



May 16-18, 2018

JW Marriott Marquis Hotel Miami
Miami, Florida, USA

www.CHRISconference.com



A Spectrum
of Opportunities

WEDNESDAY, MAY 16, 2018

2:00pm-8:00pm **REGISTRATION & INFORMATION**

5:15pm-6:00pm **SPECIAL BONUS SESSION FOR CHRIS & CLOSING OF HOLA
GLOBAL HOSPITALITY & CONSUMER TRENDS – A SPECIAL PRESENTATION BY PHOCUSWRIGHT**
A special bonus session for CHRIS and the closing of the HOLA conference.
Speaker: **Alice Jong**, Research Analyst, Phocuswright

6:00pm-8:00pm **HOLA & CHRIS JOINT NETWORKING RECEPTION**
The CHRIS conference will open with a sensational networking reception. This event is also the closing cocktail reception for the Hotel Opportunities Latin America (HOLA) conference. This joint reception will bring the HOLA and CHRIS delegates together for what promises to be a fantastic event.



Hosted By:



THURSDAY, MAY 17, 2018

7:30am-7:15pm **REGISTRATION & INFORMATION**

7:45am-8:45am **CONTINENTAL BREAKFAST**

8:30am-9:30am **QUICKCONNECT**
If you are coming to CHRIS to meet other delegates, QuickConnect is a great way to start the conference. During this energetic and intense networking session, delegates will be able to connect with other CHRIS delegates in a quick exchange of business cards.
Facilitators: **John S. Fareed**, Managing Director, Horwath HTL
Cherie L. Jeffries, Account Executive, RCI

9:30am-11:45am **PLENARY SESSION**

Speaker: **WELCOME TO CHRIS**
James E. Burba, Co-Founder, BHN

THE CARIBBEAN – A SPECTRUM OF OPPORTUNITIES
What is the update on tourism opportunities in Caribbean? Before last season's hurricanes, the overall investment climate was heating up. Most of the region was not directly impacted by the storms, so where do we sit today and where are we headed? Different islands, different opportunities? How are hotels performing and what are lenders thinking?

Speaker: **CHTA INSIGHTS – TOURISM PERFORMANCE & OUTLOOK**
Frank J. Comito, CEO/Director General, Caribbean Hotel & Tourism Association

Speaker: **THE HOTEL PERFORMANCE & OUTLOOK**
Fatima Thompson, Associate Director of Business Development, Hotels Caribbean & Mexico, STR

Speaker: **THE LENDING OUTLOOK**
Gary Brough, Managing Director, KPMG

Moderator: **THE VIEW FROM THE BOARDROOM – ROUND ONE**
Mark A. Lunt, Principal, EY
Panelists: **Ian Carter**, President, Global Development, Hilton
Dave Johnson, President & CEO, Aimbridge Hospitality
Jamie Sabatier, CEO, Two Roads Hospitality

11:45am-12:15pm **NETWORKING BREAK**

11:50am-12:10pm **OPPORTUNITIES IN JAMAICA**
Speaker: **Claude Duncan**, Vice President – Sales and Promotions, JAMPRO

THURSDAY, MAY 17, 2018

12:15pm-1:15pm

BREAKOUT SESSIONS

SESSION 01

PUBLIC/PRIVATE TRACK: HURRICANE IMPACTED ISLANDS – OPPORTUNITIES TO BUY, BUILD, & REINVIGORATE

Moderator: **James Slattery**, Director, BCQS International
Panelists: **Letvia M. Arza-Goderich**, Partner, Preston Arza LLP
Chris Barbe, Senior Vice President, dck worldwide
Mark Durliat, CEO & Principal, Grace Bay Resorts
Jay Litt, Owner & Founder, The Litt Group

SESSION 02

NEGOTIATING THE BEST AGREEMENT FOR YOUR HOTEL

Moderator: **Wendy Chan**, Vice President, JLL
Panelists: **Rich Cortese**, SVP Caribbean, Aimbridge Hospitality
Alejandro Moreno, President & Managing Director, Latin America & Caribbean, Wyndham Hotel Group
Michael J. Sullivan, Co-Chair, Hospitality, Greenberg Traurig, LLP
Sarah Winston, Partner, Baker McKenzie

SESSION 03

THE LUXURY SEGMENT – A CARIBBEAN CLASSIC

Moderator: **Matthias Winkler**, Principal, FSC Architects
Panelists: **Camilo Bolanos**, VP, Development & Real Estate, Hyatt Hotels Corporation
Javier Coll, EVP & CSO, Apple Leisure Group
Mauricio Elizondo, Development Director Resorts, Grupo Posadas
Karolin Troubetzkoy, Executive Director, Marketing & Operations, Anse Chastanet and Jade Mountain Resorts

SESSION 04

CARIBBEAN CAPITAL ROUNDTABLE: PRIVATE EQUITY

Moderator: **Andrew Dickey**, Senior Vice President, JLL Hotels & Hospitality
Panelists: **Oriol Gimenez**, Principal, CPG Hospitality
Jared Melnik, Principal, KSL Capital Partners
Fernando Mulet, Senior Vice President, Playa Hotels & Resorts
Federico J. Sanchez, President & CEO, Interlink Group

1:15pm-3:30pm

LUNCH & PLENARY SESSION

LIFETIME ACHIEVEMENT AWARD

Presenter: **James E. Burba**, Co-Founder, BHN
Recipient: **Frank Rafael Rainieri Marranzini**, Chairman and Founder, Grupo Puntacana

KEYNOTE PRESENTATION

Speaker: To be announced.

3:30pm-4:15pm

NETWORKING BREAK

4:15pm-5:15pm

BREAKOUT SESSIONS

SESSION 05

PUBLIC/PRIVATE TRACK: CREATING BETTER ISLANDS THROUGH REINVESTING, RENOVATING, & REPOSITIONING

Moderator: **Diane M. Edwards**, President, CAIPA
Panelists: **Ruben Becerra**, VP, Corporate Affairs & Business Development, Karisma Hotels & Resorts
Robert Karver, Senior Manager, EY
Eileen Kett, SVP and General Counsel, Club Med

SESSION 06

THE SHARED ECONOMY CONTINUES TO SHARE

Moderator: **Jamie H. Lane**, Senior Economist, CBRE Hotels
Panelists: **Harvey Hernandez**, President/Chairman, Newgard Development Group
Scott Shatford, Founder, CEO, AirDNA
Additional panelists to be announced.



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4:15pm-5:15pm **BREAKOUT SESSIONS (CONTINUED)**

SESSION 07 THE SELECT/LIMITED SERVICE SEGMENT – WHEN LESS IS MORE

Moderator: **Michael Penrose**, Senior Manager, KPMG
Panelists: **Bojan Kumer**, VP Development, Marriott International
Pablo Maturana, Director, Development CALA, Hilton
Roland Mouly, Principal, Hospitality Advisors
Michael Register, Partner, Trust Hospitality

SESSION 08 CARIBBEAN CAPITAL ROUNDTABLE: DEBT

Moderator: **Mathieu Sauvestre**, Director of Development, Club Med
Panelists: **Rogério Basso**, Head of Tourism, IDB Invest
Joan Bertran, Global Head of Commercial Real Estate & Hotels, Banco Sabadell
Isabel de Caires, Associate Director, CIBC FirstCaribbean International Bank
Leopoldo Sposato, Manager, IFC-World Bank Group

5:15pm-7:15pm **GALA NETWORKING RECEPTION**

FRIDAY, MAY 18, 2018

7:45am-1:30pm **REGISTRATION & INFORMATION**

7:45am-8:45am **CONTINENTAL BREAKFAST**

8:45am-10:40am **PLENARY SESSION**

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

Presenter: **CHRIS DEVELOPMENT OF THE YEAR AWARD**
Gary Brough, Managing Director, KPMG

Presenter: **CHRIS TRANSACTION OF THE YEAR AWARD**
Kent Schwarz, Executive Vice President, Colliers International

Presenters: **RISING STAR AWARD CARIBBEAN**
Celebrating its seventh year at **CHRIS**, the Rising Star Award was created by ISHC in collaboration with BHN to celebrate the excellence of young emerging leaders in the Caribbean hospitality industry and to reward an outstanding individual each year. The candidate must be 35 years of age or under, currently work in a hospitality-related field, be living and working in the Caribbean, and be recognized by leaders of his or her own hotel or organization as a rising star.
James E. Burba, Co-Founder, BHN
John S. Fareed, Chairman, ISHC and Managing Director, Horwath HTL
Recipient: To be announced.

Speaker: **KEYNOTE PRESENTATION**
To be announced.

Moderator: **THE VIEW FROM THE BOARDROOM – ROUND TWO**
Leaders talk about the dynamic and expanding all-inclusive segment.
Liam J. Day, Managing Director, BCQS International
Panelists: **John J. Issa**, Chairman, SuperClubs
Xavier Mufraggi, CEO, Club Med
Alex Stadlin, CEO, Playa Resorts Management
Alejandro “Alex” Zozaya, CEO, Apple Leisure Group

10:40am-11:15am **NETWORKING BREAK**



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BREAKOUT SESSIONS

SESSION 09

Moderator:

Panelists:

PUBLIC/PRIVATE TRACK: FINANCING OPPORTUNITIES WORKING WITH THE PUBLIC SECTOR

Robert MacLellan, Managing Director, MacLellan & Associates

Roland Andy Burrows, Chief Investment Officer, Bermuda Tourism Authority

Adam F. Greenfader, Managing Principal, AG & T

John Perrottet, Senior Tourism Specialist, World Bank Group

SESSION 10

Moderator:

Panelists:

MIXED-USE DEVELOPMENTS – ADDING THE RIGHT COMPONENTS & THE RIGHT PARTNERS

Scott D. Smith, Managing Director, CBRE Hotels

José G. Ariza, Senior Partner, INVESTA Capital Partners

Howard S. Sitzer, Chairman and CEO, Howard Hospitality Group

Simón B. Suárez, Vice President, Grupo Puntacana

Sandra B. Vajcs, Principal, FSC Architects

SESSION 11

Moderator:

Panelists:

THE LIFESTYLE SEGMENT – ADDING NEW COLOR TO THE REGION

Fernando Garcia-Chacon, Executive Vice President, JLL

Juan Corvinos, VP Development Latin America & Caribbean, Hilton

Justin Howe, Senior Vice President, Dart Development

Michael D. Morton, VP Owner Relations, Best Western Hotels & Resorts

Todd G. Wynne-Parry, Executive Vice President, Two Roads Hospitality

SESSION 12

Moderator:

Panelists:

CARIBBEAN CAPITAL ROUNDTABLE: FOREIGN CAPITAL

Christian Charre, Senior Vice President, CBRE Hotels

Baron R. Ah Moo, Managing Director, BLI Capital

Patrick S. Freeman, President, Cisneros Real Estate

John Keith, Director, Caribe Hospitality

12:15pm-1:30pm

CLOSING NETWORKING LUNCH



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PRODUCED BY:



Northstar Travel Group is the global leader of business intelligence, information, data, research, digital marketing services and events for senior-level professionals in the travel, meetings and hospitality industries. The Northstar portfolio includes; *Travel Weekly*, *Travel Weekly China*, *Travel Weekly Asia*, *TravelAge West*, *Business Travel News*, *The Beat*, *Travel Procurement*, *Web in Travel*,

Phocuswright, *Burba Hotel Network*, *Successful Meetings*, *Meetings & Conventions*, *Meetings & Conventions China*, *Incentive*, *Association News*, *Sports Travel* and 75 annual events in thirteen countries including leading events such as *Americas Lodging Investment Summit (ALIS)*, *Hotel Investment Conference Asia Pacific (HICAP)*, *Phocuswright*, *TEAMS*, *Web in Travel*, and *Mountain Travel Symposium*. Northstar is also the majority shareholder in *Inntopia*, the leading SaaS e-commerce software, CRM database marketing and predictive analytics business serving the mountain destination, activities, and specialty destination travel markets. [Northstar Travel Group](http://NorthstarTravelGroup.com) is owned by [EagleTree Capital](http://EagleTreeCapital.com) and is based in Secaucus, NJ, with offices in New York, NY; Denver, CO; Los Angeles, CA; Winston-Salem, NC; Stowe, VT; Edwards, CO; Glen Ellyn, IL; Costa Mesa, CA, and global offices in Singapore, Beijing, and Shanghai.

IN ASSOCIATION WITH:



With over three decades of experience, more than 150 events completed to-date, and in excess of 100,000 international delegates, BHN conferences have become “must attend” events for industry leaders who come together to network, conduct business, and to learn about the latest trends.

BHN 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 Investment Forum India (HIFI) in Mumbai; Hotel Opportunities Latin America (HOLA) conference in Miami; Hotel Investment Conference Europe (Hot.E) in London; and HotelsWorld in Sydney.

The BHN website at www.Burba.com is the gateway for information about the conferences BHN produces, as well as a direct link to important players in the hospitality investment world. BHN is a division of Northstar Travel Group.

PROGRAM PLANNING COMMITTEE

Matt Arrants , HAMA	Andy Ingraham , NABHOOD
Letvia Arza-Goderich , Preston Arza LLP	Cherie L. Jeffries , RCI
Rogério Basso , IDB Invest	Christopher Lewis , CAIPA
Greg Bohan , Florida Atlantic University	Mark A. Lunt , EY
Camilo Bolanos , Hyatt Hotels Corporation	Robert MacLellan , MacLellan & Associates
Frank J. Comito , CHTA	Roland Mouly , Carlson Rezidor Hotel Group
Juan Corvinos , Hilton	Fernando Mulet , Playa Hotels & Resorts
Christopher Cylke , ISHC	Mark Purcell , AccorHotels
Marie Dexter , RDC International	Mathieu D. Sauvestre , Club Med
Fernando Fernandez , Apple Leisure Group	Kent Schwarz , Colliers International Hotels
Michelle Finn , ST Media Group	Scott D. Smith , CBRE Hotels
Fernando Garcia-Chacon , JLL	William Stadler , Aimbridge Hospitality

DEVELOPMENT OF THE YEAR AWARD COMMITTEE

Gary Brough , KPMG – Chair	Mark A. Lunt , EY
Liam J. Day , BCQS International	Andres Osorio , OBMI
JP Ford , Lodging Econometrics	Ron Sutherland , Hemisphere Group

SINGLE ASSET TRANSACTION OF THE YEAR AWARD COMMITTEE

Kent Schwarz , Colliers International – Chair	Robert MacLellan , MacLellan & Associates
Christian Charre , CBRE Hotels	José G. Ariza , INVESTA Capital Partners
Fernando Garcia-Chacon , JLL	

RISING STAR AWARD JUDGING COMMITTEE

Jorge Apaez , IHG	John J. Issa , SuperClubs
José Carlos Azcárraga , Grupo Posadas	Dave Johnson , Aimbridge Hospitality
Hugh Andrews , International Hospitality Enterprises	Eugenio Macouzet , RCI
Kenny Blatt , CPG	Xavier Mufraggi , Club Med
Ian Carter , Hilton	Berthia Parle , Bay Gardens Hotel
Frank J. Comito , CHTA	Ralph Taylor , Arcadia Hotels & Resorts
Diane Edwards , CAIPA	Karolin Troubetzkoy , CHTA/Anse Chastenet Resorts
MaryLynn Elizondo , Marriott International	