and sits on the RICS Americas Eminent Panel and Education and Standards Board.



Xavier Destribats

Gran Hotel Manzana Kempinski, La Havana

Xavier Destribats has broad international experience in hotel operations and asset management gained throughout his distinguished 25-year career in hospitality. He joined Kempinski in 2011 and most recently held the position of President Europe.

In early 2017, Xavier assumed his current role where he is responsible for the launch of the prestigious new Gran Hotel Manzana Kempinski La Habana and overseeing operations and expansion of Kempinski in the Americas. As the first modern five-star luxury hotel in Cuba, the Gran Hotel Manzana Kempinski La Habana reflects the pioneering spirit of Kempinski and sets the direction for future expansion in the region.

Xavier is known for his commitment to creating a nurturing environment for talent in order to consistently deliver a unique Kempinski guest experience. He holds a Bachelor's degree in Hotel Management from the Ecole Hôtelière de Lausanne in Switzerland. Xavier has been honoured with with the title "Knight of the National Order of Agricultural Merit" for his contribution to France's interests in the world.



Michael Dean

Carlson Rezidor Hotel Group

Michael Dean serves as chief development officer, Americas, for Carlson Rezidor Hotel Group, responsible for growing the brands through franchise development and management agreements. He previously played a pivotal role in creating a construction lending program for GE Capital that resulted in significant sales growth. Prior to GE Capital, Michael served in strategic leadership roles at Saratoga Hotel Group, Intell Management & Investments and Rockgate, an international hotel management and real estate development company. He holds a Bachelor of Science degree from the School of Hotel Management at Florida International University in Miami.



Clay B. Dickinson

JLL

Mr. Dickinson leads JLL Hotel & Hospitality Group's- Strategic Advisory and Asset Management practice in the Caribbean and Latin America. He brings more than 30 years' experience that encompasses most aspects of the real estate and hospitality industries, including corporate strategy, valuations, market and financial analysis, project development, operations improvement, asset management, and information technology.

Prior to joining JLL in 2008, Mr. Dickinson held positions as the Client Industry Executive - Business Consulting for the global Travel and Hospitality industry segments of EDS and IBM. He was responsible for developing and implementing business strategy and for managing key international client relationships in the hotel, cruise line, tour operator and rental car industries.

Previously, Mr. Dickinson spent 16 years focused on the real estate and hospitality industries in the SE United States, Caribbean, Mexico and Latin America as a Miami-based Managing Director with KPMG and as a Regional Vice President of Development for IHG. During this time, he provided advisory and due diligence services on more than \$8 billion in transactions, led corporate strategy studies, and conducted hundreds of market feasibility studies, valuations and other advisory services on behalf of many of the world's leading hospitality companies.

Mr. Dickinson earned a BA in International Relations and Latin America Language and Area Studies from The American University School of International Service in Washington, DC. He also earned dual MIM/MBA degrees from the American Graduate School of International Management and ESADE in Barcelona, Spain and a Master of Science in the Management of Technology from the Georgia Institute of Technology. Mr. Dickinson is fluent in Spanish and Portuguese and has held leadership.



Jorge Duany

Florida International University

Dr. Jorge Duany is the Director of the Cuban Research Institute and Professor of Anthropology at Florida International University. Born in Cuba and raised in Panama and Puerto Rico, Dr. Duany previously served as Acting Dean of the College of Social Sciences and Professor of Anthropology at the University of Puerto Rico, Río Piedras.

He has held visiting research and teaching appointments at several U.S. universities, including Harvard, Wisconsin, Florida, Michigan, and Pennsylvania. He earned his Ph.D. in Latin American Studies, specializing in anthropology, at the University of California, Berkeley. He also holds an M.A. in Social Sciences from the University of Chicago and a B.A. in Psychology from Columbia University. Dr. Duany has published extensively on migration, ethnicity, race, nationalism, and transnationalism in Cuba, the Caribbean, and the United States. He is the author, coauthor, editor, or coeditor of 20 books, including *Puerto Rico: What Everyone Needs to Know* (2017); *Un pueblo disperso: Dimensiones sociales y culturales de la diáspora cubana* (2014); *Blurred Borders: Transnational Migration between the Hispanic Caribbean and the United States* (2011); *The Puerto Rican Nation on the Move: Identities on the Island and in the United States* (2002); and *Cubans in Puerto Rico: Ethnic Economy and Cultural Identity* (1997).



Marla K.R. Dukharan

Royal Bank of Canada

Marla Dukharan, Group Economist for the Royal Bank of Canada's Caribbean operations, brings with her over 20 years' experience as an economist. She is responsible for monitoring about 20 countries in the Caribbean, and authors the RBC Caribbean Economic Report on a monthly basis.

She also routinely advises various Boards of Directors and other Governance committees within RBC and externally, on the relevant regional impact of global developments.

Marla frequently presents at various business and academic conferences, and represents RBC regularly in the media.

Marla holds a bachelor's and two master's degrees in Economics. Her research on Behavioral Finance has been published internationally in peer reviewed journals, and presented at academic conferences in the Caribbean.

Marla sits on the Board of the Commonwealth Businesswomen Network –the only Commonwealth accredited organization devoted to the economic empowerment of women in business, across the 52 Commonwealth countries. She is also a member of the Caribbean 2030 Leaders' Network – a Caribbean 'do' tank, with an economic transformation and sustainable growth agenda.



Bill Duncan

Hilton

A hospitality industry veteran with 30 years devoted to all suites hotels, Bill Duncan serves as the global head of All Suites brands – Hilton's newly created category encompassing Embassy Suites, Homewood Suites and Home2 Suites by Hilton. In this role, Duncan leads the development of long-term shared operational, performance and growth strategies for the All Suites brands, which have a global footprint of more than 800 properties, and represent one of the largest portfolios of all suites inventory in the world.

Prior to his current position, Duncan served as Global Head of Homewood Suites and Home2 Suites. During this tenure, Duncan established Homewood Suites as the leader in the upscale extended-stay segment, growing it into a global brand with a footprint of more than 400 hotels, and award-winning customer satisfaction culture recognized with twelve "Top Extended Stay Hotel" honors by J.D. Power & Associates. He is also responsible for the introduction of Home2 Suites, one of the fastest growing brands in Hilton's history. He began his career at Embassy Suites where he served in various on-property and management roles.

Duncan has been recognized by the Hospitality Sales & Marketing Association as a "Top 25 Extraordinary Minds in Sales & Marketing," and serves on Hilton's multi-brand development taskforce.



Mark Durliat
Grace Bay Resorts

Durliat has over 20 years of development and management experience in the resort real estate industry. He is CEO and co-Founder of Grace Bay Resorts (GBR) and has been a driving force in luxury travel and residential development in the Turks and Caicos for 15 years. Durliat led the acquisition and redevelopment of the award-winning \$200 million resort, Grace Bay Club. GBR now also manages the West Bay Club, a 74-key luxury property on Grace Bay beach and in 2013 launched its residential division The Private Villa Collection, a rapidly growing collection of branded, uber-luxe beachfront homes. From 2010-2013 GBR was the brand behind the Veranda Resort.

In 2017 Grace Bay Resorts announced its latest release with Rock House, a \$55.0 million luxury cliffside residential & resort project in the Turks & Caicos that draws its inspiration from the iconic destinations of Capri, Sardinia and the south of France. GBR now manages or are in development of real estate projects valued at over \$350 million in the Turks & Caicos and directly employ 450 hospitality and development staff. Durliat graduated from the University of Southern California with a BS in Business (Entrepreneur Program) and French.



Diane M. Edwards
CAIPA

Diane Edwards is the President of Jamaica Promotions Corporation (JAMPRO) – the national investment and export promotion agency. Possessing a wealth of knowledge and experience in international marketing and business development, Ms. Edwards is committed to developing and advancing Jamaica's business brand.

During her time at JAMPRO, she has led its transformational development to serve as a catalyst for wealth creation through increased customer focus and more effective marketing communications programmes, and has promoted a culture of innovation to facilitate and support the development of new industries in Jamaica. She has also been a strong advocate for transformation of the nation's business environment. Ms. Edwards also currently serves as the President of the Caribbean Association of Investment Promotion Agencies (CAIPA) where she strives to position the Caribbean Region as a premier destination for foreign investment

Prior to leading JAMPRO, she served as General Manager and Director of J. Wray & Nephew UK Ltd., where she successfully grew the UK Company's turnover by 77% over 10 years. Ms. Edwards holds an MBA from New York's Pace University, a Masters in International Relations from Institut d'Etudes Politiques de Paris and is fluent in English, French, Spanish and German.



Mauricio Elizondo
Grupo Posadas

A high executive within the hotel industry in Mexico with over 12 years of experience, currently holds the position of Development Director within Grupo Posadas, overseeing all Resort projects for Mexico and the Caribbean, under which they offer several brands and Resort Concepts from European Plan Resorts to All Inclusive family and adults-only concepts. Mauricio is also responsible for the franchise model for new and existing projects in Mexico.

Previously, Mauricio led the Revenue Management & Distribution department for over 8 years and was also Director of vacation ownership products for over 3 years; he has been involved in the launch of new brands and concepts and in the opening of over 70 hotels.

Mauricio lives in Mexico City.



John S. Fareed
Horwath HTL

John Fareed, MSc CHME ISHC, is Managing Director for Horwath HTL in the US with offices in New York and Orlando and is an internationally recognized authority in the field of hospitality. He has spoken on the topic at industry events in Australia, Brazil, Croatia, Egypt, France, Germany, Ireland, Italy, Mexico, United Kingdom, United Arab Emirates, and across the US, Canada and Caribbean. Fareed has appeared as an expert on national television programs including ABC News, CNN and Fox News Network, in publications such as the New York Times, USA Today, and the Wall Street Journal, and has had articles published in numerous trade journals. Fareed holds two postgraduates including a Master of Science degree in Hospitality Management from the Dublin Institute of Technology's School of Hospitality Management and Tourism in Dublin, Ireland—where his is currently pursuing a PhD—as well as professional designations from the prestigious International Society of Hospitality Consultants [ISHC] and the Hospitality Sales and Marketing Association International [HSMIAI]. HSMIAI recognized Fareed as one of the “Top 25 Extraordinary Minds in Sales and Marketing”, and he currently serves as President of ISHC and as Chairman of the Board of Trustees for HSMIAI's International Foundation.



Fernando Fernandez
Apple Leisure Group / AMR

As Apple Leisure Group's Vice President of Development, Fernando Fernandez leverages over three decades of experience in hotel operations, consultancy and development to accelerate the group's expansion goals in key markets. Fernando is responsible for increasing the company's footprint in the Caribbean and Latin America by securing partnerships with hotel owners and developers in these high-demand markets.

Prior to joining Apple Leisure Group, Fernando spent eight years as Vice President of Development for Meliá Hotels International in Europe, across the Americas and the Caribbean. During his tenure, Fernando successfully negotiated high-profile additions to Meliá's management portfolio, including Meliá Jamaica, which introduced Spain's largest hotel company to the English Caribbean. He also oversaw the addition of Me Miami and Meliá Cartagena de Indias in Colombia among others.

In addition to his work with Meliá Hotels International, Fernando managed key accounts for LRA Worldwide, including Starwood Hotels & Resorts (Latin America), Grupo Posadas (México), Interstate Hotels & Resorts (USA), Accor Hotels (Latin América), Pestana Hotels & Resorts (Portugal), Delta Hotels (Canada) and Oberoi Hotels and Resorts (India).



James G. Freeman
FSC Architects

James (Jim) G. Freeman, AIA, MArch, BSET-Arch is a founding principal of FSC ARCHITECTS, an international hospitality design firm offering master planning and architecture services from its headquarters in Honolulu, Hawaii. The company's Living Places approach is grounded in designing meaningful experiences that enrich life through Contemporary Regionalism - design that imbues forward thinking convivial place-making skills with local culture, history and the natural environment. Jim has been known to say when it comes to designing successful resorts, the whole should always be greater than the sum of its parts, and believes his success is in part due to a willingness to listen and learn with an endless curiosity.

For twenty years Jim has designed award winning international hotels and resorts with a majority of work located throughout Asia-Pacific. Some of FSC ARCHITECTS notable projects built or under construction include the Cape Verde Integrated Resort & Casio, Renaissance and Marriott resorts in Tong An, Xiamen, G Charlton Resorts in Tibet, Hainan Island and Kunming, Hilton Wuyi Mountains and Meridien Meixi Lake. Prior to forming FSC ARCHITECTS seven years ago Jim was a Vice President at WATG where he designed several resorts including the Shangri-la Boracay Philippines and Maldives resorts, Conrad Bali, Hilton Sanya, Renaissance Sanya, Hilton Hangzhou Qiandao Lake Resort, the former Kempinski (current Club Med) Sanya, China.

Jim is passionate about finding a balance between built and natural environments and not just for the meaningful guest experiences that are key to a resort's success. President Clinton awarded him the President's Council for Sustainable Development Certificate of Appreciation for his advocacy and visionary Sustainable Communities concept.



Ralph Gonsalves

St. Vincent and the Grenadines

Dr. Gonsalves was educated in St. Vincent and the Grenadines at the Colonarie Roman Catholic School and at the St. Vincent Boys' Grammar School. He later completed a Bachelors Degree in Economics at the University of the West Indies. He also holds a Masters in Government from the University of the West Indies, a Ph. D in Government, and a Degree of Utter Barrister, from the University of Manchester, England and Gray's Inn, London, respectively.

Dr. Gonsalves became the Deputy Political Leader of the Unity Labour Party (ULP) in 1994. Concurrently while pursuing his political career and prior to his becoming the Prime Minister of St. Vincent and the Grenadines, Dr. Gonsalves practiced law extensively and successfully before the Eastern Caribbean Supreme Court in a wide range of matters, but particularly in the fields of constitutional law, administrative law, matrimonial law, real property law, law of tort generally and the law of contract.

Dr. Gonsalves has researched, written and published extensively on a range of matters. Among his latest publications are: History and the Future: A Caribbean Perspective (Quik Print, St. Vincent, 1994), The Politics of Our Caribbean Civilisation – Essays and Speeches (Great Works Depot, St. Vincent, 2001), The Making of the Comrade: The Political Journey of Ralph Gonsalves (SFI Books 2010), Diary of a Prime Minister: Ten Days Among Benedictine Monks (SFI Books 2010); Our Caribbean Civilisation and its Political Prospects (SFI 2014); The Case for Reparatory Justice (SFI 2014); and Our Caribbean and Global Insecurity (SFI 2017).

Dr. Gonsalves currently serves as Prime Minister of St. Vincent and the Grenadines since March 2001.



Stephen Hennis

STR

Stephen Hennis, MAI, ISHC, CHA, oversees STR's consulting arm based in Broomfield, Colorado. Steve has over 20 years of experience in the analysis of lodging real estate investments.

Previously, Steve was Managing Director of Hospitium, a lodging advisory firm specializing in acquisitions and developments. Prior to becoming Managing Director of Hospitium, Steve was Vice President of Hospitality Investments for Lowe Enterprises and Destination Hotels & Resorts where he worked on acquisitions, dispositions, and development projects. Steve managed transactions through the underwriting, negotiation, due diligence, and transition process. Steve previously served as Vice President and Director of Research for HVS International and also held positions at Marriott International, Caesars World, and the award-winning Castle Marne bed and breakfast. Over his career, he has appraised and evaluated over 500 lodging facilities, and has been involved in the underwriting, negotiation, acquisition, and disposition of over \$600 million in luxury hotels and resorts.

Steve is a graduate of the University of Denver's Fritz Knoebel School of Hospitality Management, and also sits on their Executive Advisory Board. Steve is a member of the Urban Land Institute, the International Society of Hospitality Consultants (ISHC), and an MAI designated member of the Appraisal Institute.



Jeff Higley

STR/Hotel News Now

Jeff Higley is a 30-year journalism veteran who has specialized in the hotel industry for the past 20 years. He launched Hotel News Now, a division of STR, in September 2008. The website is a business-to-business digital magazine that targets hotels owners, operators, developers and other disciplines interested in the global hotel industry. Hotel News Now won the "Web Site of the Year" from the American Society of Business Press Editors in 2015.

Higley also oversees the corporate communications/public relations and graphic design departments for the STR enterprise as well as the annual Hotel Data Conference.

Higley began his career in the newspaper industry and worked as a sportswriter for several Midwest newspapers, covering everything from high school basketball to the World Series. He moved to business-to-business publishing in 1995.

Higley is a product of Valparaiso University in Indiana and a native of Sandusky, Ohio.

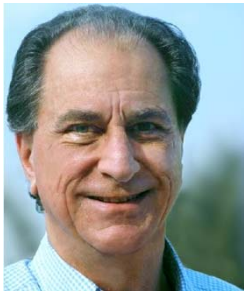


David Israel
HotelAVE

As the youngest Senior Vice President in hotelAVE's history, David Israel, CHA, is a leader in the firm's New York practice. He currently oversees a team of associates on day-to-day operations and strategy to maximize the investment value of properties including independent, boutique and branded affiliations in the East Coast and Caribbean regions. He is also responsible for client relations, including identifying acquisition opportunities, asset management and consulting assignments. Since joining the firm in 2009, he has played an instrumental role in expanding the firm's owned asset portfolio; establishing hotelAVE's NY presence; and creating financial investment models and benchmarking tools.

Prior to joining hotelAVE, Mr. Israel worked at Denihan Hospitality Group on the Acquisitions and Development team researching, underwriting, and pitching potential hotel projects. While working for PKF Hospitality Research, he developed an Excel interface based on Hotel Horizons® reports (Hotel Horizons® Multi-Market Platform) and also assisted in redeveloping E-Trends® in the Hotel Industry.

Mr. Israel is a graduate of Cornell University's School of Hotel Administration. As a respected leader in the industry, Mr. Israel is a frequent lecturer at his alma mater and New York University. He was recently named among Hotel Management's prestigious "Thirty under 30" for 2014.



John J. Issa
SuperClubs

Executive Chairman of SuperClubs, entered the Tourism Industry over 50 years ago. His major contribution to the tourism industry - other than years of service to tourism entities, including the Jamaica Hotel and Tourist Association and the Jamaica Tourist Board - was the creation of the first all-inclusive hotel in Jamaica in 1976.

In 1978, Mr. Issa took the concept further, included drinks, and created the world's first totally all-inclusive resort for couples only. Both events were of great significance for the Jamaican tourist industry and the economy as a whole. The concept has since been imitated all over the world. As a result, Mr. Issa is recognized as the "Father of the All-Inclusive Industry".

Mr. Issa has received many prestigious awards and national honours, including the Order of Jamaica (1998), the Order of Distinction in the Rank of Commander (1983) (Jamaica), and The Order of the Southern Cross (2001) (Brazil). In 2002 he received the Legacy Award: "Caribbean Luminary" from the University of the West Indies. He was also awarded the Doctor of Laws (Honoris Causa) from the Northern Caribbean University in 1999, and from the University of the West Indies in 2009.

He was a member of the Senate in Jamaica from 1983-1989.



Cherie L. Jeffries
RCI

Cherie Jeffries is the Caribbean Account Executive with RCI and has more than 26 years vacation hospitality experience) ownership experience. She began her career with RCI in Indianapolis, IN in customer service and later moved into Business Development. She was instrumental in launching Abercrombie and Kent Registry Collection, now known as The Registry Collection the largest collection of luxury properties in the world. After moving to Orlando, FL., she took a job with Wyndham Vacation Ownership where she worked in conjunction with the nationwide sales division as a project manager. Since 2008 she has been back at RCI servicing a large clientele base and engaging hotels/whole ownership and the benefits of adding shared ownership or vacation club to their portfolio. Cherie is a master networker who builds strong relationships that will foster the growth and development of vacation ownership in addition to providing rental channels Caribbean resorts.

She earned a B.A. in Communication from Purdue University and earned the Wyndham Vacation Destination Presidents Award for 2015.



Jeremy Jones

Sandals Resorts International

With over 30 years' experience in the hospitality industry, Jeremy Jones brings a wealth of knowledge to his current post as Sandals Resorts International's Director, Corporate Services.

His current role comes after five successful years as the Regional Director of the company's Eastern Caribbean operations. In that capacity, he reviewed and implemented corporate policies in St. Lucia, Antigua, Grenada and Barbados, provided direction to General Managers in the region and established relationships with regional stakeholders.

His Sandals journey began in 1997 as General Manager at Beaches Negril and after two years, he became General Manager at Beaches Turks and Caicos. He returned to Jamaica as General Manager at Sandals Whitehouse before being handpicked to spearhead the Eastern Caribbean operations by the company's Chairman, Gordon 'Butch' Stewart.

Jones studied at the Bahamas Hotel Training College, Cornell University, The American Hotel & Lodging Association and Disney Institute and has served as Vice President of the Turks and Caicos Hotel and Tourism Association, Chairman of MAC HEART/NTA and former member of the Turks and Caicos and St. Lucia Tourist Boards. He also holds the designation of Chartered Director from the Caribbean Governance Training Institute.



John Keith

Caribe Hospitality

Mr. Keith, along with the Promerica's partners, founded Banco Promerica in Costa Rica in 1992. Over the last 25 years, Mr. Keith has participated in the expansion of the Promerica Banking Network throughout Central America, Dominican Republic and Ecuador.

Since 2000, he has participated in several Joint Ventures with US Retailers in the Central America and Caribbean Region.

Since 1997, Mr. Keith has participated in the development of Courtyard by Marriott hotels in Latin America through Caribe Hospitality S.A. Caribe Hospitality has developed 13 hotels over the past 20 years.

Throughout the last 15 years, he has been leading Portafolio Inmobiliario S.A., a major real estate developer in the Central American Region.

Mr. Keith graduated as a BBA from the University of Michigan in 1984.



Fred J. Lounsberry

Nassau Paradise Island Promotion Board

Fred J. Lounsberry is the CEO of the Nassau Paradise Island Promotion Board, the private sector destination marketing organization that promotes tourism to Nassau Paradise Island in The Islands of The Bahamas. Working closely with the Bahamas Ministry of Tourism, the Nassau Paradise Island Promotion Board plans and executes marketing and sales initiatives on behalf of its member hotels. He is responsible for the strategic development of the overall marketing activities, including planning, implementing and evaluating all advertising, sponsorship, sales and promotional programs designed to increase awareness and business for member hotels.

Mr. Lounsberry joined the Nassau Paradise Island Promotion Board in 2005. A 30-year veteran of the travel and tourism industry, he spent 17 years with Universal Studios Parks and Resorts where he served as Executive Vice President of Marketing and Sales. At Universal he was responsible for marketing and sales oversight of Universal Theme Parks worldwide – Orlando, Hollywood, Spain and Japan.

Mr. Lounsberry served as National Chairman of the Travel Industry Association of America in 2001 and Visit Florida in 2001-2002. He remains a member of the Board of Directors of both organizations.



Diego Lowenstein
Lionstone Development

Diego Lowenstein has been part of his family's international business interests for over 25 years. His active involvement and know-how in acquiring, developing, revitalizing and repositioning hotels and casinos, has lead the 50-year-old family-entrepreneurial firm to new heights. In partnership with service-industry leaders, including The Ritz-Carlton Hotel Company, Kimpton Hotels, Hilton Hotels, AM Resorts, the InterContinental Hotel Group, and Virgin Hotels Diego has fulfilled developments in markets that include Miami Beach, Downtown Miami, Chicago and in the Caribbean. In the past decade Lionstone has entitled, converted and developed over 1,500 hotel rooms and over 2 million square feet of real estate projects, with a robust development pipeline and plans to double its portfolio by 2020.

Diego Lowenstein has served as Chief Executive Officer of Lionstone since 2003. Among his many roles and Board responsibilities, he oversees the asset management structures, acts as managing partner with joint venture partners, directs deal structuring, financial feasibility analysis, financing, hospitality chain and management firm selection and negotiations. In addition to his business ventures, Diego Lowenstein is involved in various philanthropic and professional organizations, and he is a member of the Miami Chamber of Commerce's Chairman's Circle and the Miami Herald CEO Roundtable.



Mark Lunt
EY

With over 25 years of experience, Mark Lunt leads E&Y's efforts in providing hospitality and real estate advisory services for the U.S. Southeast Area, Caribbean and Latin American region. Major recent engagements included acquisition due diligence for the purchase of a large mixed-use resort complex in the Bahamas, commercial diligence for lodging, vacation ownership, golf and residential components as well as strategic guidance on development alternatives, phasing, and critical success factors related to mixed-use resort and tourism development in Mexico, Costa Rica, Colombia, Brazil, South Florida, the Bahamas, Caribbean and throughout the United States.

Mark has led advisory projects involving all types of hospitality assets, including hotels, vacation ownership, mixed-use resorts, condominium-hotels, golf courses, marinas, convention facilities and tourist attractions. He has focused his activities on transaction due diligence and strategic development consulting. Mr. Lunt is a graduate of Cornell University's Hotel School and serves as Chair of ULI's Recreational Development Council. He is the author of many articles, is often quoted in industry and trade publications, and is an experienced speaker and lecturer on real estate and hospitality issues.



Robert MacLellan
MacLellan & Associates

Since 1997 MacLellan & Associates has been the leading Caribbean based hospitality consultancy. The company offers services from conceptual and feasibility studies, through brand evaluation / selection, finance sourcing and practical design input, to asset management, appraisals and expert witness assignments. Robert has undertaken "hands-on" assignments in Anguilla, Bahamas, Cayman, Barbados, Antigua, Grenada, Bermuda, BVI, Jamaica, Dominican Republic, St Kitts, Dominica, Trinidad, Tobago, Montserrat, The Grenadines, St Lucia, Haiti, Belize and Honduras.

A veteran of the hospitality industry, Robert's last corporate positions were as Managing Director, undertaking a turn-around and expansion of a UK restaurant / hotel / retail group with 16 locations. His commercial property management and development experience was gained in London, as Estates Managing Director for over 8 million square feet of new-build prime real estate. As VP Hotel Services, Robert directed world-wide operations of four explorer cruise ships.

Earlier, Robert was General Manager of resorts in US Virgin Islands, England and Spain gaining experience of golf and marina operations and fractional ownership. His career began with Princess Cruises, THF Hotels, Holiday Inns and Loews.

Robert has a Masters Degree in International Hotel Management from University of Surrey, England majoring in hotel design / development with a dissertation on international hotel management contracts.



Eugenio Macouzet
RCI

Eugenio Macouzet has over 25 years of experience in the hospitality industry with special involvement in the vacation ownership sector. He joined RCI in 1989 and has held a variety of leadership positions in the areas of strategic planning, business development, marketing, operations and information technology. Eugenio is now SVP & Managing Director for RCI Caribbean and Legacy based in Orlando, Florida and prior to his current role he was RCI's COO for Latin America in Mexico City and SVP for RCI's Global Effectiveness group based at the company's global headquarters in Parsippany, NJ.

He has worked closely with the leading vacation ownership brands around the world. He is a member of the University of Central Florida Timeshare Advisory Board. He also served on the board of Casa de Mexico in Orlando.

Macouzet received a bachelor's degree in engineering from Universidad Anahuac, and a Master of Business Administration from ITAM, in Mexico City.



Marlen K. Mena
Dreams La Romana Resort & Spa (AM Resorts)

Was born in DR on September 1985. Growing up with hotelier parents, Marlen has been exposed to the hospitality industry for as long as she can remember, this inspired her concept for a unique quality service.

She Joined AMResorts in 2008 as Preferred Club Manager and was promoted several times throughout her tenure, she excelled by her great customer service skills, creativity and analytical capacity in every department managed over the years, assuming the position of Rooms Division Manager in 2012 being directly responsible for the supervision, administration and representation of Housekeeping, Laundry, Public Areas, Front Desk, Telephones, Bell Boys, Preferred and Concierge. Their overall results have always been above the negotiated average, Marlen is fluid in Spanish, English, French and Italian. Managing with an extraordinary leadership a division of more than 300 employees demonstrating high performance, high human quality and excellent financial and operational results.

Prior to joining Dreams la Romana, she worked for major hotel brands including Melia International Hotels and Cap Cana one of the most luxurious Resort and real estate community in the Caribbean. In all of these destinations, Mrs. Mena created a solid foundation of achieving goals and creating an enjoyable experience for guests and co-workers.



Marta Molina-Seal
CPG Real Estate

Mrs. Molina runs CPG's asset management organization and in that capacity oversees the performance of CPG's 2,000+ hotel rooms and hospitality related assets situated in Latin America and the Caribbean, including award-winning Dorado Beach, A Ritz-Carlton Reserve, and a collection of upper upscale, limited service and all-inclusive properties and ancillary assets that include golf courses, casinos and resort residential developments. In her capacity she also gets actively involved in prospective hotel acquisitions, driving development, repositioning and disposition strategies, aiding in transaction structuring, contract negotiation and transaction due diligence.

In her previous role at Marriott International, Mrs. Molina managed all project processes for select hospitality transactions as part of the Mixed Use Development Group and evaluated the market potential and financial returns for all proposed Marriott and Ritz-Carlton lodging products throughout Latin America and the Caribbean.

A native of Panama, Mrs. Molina served as Policy Advisor to the Presidential Committee on Sustainable Development led by Vice President Kaiser Bazan. She also served as Director of Marketing and Analysis for the Panama Tourism Board. She has consulted for the Inter American Development Bank and other multilateral agencies.

Mrs. Molina holds a Bachelor of Science degree from Cornell University's School of Hotel Administration and a Master of Science in Foreign Service from Georgetown University's School of Foreign Service. She resides in New York City.



Roland Mouly

Carlson Rezidor Hotel Group

Mr. Mouly oversees all development activities for the Carlson Rezidor Hotel Group in the Caribbean, Mexico and Latin America region. His responsibilities include guiding the deployment of company resources and leading an aggressive development staff focused on evaluating, negotiating and structuring management and franchise agreements to expand Carlson's presence (today over 50 hotels). Roland's role also encompasses leveraging his expertise and extensive contacts with owners/developers/management companies and institutional investors (equity funds/REIT) to structure multi units development agreements as well as directing Carlson's investment initiatives to secure brand enhancing acquisition, joint venture, management and franchise opportunities. He is currently guiding the company strategy to selectively expand in the upper upscale segment in major gateways with Radisson Blu, establish a network of Radisson Red, Carlson's new upscale lifestyle offering, whilst still focusing on on-going initiatives to expand the rapidly growing mid-market Park Inn by Radisson brand, all three segments selectively complementing the already extensive regional Radisson portfolio.

In his leadership role over the last 25 years, Roland has successfully acquired, built and negotiated an extensive hotel portfolio including a number of first class hotel assets, positioning several prominent international hotel companies as prominent operator and franchisor in various segments (Regent, Radisson, Renaissance, Park, and Ramada)

Mr. Mouly is a graduate of Arizona State University, USA, and Université des Sciences Sociales Toulouse, France, where he respectively obtained an MBA in finance and a Master of Economics. He is fluent in Spanish, French and proficient in Portuguese.



Xavier Mufraggi

Club Med

Xavier Mufraggi is a dynamic professional with a strong strategic marketing background in the food, consumer and hospitality sectors. Holding a master's degree in Business Management from EDHEC, one of the top 5 business schools in Europe, Xavier began his career in Sales and Marketing for Kraft Foods in Europe. After seven years with Kraft, he accepted a position with Club Med and after three years with the company, he was named CEO of Club Med North America where he now oversees a \$290 million dollar operation consisting of 2,200 employees. Xavier succeeded in the turnaround of Club Med's North American business in 2010 and the region has posted record performances every year since 2012 with excellent prospects for 2017-2020. He also started bold initiatives such as the partnership with Cirque du Soleil and had a key role in Club Med Digital WW transformation. Xavier has lived in France, the Ivory Coast and Washington D.C., and as a new U.S. citizen, he now resides in Miami, Florida with his wife and daughters where he actively trains and competes in triathlons.



Andrés Osorio

OBM International

Andres is a leader in the hospitality design team within the Destination Creation Studio at OBMI. With more than 18 years of experience in all phases of design and construction, he brings a wealth of creativity, innovation and technical knowledge to OBMI's resort and hospitality projects.

His extensive hospitality portfolio includes distinctive designs for many hospitality brands including Ritz-Carlton, St. Regis, Westin, and Hilton, as well as unique designs for independent boutique hotels such as the Seaside Pasito Blanco and Pasito Lux in the Canary Islands. Andres is always seeking to respond to the contextual influences of each region and location whether during a refresh, rebrand or new design. His hotel designs combine a focus on design excellence and place making, with an emphasis on functionality and operational aspects, to ensure a product that is highly attractive to both operators and final users.

Andres' worldwide experience includes living and working in Latin America, the Caribbean, Canada and the US, complemented with an extensive portfolio of work in the Middle East.



Gonzalo del Peon
AMResorts

As the President of AMResorts®, Gonzalo del Peón has successfully helped shape the company's business model and organizational structure, to grow AMResorts into a leading luxury vacation brand generating more than 20,000 direct jobs and exceeding \$3.5 billion in investments.

Bringing more than 30 years hospitality industry expertise, Gonzalo oversees investor and owner relations, operations, sales and marketing innovation for 52 hotels, across six award-winning brands in 25 beach destinations in Mexico, the Caribbean and Central America. He also oversees Unlimited Vacation Club® (UVC), an elite benefits program for discerning travelers. Under his management, UVC has over 30,000 members worldwide.

Gonzalo has worked as part of AMResorts' executive team since its inception in 2001. Prior to joining the Philadelphia-based company, Gonzalo, played a major role in the growth and development of the Posadas Group in Mexico and Latin America. During his 14-year tenure with the company, he gained extensive industry experience in several positions including Marketing Director, Director of Strategic Planning and Innovation, and VP of Sales & Marketing.

Gonzalo has been recognized by industry leaders in Mexico and the Caribbean for his professional achievements, including having an active role in the Marketing Committee of Mexico's Tourism Promotion Council since 1999.



Michael Register
Trust Hospitality

Michael Register is EVP of Business Development and Legal Counsel for Trust Hospitality, a hotel management company focused primarily on independent boutique hotels. In addition, Michael works with investment partners to source hotel properties for acquisition or development. Prior to Joining Trust Hospitality, Michael was in charge of business development and legal matters for Nikki Beach worldwide.

At Nikki Beach, Michael was responsible for sourcing over 20 new hotel and other F&B development projects around the world. Prior to working in the hospitality industry, Michael was the co-founder of a successful software company. Previously he practiced international corporate and business law, including two years at the Pinheiro Neto Law Firm in Sao Paulo, Brazil. Michael received his J.D. from Cornell Law School and his B.A. in Latin American Studies from Vanderbilt University.



Clifford J. Risman
Gardere

Cliff Risman is a veteran business lawyer who represents companies that develop, own, operate and finance hotels around the world. As a leading attorney in the Firm's hospitality industry team and real estate practice group, Cliff is described by clients in the Chambers USA Guide as "very practical and always accessible." Clients choose Cliff over competitors because he speaks the language and fully understands every aspect of their business – from securing capital, structuring deals and negotiating management contracts, to guiding clients through labor, tax, food and beverage, and operational matters and disputes.

Cliff represents luxury and boutique hotel and resort brands, operators and management companies, developers, private equity and other investors in their highest profile projects. He understands how to best tackle the various agreements – he knows the hospitality industry and the unique business and economic issues that arise – and he has guided clients through many complex matters and dispute resolutions.

Cliff ensures that clients are protected, focuses intently on their broader business goals, and knows how, where and when to push to get the deal done as quickly as possible. He also represents leading marketing, technology and other vendors that provide important services to the hospitality industry.



Gregory Rockett
Hilton

Gregg Rockett joined the Hilton Development team in June 2004 as Vice President, Development with responsibility for hotel expansion in Latin America and the Caribbean. In 2009, Gregg assumed responsibility for Corporate Development in North America with a focus on public-private hotel initiatives, while also remaining focused on development in the Caribbean.

Gregg's previous experience includes nine years with the Hotel Development group of Marriott International. While based in Madrid for three years, he led the expansion efforts in Spain, Portugal and Italy and prior to that, he was based in Washington, DC as Director of Feasibility and Market Analysis in Latin America and the Caribbean.

He has been involved in the hotel and tourism industry for 30+ years, mostly focused on international markets. He has a bachelor's degree in Hotel and Restaurant Management from the University of Houston, Conrad N. Hilton College and recently completed a Master of Business Administration from the University of Maryland University College.



Charles de Ros Wallace
Geskaria Investments

A senior corporate finance and real estate professional with strong record of achievement generating growth and investment opportunities. In 2011 he founded and acts as CEO of Geskaria Investments, where he supervises all the business aspects of the company and deals.

Charles had previously worked for 15 years in International Banking, having the responsibility of developing and managing 9 branches and their business in Miami, Havana, Santo Domingo, México DF, London, Geneva, Casablanca, Warsaw and Shanghai. He participated actively in originating over 1 billion USD in hospitality, infrastructure and real estate deals and projects worldwide. At this time he was also Board member of a multinational water services company (Spain and Colombia).

After this project, he was promoted to launching and developing a New Real Estate Sales and Servicing company for the bank. When leaving the bank, the company employed 170 people and sold over 11,000 homes in 24 months. According to financial newspapers, The start up company was informally valued in 2012 in over 600 million Euros and is called Solvia.

Mr. De Ros Wallace has a law degree, Masters in international Commerce and has done postgraduate degrees and courses in IESE Business School and Instituto de Empresa.

With reference to Cuba, Geskaria Investments advises international hospitality companies with a strategy in entering the Cuban market.



Trevor Sadler
interCaribbean Airways

Trevor Sadler has over 30 years of experience in the airline industry over 4 continents in the UK, Saudi Arabia, Indonesia, Malaysia, Aruba, Turks & Caicos and the USA. His experience includes traditional full service airlines, hybrid and low cost airlines including several airline startups.

Trevor is the CEO of interCaribbean Airways (formerly Air Turks and Caicos) based in Providenciales, Turks and Caicos Islands since 2013.

interCaribbean Airways is a growing regional airline currently serving 17 cities in 9 countries. The company will enter several new destinations in 2017 with its operating fleet of EMB120 and Twin Otter Aircraft to serve more destinations than any other Caribbean airline.

To learn more about interCaribbean Airways visit interCaribbean.com or contact us.



Kent Schwarz
Colliers International

Kent Schwarz is Executive Vice President of Colliers International Hotels. Based in Tampa Bay, he focuses on hotel and resort transaction services in Florida, Eastern Seaboard and the Caribbean.

Kent brings over 30 years of hotel and resort experience to Colliers International that includes 15 years of transaction specific experience. Prior to joining Colliers, he headed the New York office of an international hospitality investment banking firm. Previously, Kent was president of a hotel ownership and management company specializing in full-service and condo-hotels. He also served as divisional manager for Hilton Hotels Corporation at Hilton's world-headquarters.

Kent speaks extensively at investment conferences in the United States and the Caribbean. He holds real estate brokers licenses in multiple states including Florida and New York.



James Slattery
BCQS International

James is a Director of BCQS (www.bqcs.com) heading up their office in São Paulo, where he oversees the Group's Latam Interests.

James is a Project Manager and Quantity Surveyor by profession, with three decades of experience in Property Development, Real Estate, and Construction.

BCQS has 13 offices across the Latin America and Caribbean region (namely Brazil, Guyana, Barbados, Bahamas, Bermuda, British Virgin Islands, Cayman islands, Colombia, Jamaica, Panama, St. Lucia, Trinidad and Turks and Caicos). The practice is well versed in the hotel and resort sector over their 45 year history.

James's specific experience has lead him to develop, open and manage hotels in the region. Consequently, he has an appreciation of the hands on experience needed in the hospitality industry, as well as consulting sector.



Scott D. Smith
CBRE Hotels

Scott Smith is a Managing Director of CBRE Hotels, and he is located in the Atlanta, Georgia office. Mr. Smith has over 20 years of hospitality industry experience in both appraising and consulting capacities, as well as proficiencies in other real estate types.

Mr. Smith has managed and conducted appraisal and consulting assignments, involving both the public and private sectors, throughout the U.S and Caribbean. He has worked for the industry's leading lenders, developers, chains and management companies and has dealt with many aspects of the lodging industry, including valuation analyses, market and financial analyses and investment structuring for hotels, resorts, mixed-use residential and lodging developments, conference and convention centers and other hospitality industry projects, workouts, repositioning and strategic planning, loan review and disposition strategy and litigation services.

Mr. Smith is a Member of the Appraisal Institute ("MAI") and is one of CBRE Hotel's chief appraisers in the Southeast. Furthermore, Mr. Smith is the principal author of the Caribbean Trends in the Hotel Industry which is an annual publication produced by CBRE Hotels. He is also called upon frequently by local and national news agencies to report on hospitality industry matters.



William P. Stadler
Aimbridge Hospitality

Bill Stadler has over 31 years of experience in the hospitality industry. Given the depth of his experience and primary focus on real estate and finance, he was appointed Chief Investment Officer of Aimbridge Hospitality in 2014. Prior to joining Aimbridge, Mr. Stadler spent 11 years as an investment sales specialist with HFF and Molinaro Koger where he represented private equity firms, REITs, global hotel companies, and high net worth individuals including such notable companies as Hilton, Hyatt, Marriott, Starwood, Blackstone, FelCor, RLJ, and Host. His transaction experience included single assets as well as large portfolios across all chain scales including Caribbean and Mexican resorts. Mr. Stadler was Sr. Vice President and Chief Acquisitions Officer of FelCor Lodging Trust, whom he joined shortly after their IPO and was responsible for the growth of the company from nine hotels to a portfolio of more than 200 assets with a market capitalization of greater than \$3B. His background further encompasses development and franchise sales positions with Marriott Corporation and Embassy Suites.

Mr. Stadler received a master's degree from the Cornell School of Hotel Administration and B.A. from Denison University. He is an active member of the International Society of Hospitality Consultants and holds real estate licenses in Texas and California.



Adam M. Stewart
Sandals Resorts International

Adam Stewart is the dynamic Chief Executive Officer and Deputy Chairman of the world-leading resort company, Sandals Resorts International.

In the 10 years of Stewart's stewardship, Sandals has experienced a period of unprecedented growth, innovation and development transforming the all-inclusive concept to Luxury Included® resorts that offer guests levels of exclusivity never seen before.

With Stewart as pioneer, the group has witnessed a constant stream of exciting and employment-generating launches, expansions and acquisitions including multi-million dollar enhancement programmes throughout the Caribbean.

It is this pioneering spirit which has brought him numerous accolades including World Travel Award's Rising Star, Recipient of the Distinguished Alumni Torch Award from FIU, Caribbean World's Travel and Tourism Personality of the Year and The Gleaners Jamaica 50 Under 50 Award to name but a few.

Stewart has founded The Sandals Foundation, a non-profit organization to elevate the people of the Caribbean and protect its ecosystem, the Caribbean's award-winning premier luxury tour company, Island Routes Caribbean Adventures, offering countless unique island experiences throughout the region and most recently an internationally-accredited private sector educational institute, Sandals Corporate University that pushes the boundaries of distance learning in the region.



Gordon "Butch" Stewart
Sandals Resorts and Beaches Resorts

Butch Stewart has been called the "King of All-Inclusive Resorts," the "Cupid of the Caribbean," and the "Master of Marketing." While all descriptions are appropriate, none of them quite capture the full measure of Mr. Stewart, chairman and founder of Sandals Resorts International, parent company to Sandals Resorts, and Beaches Resorts. Today, he controls what analysts estimate to be a billion dollar, privately-owned Jamaican-based empire that includes 24 Caribbean resorts, Appliance Traders Ltd., and The Observer newspaper. All told, he spearheads two-dozen diverse companies that are collectively Jamaica's largest private sector group, the country's biggest foreign exchange earner, and its largest non-government employer.

Stewart's innovations changed the face of the all-inclusive format and established Sandals Resorts, and now Beaches Resorts, as one of the most successful brands in the category – boasting year round occupancy levels of more than 85 percent, an unequaled repeat guest factor of 40 percent and demand that has led to unprecedented expansion. By steadfastly adhering to the "We Can Do Better" principal of pleasing guests, Stewart has fostered a company free to imagine and free to consistently raise the bar. His continued expansion has brought a total of ten resorts and three private villas in Jamaica, three in Saint Lucia, three in The Bahamas, two in Antigua, one in Grenada, one in Barbados, and one in Turks & Caicos. Stewart's successes have garnered hundreds of personal and industry awards, but perhaps less well-known is the extent of his considerable philanthropy. Sandals Resorts International currently gives active support to more than 150 major projects in its host communities, through the company's philanthropic arm, The Sandals Foundation. This support ranges from the building of schools to the paying of teachers, to providing hospitals with linens, to bringing healthcare to the doorsteps of those who cannot afford it.



Wesley Stumbo
CM&D

After a successful career forming multiple real estate and private equity companies, Wesley joined CM&D in 2016. He's been involved with all types of commercial projects throughout the US, Caribbean, Latin America and Europe. Wesley adds great value to each transaction or development by bringing in his unique blend of experience and expertise.

For the past 27 years, CM&D has been providing comprehensive development and project/construction management services throughout the United States and the world with the purpose of mitigating potential risks, protecting our client's investment and maximizing their return on investment. With experience throughout the Caribbean and Latin America, CM&D is perfectly suited and qualified to execute on behalf of owner-developers and capital market clients.



Simón B. Suárez
Grupo Puntacana

Simón B. Suárez, Vice President of Grupo Puntacana since June 2014 is responsible for new development projects and institutional relations.

A 40-year tourism industry veteran, Simón Suárez is recognized as one of the leaders for the Caribbean region and has been at the forefront of developing the Dominican Republic's tourism product. Prior to joining Grupo Puntacana he spent seven years as Chief Development Representative for Hilton Worldwide, in charge of new hotel developments for the nine Hilton brands in Central America and the Caribbean. Prior to joining Hilton he was Executive Vice president of Coral Hotels and Resorts, a Dominican management and development company with four upscale all-inclusive leisure hotels, a Hilton branded business hotel and a golf resort.

Before his tenure at Coral Mr. Suárez was president of Unión Hotelera Dominicana, S. A., an investment company that developed several projects including a four-star resort property on the North Coast of the Dominican Republic.

From 1988 to 1997, he was president of Occidental Hotels' local operating company, after holding senior positions within the banking, telecommunications and tourism industries, and being involved in financing of many hotel projects including the pioneering Playa Dorada / Playa Grande Tourism Project in the Puerto Plata region.

Former president of the Caribbean Hotel and Tourism Association, he has also served for years on the board of the national Hotel and Tourism Association of the Dominican Republic (ASONAHORES), where he was elected President for the 2014-2016 term.



Karolin Troubetzkoy

Caribbean Hotel & Tourism Association

A passionate advocate for Caribbean tourism and sustainable development, Karolin Troubetzkoy is the President of the Caribbean Hotel and Tourism Association (CHTA) for the term 2016-2018, having previously served as a Vice President of the association since 2012.

From 2012 to 2014, Mrs. Troubetzkoy chaired the CHTA Advocacy Committee for the region, and she currently serves as the Chairperson of the Caribbean Alliance of Sustainable Tourism (CAST), a CHTA initiative.

In her professional life, Karolin Troubetzkoy is the Executive Director, Marketing and Operations of Anse Chastanet and Jade Mountain Resorts in St. Lucia, spearheading the marketing and day-to-day operations of these award winning resorts since 1984.

From 2010 to 2015, Mrs. Troubetzkoy served as President of the St. Lucia Hotel and Tourism Association (SLHTA) and was instrumental in the successful launch of a St. Lucia Tourism Enhancement Fund.

She has been a Director of the St. Lucia Tourist Board (SLTB) since 2010, and since 2014, she has been the Chairperson of the destination's Marketing Committee.

Karolin Troubetzkoy was the recipient of the St. Lucia Hotelier of the Year Award in 2006, and in 2012, she received the prestigious Caribbean Hotelier of the Year Award from the Caribbean Hotel and Tourism Association. She is a citizen of St. Lucia.



Rodrigo A. Tsutsumi

Preferred Hotels and Resorts

Rodrigo Tsutsumi is the Regional Director for Latin America for Preferred Hotels and Resorts, a position he has held since January 2015. In this role, he oversees hotel retention and development of the company's brands in the region and assists in managing the company's Miami office. Rodrigo joined Preferred Hotels and Resorts in April 2010 as a Revenue Account Manager for Latin America. During his tenure with the company Rodrigo has been instrumental in helping to deliver incremental revenues to independent hotels from Mexico to Argentina. Furthermore, in a dual role as Director of Business Development, he helped continue to enhance the presence of Preferred Hotels and Resorts in Latin America.

Rodrigo came to Preferred Hotels and Resorts with extensive experience in revenue management, hotel development and consulting in hospitality and leisure real estate. Prior to joining Preferred, Rodrigo served as Manager for Northcourse Consulting, a division of Wyndham Worldwide, where he consulted extensively on hotel and real estate projects in Latin America.

Rodrigo is a graduate of Cornell University, where he received a B.S. in Hotel Administration.



Sandra Vajcs

FSC Architects

With a strong background in project management and an immense talent for design and illustration, Sandra is a core member and integral part of the team at FSC Architects. Originally from Germany, she studied architecture in Europe and also holds an MBA from Hawaii Pacific University.

As a principal of FSC Architects, Sandra has an extensive background in hospitality, commercial and residential projects, including over 6 years experience in Germany. Prior to joining FSC Architects, she worked for more than 5 years for the renowned hospitality design firm WATG, where she designed and managed numerous hotel and resort projects around the world. Sandra credits her ability to establish close, trusting relationships as a key to her success. That same warmth is reflected in her work and has allowed her to connect with clients across many cultures and nationalities as she works to help them bring their ideas to life. With this outstanding blend of approachability, design talent and management skills, Sandra is an invaluable asset in helping FSC Architects deliver world-class projects to their international clients.



Bruce D. Wardinski
Playa Hotels & Resorts

Mr. Wardinski is the Chairman & Chief Executive Officer of Playa Hotels & Resorts (“Playa”). Playa is the owner of all-inclusive resorts located in Mexico and the Caribbean. Mr. Wardinski has served in his current position since founding Playa in early 2006.

Previously, Mr. Wardinski was CEO of Barceló Crestline Corporation; Chairman of the Board of Highland Hospitality Corporation (NYSE: HIH); Chairman, President and CEO of Crestline Capital Corporation (NYSE: CLJ); Senior Vice President and Treasurer of Host Marriott Corporation (NYSE: HMT); and served in various other capacities with Host Marriott and Marriott Corporation. He graduated with honors from the University of Virginia with a B.S. degree in Commerce and earned an MBA degree in Finance from the Wharton School of Business at the University of Pennsylvania.

Mr. Wardinski currently serves as Chairman of the ServiceSource Foundation, serves on the Board of Directors of the Wolf Trap Foundation for the Performing Arts, is a member of the George Mason University Foundation Board of Trustees and is a member of the Board of Advisors of the College of Business at James Madison University.

Mr. Wardinski serves as a director of DiamondRock Hospitality Company (NYSE:DRH) and previously served as director of privately-owned international resort company Kerzner International.



Richard A. Weissmann
KSL Capital Partners, LLC

Mr. Weissmann joined KSL in March 2008. Previously, he was a Managing Director in the Investment Banking Division of Goldman Sachs & Co., where he led Goldman's Hospitality and Gaming Practice. Prior to joining Goldman in 1998, he was an attorney in the real estate and corporate groups with the law firm Paul, Weiss, Rifkind, Wharton & Garrison LLP in New York City. Mr. Weissmann began his career in 1984 as a real estate developer in the New York metropolitan area. He has a B.A. from Tufts University and a J.D. from Columbia University School of Law.



Todd Wynne-Parry
Two Roads Hospitality

In his role as Executive Vice President of Global Acquisitions & Development for Two Roads Hospitality, Todd oversees the company's global business growth efforts, including sourcing and securing new management contracts and investment opportunities.

The impact of his 30-year career in the hospitality industry has spanned continents through his senior leadership positions at some of the world's most well-known hotel companies. Todd has lived and worked in the U.S., Asia, Australia and the UK and led the development efforts for IHG, Starwood and Marriott in the Asia Pacific region and for the Trump Hotel Collection globally.

Todd earned an MBA from Thunderbird Graduate School of International Management (Glendale, Arizona) and a BA from Alma College (Alma, Michigan). Todd also studied briefly as an undergraduate at Scotland's University of Aberdeen and now serves on the university's Board of Directors for the U.S. Development Trust.



Jonathon S. Zink
BHN

Jonathon Zink is managing director of Burba Hotel Network (BHN) based in California, where he leads the operations for the hotel and tourism investment conferences produced by BHN around the world. Program development, event growth, and special projects such as operational processes and new business opportunities also fit under his management. BHN has successfully completed over 140 conferences in 22 countries, where nearly 100,000 delegates from around the world have come together to network, conduct business, and learn about the latest trends.

Most recently, Jonathon was manager, strategic business unit for The Soneva Group based in both the Maldives and Thailand. With Soneva, he worked in cross-functional teams to develop and implement group-wide initiatives, analyzed and recommended solutions for new projects/business opportunities, and reported directly to the chairman & CEO. The Soneva Group is a successful luxury collection of world-class resorts that sets the benchmark for responsible tourism through its SLOW LIFE philosophy.

Jonathon holds an MBA from the International University of Japan (IUJ) in 2013 and a BA from *The School of Hospitality Business* at Michigan State University (MSU) in 2004. In addition to being an active IUJ alumnus, he serves on the Real Estate Investment Management Advisory Council at MSU.