

KEYNOTE ADDRESS



S.E.M. Michel Joseph Martelly
56e Président de la République d'Haïti

His Excellency Michel Joseph Martelly
Republic of Haiti

Michel Joseph Martelly was born in Côte-de-Fer, on February 12, 1961 from Mr. and Mrs. Gerard Martelly's union. His mother had music in her blood, but she may not have known her son would follow the family tradition and become very successful.

Michel Martelly was taught the value of work and discipline; at home he learned respect, sharing and hard work. The young man's charisma attracts with an inviting smile and friendly face, then the renegade surprises by challenging the rules. This natural entertainer and friendly teenager charmed and seduced. A piano and a microphone were the only tools needed for him to become very well known.

Mr. Martelly would have to leave Haiti high school and travel to the United States of America where he studied and worked in construction. That was the genesis of the musician-comedian and national live wire, who say into a microphone what others, dare not think aloud, and who became a smashing success in a business where many talents have been condemned to poverty and disappointment.

With amazing energy, the Sweet Micky character became a celebrity way beyond our borders, at times sounding fresh at other times courageous, and always counting on the effect of surprise; this entertainer sought to amuse and captivate the public while he preached Love, Haiti's admiration, Peace and Progress.

1987 was his lucky year, he rediscovers a longtime friend, Sophia Saint Rémy, and married her. From their marriage were born four children. They began to work as a team. They trekked the whole country. From the most sumptuous palace to the most humble abode Michel brought joy and was in complete communion with the Haitian spirit. From this professional experience, he has gained a profound knowledge of the country. Grateful for their luck and thankful for the success.

The Sweet Micky entertainment group collected successes and was popular everywhere regardless of social economic belonging. The man who captured our hearts in rhythm and made us sing the same tune and dance together now leads a movement of social harmony around one flag, one vision, one slogan: Liberty, Equality and Fraternity.

Michel has been known to say; "Haiti is too rich to be poor!" He condemned the system obsolete explaining that it has totally lost its social consciousness; it is inefficient and cannot even serve the most destitute citizens. We believe that to change will require being painfully unpopular, but change is inevitable. In 2010, Michel Martelly decided to run for President of Haiti. He won an election with 67,48% of the vote which has given him a clear mandate from his fellow citizens, a mandate for change.

Open to consensus, Michel Martelly is convinced that the time for change has come. The Haitian socio-political scene suffered cracks beyond repair. We must rebuild and this time with better standards and with more ambitious performance criteria. We must rebuild, of course, but not only physical reconstruction efforts, we will also restructure the systems of governance, of ethics and the principles governing living together as a people. We will activate a revival of Haitian mentality for productivity in Agriculture, as well as in Culture and Tourism. Most importantly, we will begin by making true the dream of an Educational system that provides high quality training for all ages and all social economic groups. Because Haiti's true treasures remain in the potential for development of human resources and the diversity of investment possibilities that can create rapid economic growth. The vision of a Martelly presidency is one of a leader who knows how to take to bull by its horns and win the battles he undertakes. President Michel Martelly will bring us into a new era of pride, success and progress.

President Michel Martelly is not a traditional politician; he does not engage in endless rhetoric, he is, as former President Clinton describes him, a "Do-ER". President Martelly intends to use this mandate to change his country and bring about a new Haiti. He is a man who had a vision to improve the lives of his fellow Haitians, and he is underway to accomplishing this goal.



Alejandro Acevedo
Marriott International

Mr. Acevedo is currently a Vice President of the Caribbean and Latin America Region of International Lodging Development of Marriott International. Prior to join Development, Mr. Acevedo was Manager in the Development Finance Department, Global Finance of Marriott International. He was also an associate at Crown Capital Latin America, a Private Equity Investment Fund based in New York. Previously he was a Project Leader at Promotora Cancun sunset Clubs in Mexico. Prior to this he worked as a consultant with GTT Proyectos in their Mexico City office. Mr. Acevedo holds a B.S. in Mechanical Engineering from Universidad Iberoamericana in Mexico City and an MBA from Georgetown University in Washington D.C.



Louis A. Alicea
Wyndham Hotel Group

Louis began his hospitality career in operations management, starting in the luxury resort market in San Juan, Puerto Rico, and New York City, and holding progressively responsible positions with Trusthouse Forte, Holiday Inn, and luxury independent properties. He has specialized in the management of small luxury boutique properties offering adventure activities in remote destinations, with the challenges those locales present for maintaining standards of both product quality and guest experience.

He held regional operations and asset management positions with Trusthouse Forte in the late 1980's. More recently he oversaw the regional operations for the Caribbean and Mexico with Quintess Club, Leading Residences of the World with regional assets of over \$90 Million. He currently handles as Director of Development, the franchise and management development with Wyndham Worldwide in the Caribbean, Mexico and Latin America for 15 brands offered by the company.



Rogerio Basso
Terranum Hotels

With over 14 years of real estate and hospitality experience, Rogerio is responsible for growing Terranum's portfolio of hotels across Latin America, and oversees all activities related to investment, acquisition and development in the region. Terranum Hotels is an owner and developer of select-service, upscale and luxury properties across the region, and is sponsored by Colombia-based Santo Domingo Group, and Estrategias Corporativas, a premier investment bank focused on complex M&A transactions.

Prior to joining Terranum Hotels, Rogerio worked for over 11 years with Ernst & Young LLP in Miami, where he was responsible for leading the firm's real estate and hospitality initiatives across Latin America. More specifically, he was actively involved in advising developers, private equity funds, lenders and governments in all aspects of the hospitality and leisure industries. In this capacity, Rogerio led numerous complex consulting assignments and multi-billion dollar transactions, and is well versed on a variety of asset classes including hotels, mixed-use developments, vacation ownership, golf courses, and marinas. His operational skills are drawn from having worked for InterContinental, Holiday Inn, Four Seasons, and Crowne Plaza Hotels.

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 the Caribbean. 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 Deputy Executive Director for the International Society of Hospitality Consultants (ISHC). Andrea has been with ISHC since April 2009, has over 15 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 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.



Mechelle Best
California State University, Northridge

Dr. Mechelle Best is one of the pioneers of Environmental Management in the Caribbean tourism industry, having entered the field whilst it was still in its embryonic stage in the 1990s. While employed as the Environmental & Conservation Manager of Almond Resorts, Inc., she spearheaded the development and implementation of environmental management systems at the company's hotels in Barbados, which resulted in their Green Globe certification.

Since 1997 Mechelle has conducted environmental management assessments and developed and implemented environmental management systems for a range of hotels and attractions. She has also consulted on several USAID funded projects in the Caribbean.

Mechelle is currently an assistant professor in the department of Recreation and Tourism Management and a Faculty Associate with the Institute for Sustainability at California State University Northridge (CSUN). Her academic background is in hotel, tourism and natural resource management. She is a certified Building Performance Institute (BPI) building analyst and energy auditor, certified Green Globe consultant and teaches tourism and sustainability courses at CSUN. Mechelle has also conducted research and written articles on various aspects of environmental management and the hotel industry.



Ewald Biemans
Bucuti & Tara Beach Resort

Ewald Biemans developed the Bucuti Beach Resort, which opened in October of 1987. The Bucuti Beach Resort has enjoyed year round average occupancies of 90%+. In March of 2004 Biemans added a luxury wing to the resort called the Tara Beach Suites, which consists of 41 oceanfront suites and Penthouses designed to accommodate the growing honeymoon market. The Tara Beach Suites have averaged 96% occupancy since opening.

Born in Austria, Ewald Biemans started his hospitality career with Hilton and Intercontinental in South America prior to earning his BS in International Business at Florida State University.

After moving to Aruba in the early 70's, Ewald managed Talk of the Town Restaurant and Resort, created Calloway Catering, revived the bankrupt Manchebo Beach Resort into a success story and managed it into the early 90's, while simultaneously developing Bucuti.

In 2004 Biemans constructed the Tara Beach Suites & Spa, a 41 all suites, all oceanfront resort.

Mr. Biemans is committed to being involved in the community and to take a leadership role when possible in positive causes. Biemans is presently on the board of the Aruba Tourism Authority. He recently served as Chairman on the board of the Aruba Hotel and Tourism Association (AHATA) and now continues as a director on the AHATA board as well as the Aruba Tourism Authority board. His contributions include serving as president of Aruba's SKAL club chapter, Creator and long time Chairman of the Environmental committee for AHATA, and director on the board of the island's Arikok National Park.

He was named Aruba's Hotelier of the Year for 1994 and 1999, is the recipient of the "Influence Award of high distinction" by Western International, and was named Hotelier of the Year in 2002 by The Caribbean Hotel Association.



Kenneth M. Blatt
Caribbean Property Group

Kenneth M. Blatt is a Principal in and Chief Operating Officer of the Hotel Division of Caribbean Property Group LLC ("CPG"). CPG is a real estate investment firm based in New York, San Juan, and West Palm Beach that develops, redevelops, acquires, manages, operates and owns real estate assets in Puerto Rico, the Caribbean and Latin America across four sectors – hotel, retail, industrial and office. CPG is the operating partner for the redevelopment of the 1200 acre Dorado Beach campus in Puerto Rico, the managing partner of the Caribbean Real Estate Opportunity Fund 2005 and the operating partner of a portfolio of \$900m of non-performing loans in Puerto Rico. Mr. Blatt oversees all CPG's hotel assets and is actively involved in the strategy, sales and marketing for the iconic Dorado Beach redevelopment.

Mr. Blatt had a long record of entrepreneurial successes in emerging Europe. His activities and successes were the subject of a chapter in "The Responsible Entrepreneur – How to Make Money and Make a Difference" (Hall, 2001).

Mr. Blatt is a graduate of the Cornell School of Hotel Administration, received his law degree from Emory University and an advanced business certificate at INSEAD. He is an active Board member of both Cornell Hotel School's Pillsbury Institute of Hospitality Entrepreneurship and Innovation Network and served as CHS's Entrepreneur in Residence. He also chairs the House Committee of The Core Club in NYC.



David D. Brillembourg
Brilla Group

Mr. Brillembourg is an entrepreneur with more than 20 years of experience, specialized in exploiting market arbitrage opportunities and underdeveloped/emerging sectors. He spent over three years studying the Caribbean real estate market, and is an expert in the luxury beachfront hospitality real estate asset class. He has founded two successful companies, executed over 30 M&A transactions and raised \$200 million over the past decade.

Mr. Brillembourg founded CycleLogic, Inc., the largest provider of SMS outsourcing services for mobile operators in Latin America, acquired in 1999 by StarMedia Networks (a NYSE company), the leading Internet media company in the Latino market at the time.

He was founder and CEO of Emida Technologies Inc., a processor of electronic mobile prepaid cards in Latin America and the Caribbean with \$1.4 billion in annual sales. Emida was merged into Debisys to form the largest country-footprint prepaid network in the Americas.

In 2007, Mr. Brillembourg founded Brilla Group, a real estate private equity firm focused exclusively on the luxury beachfront hotels and resort assets in South Florida, the Caribbean, Mexico, Central America & Colombia; the Company currently manages a portfolio of approximately US\$ 150 million of assets under management.

He graduated Summa Cum Laude with a B.A. in Finance from Babson College in Massachusetts.



Stewart Brown
Jones Lang LaSalle Hotels

Stewart Brown is a Vice President for Jones Lang LaSalle Hotels in its hospitality advisory practice. Based in Miami, he is primarily responsible for providing strategic consulting services, including feasibility studies, due diligence support, market demand surveys and valuations on hotel and mixed use developments. His geographic focus encompasses the Caribbean and Latin America as well as the Southeast United States.

Prior to Jones Lang LaSalle Hotels, Stewart spent five years involved in the development, operation and eventual sale of Fowl Cay Resort in the remote Out-Islands of The Bahamas. He has also held various investment banking and corporate finance positions in Argentina, Brazil and the United States. He holds a B.A. from the University of Virginia and an International Master of Business Administration from the Moore School of Business at the University of South Carolina.



Racquel I.T. Brown

Cayman Islands Department of Tourism

Racquel Brown is the Ag. Deputy Director for Product Development at the Cayman Islands Department of Tourism. She manages the Product Development Unit responsible for Sustainable Development Tourism Projects, Attraction, Cruise and Community Development Projects, The Tourist Accommodations Inspections and Licensing unit (responsible for regulating Tourist Accommodations), Ministry of Tourism and Tourism Apprenticeship Training Programme (scholarship programme designed to assist young Caymanians pursue degrees and careers in Tourism) and the PRIDE customer service programme (customer service programme focused on delivering excellent service standards for the tourism industry).

She has worked on several sustainable development projects in the Caribbean. These include USAID's Environmental Audits for Sustainable Tourism Project (EAST), Jamaica, Caribbean Hotels Environmental Management Initiative (CHEMI), 2001- 2004, Sandals Resorts International Environmental Programme 2001-2002, USAID Rural Enterprise Agricultural and Community Tourism (REACT), IADB Sustainable Tourism Entrepreneurial Management and Marketing (STEMM) Project , Bahamas, 2007, Jamaica and Cayman Islands Department of Tourism Environmental Project for the Tourism Sector (CEPTS), 2008.

She has B.Sc. in environmental geology from Northeastern University and MBA from Florida International University.



James E. Burba

BHN

Jim Burba is the 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 events include: the Americas Lodging Investment Summit (ALIS) in Los Angeles, ALIS Summer Update in Dallas; 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 Gurgaon Delhi (N.C.R.), Hotel Investment Opportunities Latin America (HOLA) in Miami and Hotel Investment Conference Europe (Hot.E) in London. In 2008, BHN and Google teamed up to host Digital Discovery Day (D3) for hotel owners and investors. In 2011 Burba was retained by the ITC, a joint agency of the UN and WTO to help organize WEDF. WEDF focused on tourism development in the least developed countries of the world and was held in Istanbul.

Actively involved in the hotel investment arena for 30 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 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 his second term on the California Travel & Tourism Commission and he recently served on its Executive Committee.



Richard Buteau

Haitian Tourism Association

Born in Haiti in 1962, third generation in a family of Hoteliers and Restaurateurs since 1928 in Haiti. Education: Elementary and secondary school at Saint-Louis de Gonzague, Haiti 1980; Bachelor Degree in marketing Long Island University, New York 1983; Master Degree in Hotel Administration Cornell University, New York 1985. Work Experience: General Manager of the Kinam Hotel and Le Ritz 1985-2008; General Manager Karibe Hotel 2008- to Present. Project Development: Completed Kinam Hotel 1985; Le Ritz 1989; Apartment Buteau 1997; Karibe Hotel 2003; Palm Residence 2007; Servotel 2011. Associations: President of Association Hotelliere et Touristique d'Haiti (now ATH) 1994-1996; Vice President ATH 2005 to Present; Member of presidential Commission for Economic growth 1994 to 1997.



Bradley Colmer
Brilla Group

Mr. Colmer brings almost 10 years of combined legal and consulting experience with an understanding of the current mergers & acquisitions and investment banking landscape.

He manages legal due diligence and negotiation of agreements for the acquisition and operation of Brilla's portfolio assets, including the structuring of investment vehicles, analysis of legal and economic issues and coordination of the outside legal counsel and other professional services.

Mr. Colmer's experience includes strategic consulting and advisory work related to the negotiation and placement of mid-market debt and equity financings, corporate reorganizations and as crisis management and work-out consulting for troubled companies. His legal experience is on complex commercial, civil and criminal enforcement and bankruptcy matters, including the conducting of internal corporate investigations, defense of SEC actions and securities probes and defense of complex offshore trust instruments and tax-planning vehicles.

He was a litigator with Paul, Hastings, Janofsky & Walker LLP and Kozyak, Tropin & Throckmorton PA. He has also served as an Adjunct Professor at the University of Miami School of Law.

Mr. Colmer has a Bachelor of Arts from Princeton University and a Juris Doctor from the University of Miami School of Law (Magna Cum Laude).



Anthony M. Cortizas
Melia Hotels International

Tony Cortizas is Vice President of Marketing for Melia Hotels International, the largest resort hotel chain in the world. Cortizas is responsible for global marketing and communications for the company's Premium Portfolio of hotel & resort products, including Paradisus Resorts, ME Contemporary Resorts & Urban Hotels, and Gran Melia Hotels & Resorts.

Since joining Melia Hotels International five years ago, Cortizas has played a key role in restructuring each of the brands in the Premium Portfolio and carving out a proper positioning for each. He has led the creation and implementation of all brand image development, P.R., brand web design, online marketing and advertising, as well as actively participating in strategic planning.

Prior to joining Melia Hotels International, Cortizas spent over twelve years with Unique Vacations Inc., the worldwide representatives for Sandals and Beaches resorts, where he held the position of VP of Advertising and led marketing efforts on a global basis. A graduate of Rollins College with degrees in Economics and Anthropology/Sociology, Cortizas has amassed more than 20 years of experience and expertise in the fields of advertising, marketing and travel.



Richard J. Cotter
Brilla Group

Mr. Cotter is a 30-year veteran and third-generation hospitality executive. He is the founder of Richard J. Cotter & Associates LLC (RJC), a boutique hospitality consulting group, which merged with Brilla Group. Since 2006, he has worked on a wide range of projects, performing restaurant and hotel preopening and launch, asset management, ground-up development, programming and analysis, brand introduction, labor assessment and property re-positioning.

Prior to RJC, Mr. Cotter held executive positions in prestigious hotels. He was EVP of Food & Beverage and Hotel Operations, of Wynn Las Vegas, where he led the opening of 2,716 rooms and suites and 19 restaurants. As VP and Managing Director of St. Regis Hotels at Starwood Hotels and Resorts, he launched the St. Regis brand worldwide.

He was subsequently Regional VP for the Mid-Atlantic States for Starwood Hotels and Resorts. He worked with Brunei Investment Agency as VP and Managing Director, North America for the New York Palace Hotel and the Bel Air Hotel. He was also Manager of the Waldorf-Astoria Hotel and Towers and General Manager of the Beverly Hilton.

Mr. Cotter is a graduate of the School of Hotel Administration at Cornell University.



Rick F. Davis
Greenberg Traurig LLP

Richard F. Davis, Co-Chair; Hotels Resorts and Clubs, based in Los Angeles, has significant experience in U.S. and international resort and hospitality real estate, business and finance law. He has represented dozens of nationally and internationally known owners, developers, investors, operators and lenders in all aspects of hotel, resort, club, golf and other recreational real estate acquisition, development, operations, finance, marketing and regulatory compliance. Davis has spearheaded projects in nearly 20 countries, with substantial involvement in Mexico, the Caribbean, Central and South America, China, Europe, Japan, Canada, and the United States.

Davis is a member of the California and District of Columbia Bar Associations. He is a full member of the Urban Land Institute, the U.S.-Mexico Chamber of Commerce, AMDETUR, the Caribbean Hotel Association and has held leadership positions in the Urban Land Institute, ARDA and many other industry groups. Davis has published articles in national publications and journals and has been a frequent speaker at industry conferences.



Liam J. Day
BCQS International

Liam is the Managing Director of property and development consultant BCQS International, based in the Grand Cayman office. BCQS International has ten offices across Latin America and Caribbean region (Brazil, Guyana, Barbados, Bahamas, British Virgin Islands, Cayman Islands, Jamaica, St. Lucia, Trinidad & Tobago and Turks and Caicos). The practice is well versed in the hospitality sector having successfully completed a large number of resort hotels during their 40 year history.

Liam has a BSc in quantity surveying from Leeds Metropolitan University and is a Fellow of the Royal Institution of Chartered Surveyors. Liam has over twenty five years of experience of providing cost and project management and appraisal services to both public and private sector clients and has been working throughout the Caribbean since 1990.

Liam has personally worked on projects in the Cayman Islands, Barbados, Belize, Jamaica, Providenciales, St. Thomas, Tortola, St. Maarten, St. Lucia, Tobago, Aruba, Anguilla and Curacao.

Liam's recent projects include Marriott's Aruba Surf Club, the Hyatt Regency in Curacao, Water's Edge in Grand Cayman and the Ritz Carlton Aruba.



His Excellency Abdul Nasser El Hakim
Government of Curaçao

Minister Abdul Nasser El Hakim was born in Beirut, Lebanon, is a Dutch national and has been the Minister of Economic Development - Curacao, Kingdom of the Netherlands since 2010. Previously, he was the CEO of Hakim Holding from 1990 – 2010. His responsibilities include; Ministry of Economy, Tourism (Curacao Tourist Board), Curacao Port Authorities, Curacao Airport Holding, Curacao Space Task Force, Curacao Drydock Company (CDM), Curacao Industrial & Int'l Trade Development Company – Freezone, Curacao Development Banks - Korpodeko and OBNA and Public Markets.

The minister has served on the following non-profit organizations; World Lebanese Cultural Union – Dutch Caribbean as President, Miss Lebanon Immigrant Committee as Chairman, United Nations Development Program as Goodwill Ambassador for Latin America, Curacao Future Movement (Political Party) as Founding Member, Caribbean Business Council as President, and Federation of Arab – Latin American Chambers of Commerce as President.

The minister completed the translation and publication of the Holy Koran in the Papiamentu, an official Language in the Dutch Caribbean. The minister attended the National College of Choueifat, Lebanon, Austin Community College, USA and Oklahoma State University, USA. The minister speaks English, Arabic and Papiamentu and is married with two children.



John Fareed
JFHC, LLC

John Fareed is Principal of John Fareed Hospitality Consulting, LLC and Executive Vice President of Anson-Stoner, a full service marketing communications firm based in Winter Park, Florida. He is an internationally recognized authority in the field of hospitality marketing, and has spoken on the topic at industry events in Brazil, France, Germany, Ireland, Italy, Egypt, Mexico, United Kingdom, 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 USA Today, the Wall Street Journal, and the New York Times, and has had articles published in numerous trade journals.

Fareed holds a Master of Science degree in Hospitality Management from the Dublin Institute of Technology's School of Hospitality Management and Tourism in Dublin, Ireland, as well as professional designations from the Hospitality Sales and Marketing Association International [HSMIAI] and the International Society of Hospitality Consultants [ISHC]. HSMIAI recently recognized Fareed as one of The "Top 25 Extraordinary Minds in Sales and Marketing", and he currently serves on the Board of Directors for ISHC and the Board of Trustees for HSMIAI's International Foundation.



Fernando Garcia-Chacon
Jones Lang LaSalle Hotels

Mr. Garcia-Chacon heads up Jones Lang LaSalle Hotel's Advisory Practice in Miami with a geographic focus throughout the Southeast US, the Caribbean as well as Mexico and Central America. Mr. Garcia-Chacon brings close to 20 years of real estate and hospitality experience in addition to a strategic perspective to consulting and transactional analysis engagements.

Mr. Garcia-Chacon is most familiar with the hotel and resort industry in both the US and Latin America having been involved in many of that region's growing resort areas as well as urban developments. Likewise, he has also led a number of hospitality related consulting assignments in the Southeast with a particular focus in Florida. Mr. Garcia-Chacon has completed numerous feasibility studies, pricing analysis, market demand surveys and valuations on a variety of hotel, mixed use and resort developments. He has also led various international due diligence engagements on behalf of both US-based and foreign investors, seeking to acquire hotels and real estate in the US and Latin America.

Prior to joining the Hotels group in 2007, Mr. Garcia-Chacon was Development Director for Yum! Restaurants International (KFC, Pizza Hut and Taco Bell brands) for Latin America. As part of that region's leadership team, he led the growth of that unit's franchises to over 1,000 restaurants, while at the same time, implementing new design standards for the company's two major brands – KFC and Pizza Hut. Mr. Garcia-Chacon also worked for CitiGroup in their in-house real estate group managing that organization's real estate holdings in the Caribbean and the northern portion of Latin America. Earlier in his career, Mr. Garcia-Chacon was a senior manager at KPMG's Real Estate & Hospitality Practice where he led the development of the Latin America practice and was responsible for a wide range of consulting assignments covering customer management, strategic issues, business planning, market and financial analysis and development planning for both real estate and hospitality projects.

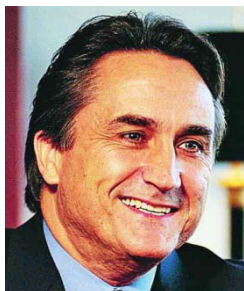
Mr. Garcia-Chacon, who has resided in Miami for the past 20 years, graduated from Boston College with a B.A. in Economics and obtained an M.B.A. from New York University. Mr. Garcia-Chacon is proficient in both written and spoken Spanish. He has been a speaker at a number of industry conferences and symposia, including American Lodging Investment Summit and the Caribbean Hotel & Resort Summit.



Eva Garza
OBM International

Ms. Garza has extensive designing and economic development experience. She has participated in high profile hospitality, commercial, residential and mixed-use developments. Ms. Garza is one of the lead Master Planners at OBMI Miami, focusing her talents on hotel/resort programming, design, and project management.

Eva Garza has worked as an Economic Development consultant and has participated in strategic projects for multinational corporations, such as American Express, as well as highly confidential government works for the Department of Homeland Security.



Alain J. A. Grangé
The Grangé Group

Alain J. A. Grangé, Founder of the Grangé Group has over 30 years successful global experience in the Hospitality and Resort Real Estate Business. Grangé Group has created some of the highest quality projects, with financial and customer success, for/with branded and unbranded Hospitality, Real Estate and Club companies. He has successfully operated globally in both the Hospitality and Real Estate business.

Grangé Group has partnered with properties and Hospitality Brand owners to create, manage, market in North, South America, Caribbean & Europe the Real Estate products of: Meliá Hotels, Strategic Hotels & Resorts, Mayakoba Resort, Viva Wyndham Resorts, Four Seasons Punta Mita, Banyan Tree &, Rosewood Hotels Mayakoba., Whiteface Lodge, among over 100 projects worldwide. Grangé founded Vistana Intl, a Global Shared Ownership leader, Resorts Golf Clubs International, a high-end international golf country club and Vacation Real Estate/Club company.

Previously, Alain Grangé served as President, CEO Cendant International Resort Group; President, CEO RCI International; President, CEO Starwood Vacation Ownership International; Managing Director of Strategic Hotels & Resorts' predecessor Geller & Co. He was also in management and an executive with such international hotel groups and hotels as Holiday Inn, Intercontinental, Grand Metropolitan, Steingenberger, Forte, Plaza Athénée, George V, Imperial, Splendido, Savoy, Amstel, Carlton and Castellana hotels.

Grangé Group executives are multi lingual/multi cultural and have done business on 6 continents.



Amanda W. Hite
STR

Mrs. Amanda W. Hite is President for Smith Travel Research (STR). As President, she sets company policy and direction while overseeing daily operations. In addition, she coordinates initiatives and implementation for STR's Family of Companies: HotelNewsNow.com, based in Cleveland, OH; RRC Associates, based in Boulder, CO; STR Analytics, based in Boulder, CO; and STR Global, based in London, UK.

Mrs. Hite is a member of the Board of Directors of the US Travel Association. She also serves as a member of the Hendersonville Chamber of Commerce Board of Directors.

Prior to joining STR, Mrs. Hite was the Director of Research for the Nashville Area Chamber of Commerce. She is a graduate of Birmingham-Southern College with a B.S. in Business Administration. She resides in Hendersonville, TN with her husband and two children.



Daniel Hughes
Hilton Worldwide

Since late 2008, Daniel Hughes has acted as senior vice president, Caribbean, Mexico, and Latin America, for Hilton Worldwide, forming part of the company's senior operations team. Daniel runs a portfolio of all Hilton Worldwide managed properties from Mexico and the Caribbean down to Argentina, while playing a key role in the company's expansion efforts and overseeing its current development pipeline in the Caribbean, Mexico and Latin America.

Since taking the helm in the region, Daniel has led the team responsible for the opening of Hilton Mexico City Reforma – the first managed Hilton Worldwide hotel in the city; Hilton Garden Inn Santiago Airport – the first Hilton Worldwide hotel in the country; and Hilton Bogota – the first managed Hilton Worldwide hotel in the city. He has also been directly involved in securing management agreements for upcoming openings in Argentina, Colombia, Mexico and Panama, among others.

Prior to this role, the 27-year Hilton Worldwide veteran served as area vice president, Caribbean, Central America, and Cancun, holding operational responsibility for 14 Hilton Worldwide hotels and resorts throughout the region. During his time as area vice president, Daniel served as the architect of the region's ambitious expansion plans and its impressive growth, contributing to an array of success stories from new hotel openings to major makeover campaigns. In 2008 alone, he introduced four hotels in Costa Rica across three brands.

Prior to this, Daniel has held several management positions across the globe, serving in roles such as vice president of sales and marketing, regional general manager, general manager, director of food and beverage, and director of sales.



Warren Jestin
Scotiabank

Dr. Jestin is Scotiabank's Chief Economist and has been with the Bank since 1979. He also has worked at the Bank of Canada and taught at several Canadian universities. Warren is on advisory boards for the College of Management and Economics at the University of Guelph and the Sobey School of Business at St. Mary's University. He has served on the C.D. Howe Institute's Monetary Policy Council and has been involved with policy committees of the Canadian and Ontario Chambers of Commerce and the Toronto Board of Trade. As Chair of Scotiabank's Sponsorship and Donations Committee, Warren works closely with a wide variety of charitable institutions.



Dave Johnson
Aimbridge Hospitality

Dave Johnson is both President and CEO of Aimbridge Hospitality. Johnson oversees the management of Aimbridge's entire portfolio consisting of over 70 hotels and 500 million dollars in annual revenue. Through his dedication and leadership, Aimbridge is already being recognized as one of the fastest growing hotel management companies in the United States. Aimbridge Hospitality's portfolio includes assets under ownership and management from Marriott, Hilton, Starwood and Hyatt Hotels. Prior to joining Aimbridge, he spent 17 years at Wyndham International helping them grow from 10 hotels to over 200 at the time of his departure. While at Wyndham, Johnson served in various capacities including Executive Vice President/Chief Marketing Officer and President of Wyndham Hotels, overseeing approximately 15,000 employees and responsible for approximately 1.5 billion dollars in annual revenue.

He received his bachelor's degree from Northeastern Illinois University in Business Economics, graduating with highest honors.

Mr. Johnson currently serves on several Boards of Directors including: Gaylord Entertainment (GETNYSE), The Juvenile Diabetes Research Foundation International, Meeting Professionals International, Plano YMCA and Active International. Johnson serves on the Hilton Owners Council, is Chairman of the Doubletree Brand Advisory Board and was most recently named to Starwood's Real Estate Development Advisory Board. In 2003, he was named as one of the 25 Most Extraordinary Minds in Hospitality Sales & Marketing by HSMIAI.

He is currently married with three daughters and resides in Plano, Texas.



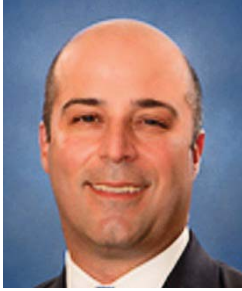
Stephen P. Joyce
Choice Hotels International

Stephen P. Joyce is president, chief executive officer, and member of the board of directors of Choice Hotels International, Inc. (NYSE: CHH), one of the world's largest hotel franchisors. With a career in the lodging industry spanning nearly three decades, Mr. Joyce has a proven track record of developing and growing some of the best-known hotel brands worldwide.

Since Mr. Joyce took the helm of Choice Hotels in 2008, he has led the company on an impressive and focused growth strategy, resulting in a significant gain in the company's market share, expansion into new markets and the advancement of new brands.

An active member of the lodging industry and business community, Mr. Joyce serves on a variety of boards and community organizations. Most notably he is the national chairman of the U.S. Travel Association and holds leadership roles with the American Hotel & Lodging Association (AH&LA) as chair of its Multicultural Diversity Advisory Council; and the International Franchise Association as secretary and member of the executive committee of the board of directors.

Mr. Joyce holds a bachelor's degree in commerce from the University of Virginia and has done graduate work at Cornell University, Wharton Business School and the Aspen Institute.



John P. Lancet
HVS Miami

John Lancet is a Director/Partner at HVS' Miami office. Over the past 17 years that John has been with HVS, he has appraised and/or consulted on more than 500 hotels, resorts, and/or shared ownership developments. Prior to joining HVS, John obtained his operating experience from several hotels located in South Florida and also worked as a regional manager for a major vacation ownership company. A graduate of FIU's School of Hospitality Management, John is a certified general real estate appraiser in Florida and an Associate Member of the Appraisal Institute.



David Larone
PKF Consulting Inc.

David Larone is a Director with PKF Consulting, which is nationally and internationally recognized as one of the foremost specialists in the hospitality, tourism, foodservice, leisure time and real estate industries. In association with global affiliates, PKF International has for over 90 years provided advisory services to the hospitality and tourism industry internationally.

David has been instrumental in the development of the Canadian practice since 1975. He is on the International Hospitality Consulting Board of Directors for PKF and is also actively involved in the development and growth of PKF Consulting Internationally. To that end he is involved in the development of the Caribbean practice and more recently he has been helping to set up offices in Latin America.

Actively involved in all aspects of consulting to the hospitality and tourism industry, David concentrates his activities in the areas of asset evaluation and asset strategy; hotel valuations and acquisition due diligence/underwriting; asset management; management contract and franchise negotiation.

David has considerable experience with resort development and hotel valuations in the Caribbean and Latin America with recent experience in Panama, Belize, Dominican Republic, Antigua, Trinidad and Tobago, Bahamas, Anguilla, Barbados and Bermuda.



Mark Lunt
Ernst & Young LLP

Mr. Lunt brings 20 years of experience in the hospitality industry to Ernst & Young and is an active advisor to developers, owners, operators, private equity funds, lenders and governments in all aspects of the hospitality, leisure and tourism industries. This experience includes market analysis, restructuring, litigation support, operator selection, financial analysis, operational diagnostics, strategic planning, and transaction due diligence.

Mr. 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 a detailed restructure analysis of regional demand characteristics to advise the lender on go-forward alternatives on major components of a large mixed-use resort, market & financial due diligence for a note acquisition secured by a luxury hotel and condominium, as well as providing advisory services for lenders regarding distressed hotel portfolios and single hotel assets, including the evaluation of management and operating platforms, corporate infrastructure and governance and assessment and identification of strategic alternatives for the operation and/or disposal of the assets.

Mr. Lunt has led advisory projects involving all types of hospitality assets, including hotels, vacation ownership, mixed-use development, condominium-hotels, golf courses, marinas, convention facilities and tourist attractions. He has focused his activities on transaction due diligence and strategic development consulting. A graduate of Cornell University and a Vice Chair of ULI's Recreational Development Council, Mr. Lunt 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. He serves on several industry organizations and is considered an expert in operations, marketing and development of condominium-hotels, resorts and other recreational real estate.



Robert MacLellan

MacLellan & Associates

Robert MacLellan is CEO of MacLellan & Associates, International Resort Consultants – a Caribbean specialist consultancy and valuations practice, founded in 1997, with consultants based in St Lucia, Antigua, St Maarten, Trinidad, Miami and London. In a diverse 35 year career in the hospitality industry, Robert gained his early operations experience with P&O/Princess Cruises, Forte Hotels, Holiday Inns International and Loews Hotels. He has worked and travelled extensively in Europe, Asia and the Americas and has managed resorts in Bermuda, St Thomas, Jamaica, England and Spain. Robert's earlier consultancy involvement was with Eric Bernard Associates of Palm Beach Florida and with the Aspect Group in London. Prior to establishing his own consultancy, his last three corporate level positions in UK were as vice president of an explorer cruise line, managing director of a major London property management company and managing director of a national chain of budget hotels and restaurants.

Robert is a Fellow of the Institute of Hospitality and a member of the International Society of Hospitality Consultants – an elite invitation-only group of specialists world-wide. He has a Masters Degree in International Hotel Management from University of Surrey, where he majored in hotel design and development.



Eugenio Macouzet

RCI

Eugenio Macouzet has more than 20 years of experience in the hospitality industry, with specific involvement in the vacation ownership business where he began working at RCI in the late 1980's. He has held a variety of leadership positions in the company in the areas of strategic planning, business development, marketing, operations and information technology. He was senior vice president in charge of strategy for RCI's global contact center group, and responsible for the coordination of core e-commerce businesses and marketing initiatives for the company, based at RCI's global headquarters. He was also RCI's Chief Operating Officer for Latin America and the Caribbean; and is now based in Florida with the position of Sr Vice President & Managing Director Caribbean, for RCI.

Mr. Macouzet has made significant contributions to the growth of RCI and the industry especially in the Latin American and Caribbean markets. He has worked in different capacities with many of the industry global brands, participating in different development initiatives for their vacation ownership groups around the world.



George M. Markantonis

Kerzner International Bahamas

George Markantonis began his hospitality career at the front desk of the Carlton Hotel in South Africa and held a variety of cross-divisional management responsibilities during his tenure.

In 1985, Markantonis joined the Westin Galleria Hotel in Dallas and the Westin Oaks Hotels in Houston, as a Convention Sales Manager and was appointed Director of Rooms in 1989 and Director of Operations in 1991. Markantonis joined Caesars Palace, Las Vegas, in September 1995 as Vice President of Rooms and was later appointed to SVP of Hotel Operations in February 2000.

In March of 2004, Markantonis was appointed to CEO of Kerzner International's Atlantis, The Palm, Dubai – a resort on the crescent on Palm Island, United Arab Emirates.

In August of 2005, Markantonis was appointed to President & Managing Director of Kerzner International Bahamas Limited, a position he holds today. He currently oversees six hotels comprising Atlantis, Paradise Island in the Bahamas, as well as One & Only Palmilla and One & Only Ocean Club.

Accreditations and Awards Highlights: Cacique award as the "Hotelier of The Year" for the Bahamas, The American Hotel & Lodging Association's "Arthur Landstreet Award", Past Chairman of the Board for the state of Nevada, Hotel and Lodging industry, Certified Hotel Administrator (C.H.A.), Certified Food & Beverage Executive (C.F.B.E.), Certified Rooms Division Executive (C.R.D.E.)



Kathleen Matthews
Marriott International

Kathleen Matthews is the chief communications and public affairs officer for Marriott International, the leading global hotel company based in Bethesda, Maryland. She is responsible for the company's external and internal communications including global brand and corporate public relations, corporate social responsibility and government affairs. She co-chairs Marriott's Executive Green Council and serves on the U.S. Travel and Tourism Advisory Board to the Secretary of Commerce, as well as the boards of the U.S. Travel Association, the International Tourism Partnership, and the Economic Club of Washington. She is also currently active in the World Economic Forum Policy Councils.

Matthews is a 1975 graduate of Stanford University, and was a 2004 Fellow at the Institute of Politics at the Kennedy School of Government at Harvard University. She has honorary degrees from the University of South Carolina and Chestnut Hill College in Philadelphia. Since 1980, she has been married to Chris Matthews, host of MSNBC's Hardball and The Chris Matthews Show. They live in Chevy Chase, Maryland, and have three children. Matthews is active in her community, and has served on the boards of Catholic Charities, the Black Student Fund, Suited for Change, Ford's Theatre, Shakespeare Theatre Company, Nantucket Film Festival and Dreamland Theater.

Prior to her career at Marriott, she was an award winning news anchor at the ABC-TV affiliate in Washington, D.C., for 25 years and hosted the nationally syndicated "Working Woman" television show. She has been named Washingtonian of the Year by Washingtonian Magazine, a "Woman Who Means Business" by the Washington Business Journal. She has also been awarded nine local Emmys and other top honors during her journalism career.



Patrick McCudden
Hyatt Hotels Corporation

Patrick McCudden joined Hyatt in 2008 and serves as senior vice president of real estate and development, Latin America. In this role, Mr. McCudden is primarily responsible for leading efforts to pursue development opportunities throughout Latin America and the Caribbean for all brands in Hyatt's current portfolio.

Prior to joining Hyatt, Mr. McCudden was executive vice president at Juno Properties, LLC, a private real estate development company specializing in the development of private, gated golf communities. Earlier, he held a series of senior executive positions with Marriott International's development organization in the US and Asia/Pacific regions and was most recently responsible for the development of Ritz-Carlton Club projects, which often included residential and hotel components.

Mr. McCudden is a graduate of Cornell University's School of Hotel Administration.



Roland Mouly
Carlson Rezidor Hotel Group

Mr. Mouly is directing all development activities for Carlson Hotels in the Caribbean, Mexico and Latin America. His duties encompass negotiating and structuring agreements to expand Carlson's presence in the region (today over 45 hotels) leveraging his contacts with owners/developers, institutional investors and regional equity funds as well as directing Carlson's investment, key money and loan/guarantees initiatives to seek and secure brand enhancing acquisition, management and franchise opportunities. He is currently expanding the company in the upper upscale segment in all major gateways with Missoni and Radisson Blu, directly managed by Carlson, whilst renewing focus on an initiative to establish a network of mid market Park Inn by Radisson hotels in most gateways of Latin America. Leveraging his leadership skills he manages and maintains communication between owners, operators, JV Partners and Carlson to provide services and support to branded hotels in the region.

Over the last 25 years, Roland has successfully acquired, built and negotiated a number of first class assets, positioning several prominent international hotel companies as leading operator and franchisor in various segments (Regent, Radisson Blu, Renaissance, Park Inn, Country Inn, Ramada)

Mr. Mouly is a graduate of Arizona State University and Universite des Sciences Sociales Toulouse, France, where he respectively obtained an MBA in finance and a Master of Economics.



Jonas Niermann
PwC

Jonas Niermann is a Director in PwC's Real Estate and Business Advisory (REBAS) practice, with an industry specialization in Hospitality & Leisure. He has extensive experience in the hospitality industry and provides consulting services primarily in the Caribbean, Mexico, Central America, and South Florida.

In addition to a broad understanding of hotel operations, Mr. Niermann has expertise in a variety of disciplines, including acquisition due-diligence, market assessments, prospective financial analyses, facility programming, and strategic planning. Mr. Niermann has been involved in a variety of urban and resort projects, encompassing individual hotels, vacation ownership products, complex mixed-use communities, and recreational facilities such as golf courses and marinas. He has worked on engagements for developers, hotel companies, and financial institutions, among others.

Prior to joining PwC, Mr. Niermann held management positions in various luxury hotels and worked in global strategic planning for a Fortune 100 company. Mr. Niermann holds an MBA from Washington University in St. Louis, Missouri, and speaks English, Spanish, and German fluently.



Jennifer Nugent-Hill
U.S. Virgin Islands Economic Development Authority

Jennifer Nugent-Hill is a Strategic Professional and Corporate Image Branding Consultant. She is a very reputable business and civic leader throughout the Caribbean and the Virgin Islands where she is known for having keen insights for best practices in strategic partnerships. She is a former corporate executive with one of the Caribbean's premier shipping companies, Tropical Shipping, where she became the first female executive officer. She was the first female Commissioner of the U.S. Virgin Islands Department of Housing, Parks and Recreation. She served as the Executive Director of the V. I. Private Industry Council, Inc., a U.S. Department of Labor-funded program which provided for employment and training opportunities for V.I. residents. She taught as an Adjunct Professor in Public Administration at the University of Virgin Islands. She is currently employed as the Assistant Chief Executive Officer/Chief Operation Officer at the Virgin Islands Economic Development Authority.

Ms. Nugent-Hill has a Master of Arts degree in Public Administration as well as a Bachelor of Arts degree in Social Welfare Sciences from University of the Virgin Islands. She has completed numerous continuing education certification programs, including The Public Executive Management Program at Duke University's Government Center, Certified Grants Management at the Grantsmanship Center in Washington, D.C., and she has also obtained several other certificates in Leadership Strategy and Disaster Management.

With a strong passion for volunteerism, Ms. Nugent-Hill has a deep sense of community; as such, she is involved in several organizations in the state of Florida, the Caribbean and the U.S. Virgin Islands. She is an active member of the Board of Directors of The Bank of St. Croix, a member of the Board of Trustees of the University of the Virgin Islands, Vice President of the Board of the Caribbean and Central America Action, a Washington D.C.-based organization.

Mrs. Nugent-Hill has received several awards from various community and professional organizations for her leadership and service, and she is in high demand as a motivational speaker. She was recently qualified for inclusion as a lifetime member of the New York-based Donald Trump Jr. Cambridge's *Who's Who in Registry of Executives, Professionals and Entrepreneurs*, the 2011-2012 edition.

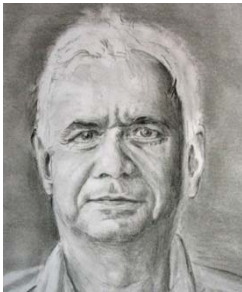


Sotero A. Peralta
Horwath HTL

Sotero A. Peralta, senior partner of Horwath HTL, has been in the consulting practice for more than twenty five years working with the planning, development and management of a wide variety of tourism and real estate projects. His responsibilities include the programming and supervision of consulting engagements in the Dominican Republic and throughout the Caribbean and Central America.

Mr. Peralta has performed extensive research in regional tourism development and has vast experience in strategy and conceptual framework planning for large and small tourism development projects, Program investment analysis and evaluation of new developments, project concept studies and market and financial analysis.

Mr. Peralta has been responsible for the coordination and publication of the "Worldwide Hotel Industry Study", which has been an official publication of the International Hotel & Restaurant Association. He was also responsible for the coordination and publication of the "Dominican Hotel Industry", which has been published for 14 consecutive years. Mr. Peralta is an active member of the worldwide HTL Committee of Crowe Horwath International. He was also until recently, the President of the Board of Directors of the Conciliation and Arbitrage Council of the Chamber of Commerce of Santo Domingo, Dominican Republic, a position that he held for more than six years.



Krishna Persad
Culloden Bay Vacation Club

Dr. Persad has a B.Sc. (Special Honours) and a Ph.D. in Geology (1966 & 1970 resp.) and has over 41 years' experience in the petroleum industry, during which time he has come to be recognized as an industry pioneer, a successful entrepreneur and the world's leading expert on the geology of Trinidad and Tobago.

He is also the founder of both the first local onshore independent oil and gas company and the first offshore local independent oil company.

In addition he has contributed tremendously to the industry and to the wider society. As a result he is the recipient of numerous awards, including being named by the MOEEI/South Chamber of Industry and Commerce as one of the 40 most influential persons in the Petroleum Industry in the last 100 years.

Over and above that he has founded the first and only eco-resort on the island of Tobago, Footprints Eco-Resort and Spa, which has just added the option of time sharing through Culloden Bay Vacation Club. The resort was built in 1997.

He is an avid artist and specializes in portraits.



John R. Pitts
CIBC FirstCaribbean

John Pitts started his banking career with Barclays Bank PLC in the 70's. During his career he worked in many key areas including Corporate Banking, Agricultural Banking, Audit and Risk Management. During his time in the Corporate Bank he "survived" several very challenging recessions so it is fair to say that he has been around the block a few times when it comes to the banking cycle.

Before leaving Barclays Bank, John held the position of Specialist Lending Director in the Hospitality and Leisure Team, based at Barclays Corporate Headquarters in London.

John went on to join CIBC FirstCaribbean in 2007 as Director, Credit Risk Management with specific responsibility for the Hotel and Real Estate sectors. This role covers all 17 territories in which CIBC FirstCaribbean operates. John is based in Barbados and has extensive experience in structuring and adjudicating hotel proposals. More recently this has extended to include debt restructuring for underperforming hotels.

John is an Associate of the Institute of Bankers and holds qualifications as both a Performance Coach and a Life Coach.



Mark Purcell
Starwood Hotels & Resorts

Mark and his team are responsible for expanding Starwood's portfolio of managed hotels throughout the United States and the Caribbean with a primary focus on Starwood's luxury brands – St. Regis, Luxury Collection and W Hotels – and upper upscale brands – Le Meridien, Westin and Sheraton. This role includes sourcing opportunities for both new build and conversion projects and sharing the strengths and benefits of the brands and Starwood operations with developers and owners. Mark is responsible for underwriting transactions, negotiating management agreements and utilizing the Starwood balance sheet when appropriate. Mark was the team leader for Starwood in structuring the partnership with the City and County of Denver and the Department of Aviation for the to-be-constructed Westin Hotel as part of the DIA South Terminal Redevelopment Program.

Mark has more than 20 years of experience in the hotel industry in the areas of hotel operations and finance, corporate finance, feasibility and development. Prior to joining Starwood, he was with Interstate Hotels & Resorts for 17 years holding a variety of property level management and corporate finance and development positions.



Michael Register
Trust Hospitality

Michael Register is VP of Business Development and Legal Counsel for Trust Hospitality, where he is responsible for international and domestic business development and legal matters. In addition, Michael works with investment partners to identify and source existing and new build hotel properties for acquisition or development, with a focus on emerging markets.

Prior to joining Desires Hotels, 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 that was sold to a publicly traded Swiss 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 where he was a member of the Cornell Law Review and his B.A., magna cum laude, in Latin American Studies from Vanderbilt University.



Sarah Rezak
Raintree Resorts

Sarah Rezak recently joined Raintree Resorts International as Senior Vice President of Business Development. In this role her responsibilities include creating and cultivating strategic partnerships, expanding opportunities for growth, and introducing new vacation concepts to the resort industry.

For the past seven years at Rezak Resort Consulting and for eight years prior to that at Ragatz Associates, Sarah has conducted over 400 market research, consumer research, operational management, transition management, and business development consulting assignments within the resort real estate industry. Her past long-term consulting clients include Intrawest Resorts, Fairmont Heritage Place, and LaTour Hotels and Resorts. Past fee-for-service clients include many branded real estate companies, independent developers, and city governments. Sarah is known for the annual intensive industry research and analysis that she started in the fractional interest and destination club industries and for creating and growing the Ragatz Associates Fractional Conference, while at Ragatz Associates. She has also worked in other areas of the resort industry, including hotels, timeshare, and whole ownership vacation homes.

Sarah has an MBA from University of Southern California's Marshall School of Business and a BA from Wake Forest University. She lives in Los Angeles with her husband.



Michael Russo
Ernst & Young LLP

Mike Russo is a Manager within the Transaction Real Estate group of Ernst & Young LLP, and is located in the Miami, FL office. His area of focus is providing market & financial analysis, valuation, litigation support, operator selection, and strategic planning to hospitality and real estate companies throughout the United States and Caribbean. He has over six years of experience assisting real estate investors and developers across multiple asset types including hotels, condominiums, resort-residential, retail, office, and industrial assets.

Mike received his Bachelor of Science from Cornell University, School of Hotel Administration and a Master of Business Administration from the University of Texas at Austin. He is also a member of the Cornell Hotel Society and Urban Land Institute.



Kent Schwarz
Colliers International Hotels

Kent Schwarz is Executive Vice President of Colliers International Hotels. Based in Miami, he focuses on hotel and resort transaction services in the Caribbean, eastern seaboard and Florida.

Kent brings over 30 years of hotel and resort experience to Colliers International Hotels that includes 15 years of transaction specific experience. Prior to joining Colliers in Miami, 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.



Niraj H. Shah
IFC

Niraj H. Shah, an Indian national, is a Senior Investment Officer with IFC's Latin America and Caribbean (LAC) Regional Department, based in Santo Domingo, Dominican Republic. He is the Sector Lead for IFC's investments across the Caribbean in the Manufacturing, Agribusiness and Services cluster, which includes Tourism. Niraj relocated to the DR in September 2011 from IFC's Mumbai, India office where was the anchor for IFC's investments in Agribusiness, Tourism and Retail across South Asia.

Niraj joined IFC in 2007 from Edelweiss Capital, a full-service Indian investment bank, where he was the Head of Mergers and Acquisitions. Prior to that, he worked at Ernst & Young, Lazard India and ICICI Bank. Over the past 17 years, Niraj has worked in different areas including project finance, management consulting, distressed debt, investment banking and private equity. His industry experience spans diverse sectors such as agribusiness, hospitality, real estate, media & telecom and manufacturing. He holds an MBA from the Indian Institute of Management, Ahmedabad and a degree in Cost & Management Accounting.



Simón Suárez
Hilton Worldwide

Simón B. Suárez, Chief Development Representative, Caribbean and Central America for Hilton Worldwide since 2007, is responsible for expansion of the Hilton Worldwide portfolio of brands in Central America, and the Caribbean.

A 37-year tourism industry veteran, prior to joining Hilton he was executive vice president of Coral Hotels and Resorts, a management and development company in the Dominican Republic 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 a four-star resort property on the North Coast of the Dominican Republic.

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

Former president of the Caribbean Hotel Association (now the Caribbean Hotel and Tourism Association,) he has also served on the board of the National Hotel and Restaurants Association of the Dominican Republic, the Tourism Promotion Board of the Dominican Republic, and the Caribbean Alliance for Sustainable Tourism (CAST).



Ronald D. Sutherland
Hemisphere Group

Ron Sutherland is the founder and president of The Hemisphere Group, a real estate advisory company headquartered in Coral Gables, Florida. The firm specializes in the Caribbean region in representing owners of luxury hospitality and mixed-use real estate developments. The firm's core capabilities include executive, operational and development management services, repositioning resorts and condominium hotels, securing debt and equity investors and implementing creative sales & marketing programs.

Hemisphere Group was founded in 1994 and has successfully completed more than \$800 million of Caribbean real estate and hospitality transactions. Some of these transactions include; Jumby Bay Resort - Jumby Bay Island, Antigua; The British Colonial Hilton - Nassau, Bahamas; Jalousie Resort & Spa - St. Lucia; The Occidental Allegro – Providenciales, Turks & Caicos; Grand Pineapple Beach – Antigua; The Veranda Resort & Residences - Turks & Caicos, which opened in February 2010.

Sutherland has more than 25 years of broad based commercial property, development and executive management experience and is a past President, Grubb & Ellis of Florida; Managing Director, Landauer-Hillier Parker, New York; President, F.D. Rich Realty Company, Stamford Connecticut; and Senior Vice President CBRE (formerly Coldwell Banker Commercial Brokerage Company), New York.

Sutherland has also served pro bono on numerous corporate real estate board of directors including President, Pumpkin Cay Condominium Association, Ocean Reef Club, Key Largo Florida; President, Angelfish Cay Condominium Association, Key Largo Florida; and President of residential cooperatives in New York City.

Sutherland graduated with honors from Rutgers University with a degree in economics.



Jerry Tardieu
Royal Oasis Hotel

Jerry Tardieu is the CEO of Royal Oasis, an upscale city hotel and conference center opening in Haiti late 2012 and to be managed by the Spanish hospitality Chain: *Occidental Hotels and resorts*.

Forty-Four year old, and a graduate of Harvard University (Masters in Public Administration) and European University (Bachelor in Business Administration), Jerry Tardieu is currently the Vice-President of Haitian Chamber of commerce and Industry (West). He is also the President of Harvard Haiti alumni association.

Since the early 90's, Jerry Tardieu has had a thriving career in business by successfully managing companies in various sectors including manufacturing, business consulting, commerce, retail, shipping and real estate development. In 1993, Jerry Tardieu was granted the "Young Entrepreneur of the year Award" by the Haitian Ministry of Youth. In 2011, he was honored with the "Aksyon Visionary" Award by Aksyon, a nonprofit organization created by Haitian citizens living abroad to transform negative stereotypes on Haiti by featuring success stories of Haitian entrepreneurs.

Jerry Tardieu's life is also one of involvement in numerous social, academic and civic activities both locally and regionally. In 1996, Jerry Tardieu was selected by the Center for Strategic and International Studies (CSIS) as a member of the Caribbean Leadership Group (CLG), a network of 18 young emerging leaders from 11 countries in the Caribbean created to discuss challenges facing Latin-America and the strategies to address them.

Jerry Tardieu is a regular speaker in major conferences, symposiums and round tables on economics and development issues. He is a member of the Advisory council of Quisqueya University's Center for entrepreneurship and innovation.

From 2004 to 2008, as President of the International relations committee of the Haitian Chamber of Commerce and Industry, Jerry Tardieu represented the Haitian private sector in numerous foreign economic and diplomatic missions. In that capacity, in 2007, he played a key role in the Madrid discussions with international donors and In Brasilia with UN officials in defining scope of their mission's involvement in Haiti.

Jerry Tardieu is also a published author of many books about Haiti. His topics of interest are development and economics. He has published *l'Avenir en Face* an essay that registered the best sales in Haiti in 2005.



Faith Taylor
Wyndham Worldwide

Faith Taylor currently oversees Wyndham's worldwide sustainability program called Wyndham Green which includes over 58 brands in 100 countries and over 26,000 employees. She is responsible for their policies, strategies, reporting and branding initiatives. She is Chair of the American Hotel and Lodging Association's Environmental and Engineering Committee and an Executive Committee member of the World Travel & Tourism Council and International Tourism Partnership organizations where she has participated in setting industry standards and policies. She sits on the Board of Directors for the New Jersey Chapter of the USGBC.

Wyndham has been recognized by Newsweek as one of the top 100 greenest companies in America and #1 in the hotel and restaurant sector and a top 5 Consumer Discretionary sector Carbon Index Leader of the S&P 500 by the Carbon Disclosure Project.

She has an MBA from Wharton business school and a BA from Stanford University.



Ralph W. Taylor

Almond Resorts, Inc.

Mr. Ralph Taylor began his hospitality career in the area of accounting and finance. Educated in Barbados and England, Mr. Taylor earned an MBA from Bradford University. He is a member of the Hotel Catering Institute Management Association, and holds the designation of Certified Hotel Administrator from the American Hotel and Motel School.

Mr. Taylor is responsible for introducing the all-inclusive concept to Barbados in 1991. Since then, he has spearheaded the successful expansion of Almond's product, from one hotel to four hotels with over 1,200 rooms in both Barbados and St. Lucia.

Under his leadership, the Almond continued to earn the highest accolades including being voted as one of the "Best All-Inclusive Resorts in the Caribbean" in the 2007 Caribbean Travel & Life Reader's Choice Awards, winning The World Travel Award for the "Best Spa" in Barbados at the Almond Beach Club and Spa on two occasions and winning both the Barbados Governor General's and the Barbados Hotel and Tourism Environmental Awards, to name just a few.

In 2003, Mr. Taylor was recognized as the "Caribbean Tourism Media Personality of the Year" by the Caribbean Media Exchange on Sustainable Tourism and in 2006 was awarded the inaugural Barbados Minister of Tourism's *Lifetime Achievement Award* for his outstanding contribution to Caribbean tourism.

Mr. Taylor served as the Chairman of the Barbados Tourism Authority and is a past President and Chairman of the Caribbean Hotel & Tourism Association. He has served on several local boards including Chairman of the Tourism Development Corporation, President of the Barbados Hotel Association and Chairman of the Advisory Council of the Minister of Tourism.

Mr. Taylor is a former cricketer, an avid golfer and holds an appointment as Justice of the Peace.



Sancia M. Templer

Jamaica Promotions Corporation

Mrs. Sancia Templer was appointed President of JAMPRO in August, 2009, after previously acting in that capacity from June 1, 2006 to February 28, 2007. She also served as Deputy President of the agency (April – May 2006), with primary responsibility for ensuring the effective operations of the organisation, specifically in the areas of investment promotion, export development, special projects and administration. Over this period she steered the organisation towards a more focused, targeted approach to investment and trade promotion and has supervised the reorganisation of the agency to more effectively undertake its mandate.

In between her appointments at JAMPRO, Mrs. Templer served as Chief Technical Director for the modernised, restructured and upgraded Planning & Development Unit within the Office of the Prime Minister (February 2008). Mrs. Templer also serves as the Chief Executive Officer of the National Planning Summit, a public-private sector partnership aimed at accelerating development through the implementation and coordination of strategic initiatives centred around key development themes.

Mrs. Templer also has significant private sector experience, having served as General Manager and then Managing Director of International Shipping Limited, a subsidiary of Grace Kennedy and Company Limited and the then local agents for Zim Container Service.

A graduate of the University of the West Indies and Plymouth Polytechnic in England, Mrs. Templer holds a Bachelor of Science in Management Studies, a Master of Science in International Shipping and an Executive Masters in Business Administration.



David Thomas

Scotiabank

Responsible for the Bank's International Real Estate and Hospitality portfolio in the regions of both the Caribbean and Latin America. His 25 year real estate and hospitality career at Scotiabank has included: running lending teams focused in North American corporate real estate markets, global risk management, loan work-outs, and investment banking.

Based in Toronto, his role is to support local regional based lenders in the structuring, approval, and administration of the Bank's larger real estate and hospitality loans.

David practiced as a professional engineer, before obtaining an MBA and then joining Scotiabank.



Gabriel Tineo
Banco BHD

Mr. Tineo heads the Investment Banking unit of Banco BHD the second largest private bank in the Dominican Republic. His responsibility includes structuring debt and equity deals in the Hotel, Leisure Real Estate and Infrastructure sectors. This year Mr. Tineo has originated tourism and hospitality related financing transactions totaling approximately RD\$ 7,200 millions.

Prior to joining Banco BHD, Mr. Tineo worked as Project Manager for five years at GES, S.A., a boutique Corporate Finance and Strategic Advisory firm in Santo Domingo, responsible for leading consulting projects for clients in the manufacturing, banking, tourism, and service industries. Mr. Tineo has collaborated in the debt restructuring of leading Dominican and multinational companies and was involved in the first bond offering of a Dominican company in the international markets.

Mr. Tineo has a Bachelors of Science degree in Electrical Engineering from the Instituto Tecnológico de Santo Domingo (INTEC) and an MBA in International Business from the Graduate School of Management of Clark University in Worcester, Massachusetts.



The Honorable Vincent S. Vanderpool-Wallace
Ministry of Tourism, Bahamas

Mr. Vincent Vanderpool-Wallace is Minister of Tourism and Aviation and a senator appointed by Prime Minister Hubert A. Ingraham. His illustrious career includes 11 years at Resorts International, where he rose to the position of Sr. Vice President, 12 years as Director General of the Ministry of Tourism and three years as Secretary General of the Caribbean Tourism Organization.

Mr. Vanderpool-Wallace has received many awards and has been recognized by several prestigious professional organizations. These include the Princeps Prize for scholarship from Government High School and the Albert E. Koehl Award for Lifetime Achievement in Advertising by Hospitality Sales & Marketing Association International (HSMIAI).

He has four children - Aleksandr, Arianna, Khilian and Cydney - and is married to the former Tietchka Knowles of Nassau.



The Honorable Stéphanie B. Villedrouin
Ministry of Tourism, Haiti

Stephanie Balmir, born in Caracas, Venezuela on March 29, 1982 of Haitian Ambassador Alix Balmir and Gladys Sajous du Bousquet. Married Marcel Villedrouin in 2003 and is the mother of Shamsy, Nathan and Sylka.

Ms. Villedrouin attended "College Saint Francois d'Assise", then "Pontificie Universidad Madre y Maestra" (PUCMM) in the Dominican Republic where she studied Hotel Management and Tourism and remained to acquire work experience. In Haiti she worked as general manager of "Montcel Hotel".

Fairs attended: March 2006 – Paris; January 2008 – Bahamas/Atlantis; September 2009 – Paris; February 2009 – Dominican Republic; November 2010 – London

Events Ms. Villedrouin organized include: "Creation a Ciel Ouvert" at Hotel Le Montcel in 2007. It was reproduced in 2008. The goal of this fair was for artisans to create "on the spot"! The public was invited to see them work and to buy their products. "Village Touristique des Regions d'Haiti", was held in 2008 and 2009. It was used as a guide for Haitian public towards local tourism.

Other achievements include: Co-owner of "Dadou's Restaurant". A Member of the board of The Haitian Tourism Association, positions held: President of the committee for Mountain Hotels (2007-2009), President of the "Comite Junior" of the tourists association, Secretary of the board (2009-2011). Represented the Haitian private sector on tourism in the mixed Haitian-Dominican Commission (2009-2010). Volunteer teaching at the Quisqueya University, Port-au-Prince (2009). Founding member of the tourist guide "Magic Haiti". Member of the committee for the campaign of awareness of tourism.



Donna W. Wellington
CIBC FirstCaribbean

Donna Wellington is the Industry Specialist – Hospitality and provides Senior Coverage support for the Bahamas Corporate Loan book for Corporate Investment Banking at CIBC FirstCaribbean International Bank. Donna joined the Bank just over 7 years ago, and has been tasked with providing financing to large hospitality projects, and acting in an advisory role to assist those in the industry who approach the Bank for financing. The deals contemplated by Donna's clients have ranged from project financing, construction, hotel acquisitions and refinancing through underwritten and syndicated transactions. Most recently Donna has also been assisting hoteliers to navigate through the challenging financial environment across the region.

Donna has been in the financial services industry for just over 22 years, 10 years of her career were spent in the Business Advisory Services arms respectively of Ernst and Young and PriceWaterhouseCoopers. Donna holds a BSc in Accounting and is a Certified General Accountant (CGA).



James Whitteron
HVS Shared Ownership

Jim pioneered the Private Residence Club industry in 1992 with the development of the Deer Valley Club in Park City, Utah. Until the Deer Valley Club, a \$200,000 fractional ownership was unimaginable. Private Residence Clubs went on to become the fastest growing segment of the vacation home industry.

The distinctive villa design, the trademarked usage plan and reservations system, the innovative marketing programs and the customized project documentation developed for the Deer Valley Club continue to serve as the foundation for hundreds of Private Residence Club worldwide.

Jim and his team have developed or marketed 26 Private Residence Clubs in the USA, Caribbean, Canada, Europe and Latin America. Notable projects include the Isle de France (St-Barth, FWI), Phillips Club (NYC), Capella Pedregal (Cabo San Lucas), Monteverdi (Val de Orcia, Italy), The Grand Del Mar (Del Mar, CA) and Red Frog Beach (Bocas del Toro, Panama) accounting for over \$1 billion in sales.



Mark Williams
Best Western International

Mark E. Williams is vice president of North American Development for Best Western International, THE WORLD'S LARGEST HOTEL CHAIN®. In his fifteen years at Best Western, Williams has served as the development ambassador for the brand, helping to bring hundreds of American, Canadian and Caribbean hotels into the Best Western family, with a special emphasis on new construction and hotels located in primary markets.

Most recently, Williams helped lead the development and launch of Best Western's first upper midscale development prototype. In just over a year, Williams and his team have signed on more than 20 developers to build the contemporary concept, which was created to appeal to business and Gen X travelers.

Before being named vice president, Williams served as Best Western's regional director of membership development, where he evaluated potential hotels and educated their owners on the Best Western philosophy and benefits.

The hospitality industry veteran has held senior-level positions with Cardinal Lodging Group Inc. in Columbus, Ohio, and Cleveland-based Economy Lodging Systems Inc. Williams started his career in marketing and operations with Wendy's International.

Williams earned a Bachelor of Science degree in business administration and marketing from The Ohio State University.



Stanislas H. Wojewodzki
Government of Haiti

Born in France and raised equally on three continents, Stan grew up speaking English, Spanish and Portuguese, as he did French. His career started in the early 90s with a brief internship at Club Med Moorea, followed by a 3 year-long hotel management training program at famed luxury resort Casa de Campo. There, Stan took on a diverse set of responsibilities from assistant manager of rooms division, hotel night manager and groups and conventions manager. He went on to pursue a degree in Hospitality management at NYU and FIU, during which he interned at PricewaterhouseCoopers and Hotel partners.

Upon graduating, he returned to his native France and joined Euro Disney as director of investor relations. After overseeing the financial communication strategy leading up to the inauguration of Euro Disney's 2nd theme park, Stan left to invest in a French winery venture with some high school friends. After developing the winery's exports, Stan yearned for a return to a more strategic line of work. Coincidentally, he was offered to work with the Council on Foreign Relations's publication Foreign Affairs to cover Latin America and drive advertising sales in the region.

After successful assignments on behalf of the Guatemalan and Dominican presidencies, Stan got involved with the Haitian reconstruction. He was recently named special advisor to the Foreign Affairs minister on Haiti's presidential advisory council for Economic Growth and Investment. This council co-chaired by minister Lamothe and former president Clinton, is made up of over 30 eminent members including former heads of state, Nobel peace prize laureate and many CEOs. This board advises the Haitian presidency on best practices, job creation, sector growth, FDI attraction and more generally help make Haiti a more attractive investment destination. As special advisor, Stan is responsible for overseeing international relations, trade missions and media, as well as liaise with council members on behalf of Minister Lamothe.

Stan is also a member of CHRIS planning committee.



Stefan C.M. Wright
Inter-American Development Bank

Mr. Wright is a Senior Investment Officer in the Structured and Corporate Finance Department at the Inter-American Development Bank ("IDB") in Jamaica. Mr. Wright is responsible for making loans directly to the private sector throughout Latin America and the Caribbean with an emphasis on Jamaica. Mr. Wright is the senior banker covering the tourism and hospitality sector throughout the Caribbean.

Mr. Wright was the CEO of Near Shore Solutions Inc.; a financial advisory firm (2005-2008). Mr. Wright was also formerly a Vice President of Investment Banking in the Media & Telecom Group at Banc of America Securities in New York (1997-2004). As Vice President, his responsibilities included raising debt and equity securities as well as providing mergers and acquisitions advisory services to telecom companies.

Mr. Wright holds a Masters in Business Administration (M.B.A.) from the Leonard N. Stern School of Business at New York University (Major in Finance), U.S.A.(1997). He holds a BSc. Accounting (Hons.) from the University of the West Indies (UWI), Mona. Mr. Wright has completed all stages of the ACCA examinations.

Mr. Wright is a past recipient of the Carreras Postgraduate Scholarship (1995-1997) and of the KPMG Peat Marwick Scholarship in Accounting (1991-1993). Mr. Wright and his wife, Marilyn have three children.



Alejandro Zozaya

AMResorts

Alejandro Zozaya, president of AMResorts since its inception in 2001, has over two decades of impressive history in the travel and tourism industry. In 1998, he was named one of the 100 Rising Stars in the Travel Industry Worldwide by Travel Agent Magazine.

Prior to joining AMResorts, he has held notable positions in the travel and tourism industry including, managing director for Fiesta Americana Cancun Resort, vice president of sales and marketing for Fiesta Americana Hotels & Resorts in Mexico City and Corporate Sales Director for all Fiesta Americana hotels.

In 2009, Mr. Zozaya graced the cover of the prestigious Mexican business magazine *Expansión*, in which he was proclaimed an Audacious Hotelier for the Flu-Free Guarantee strategy. In that same year, Alex received the Entrepreneurial Hotel of the Year, the Medal of Tourism Merit given by the Miguel Aleman Foundation and Hotelier of the Year.

Alta Hoteleria named Alex the "Hotelier of the Year," awarding him the Diamante award for his outstanding contribution to international hotel businesses. Most recently, Mr. Zozaya was honored with the "Anáhuac Leadership Medal," from the Anáhuac University of South Mexico, one of Mexico's leading higher education institutions. He was the first individual to receive this award.