

WEDNESDAY, MAY 16, 2018

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

5:15pm-6:00pm **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**

WELCOME TO CHRIS

Speaker: **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: **Frank J. Comito**, CEO/Director General, Caribbean Hotel & Tourism Association

THE HOTEL PERFORMANCE & OUTLOOK

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

THE LENDING OUTLOOK

Speaker: **Gary Brough**, Managing Director, KPMG

SPECIAL VIDEO PRESENTATION – CARICOM MULTILATERAL AIR SERVICES AGREEMENT (MASA)

Speaker: **Honorable Dr. Ralph Gonsalves**, Prime Minister, Saint Vincent and the Grenadines

THE VIEW FROM THE BOARDROOM – ROUND ONE

Moderator: **Mark A. Lunt**, Principal, EY
Panelists: **Ian Carter**, President, Global Development, Hilton
Graeme Davis, President, Baha Mar Ltd
Jamie Sabatier, CEO, Two Roads Hospitality
William Stadler, EVP & CIO, Aimbridge Hospitality

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

11:50am-12:10pm **OPPORTUNITIES IN JAMAICA**

Speaker: **Claude Duncan**, Vice President, 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
Francisco N. Gonzalez Diaz, CEO, Bancomext

SESSION 02

NEGOTIATING THE BEST AGREEMENT FOR YOUR HOTEL

Moderator: **Wendy Chan**, Vice President, JLL Hotels & Hospitality
Panelists: **Rich Cortese**, SVP Caribbean, Aimbridge Hospitality
Alejandro Moreno Penagos, President & Managing Director, 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 and 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

BUILDING A BETTER TOMORROW AFTER A NATURAL DISASTER – THE GOVERNMENTS' PERSPECTIVE

Moderator: **Vincent Vanderpool-Wallace**, Principal Partner, Bedford Baker Group
Panelists: **Carla Campos**, Tourism Director, Government of Puerto Rico
Honorable Archibald Christian, Junior Minister of Tourism, British Virgin Islands
Honorable Cardigan A. Connor, Parliament Secretary, Government of Anguilla
Honorable Emil Lee, Deputy Prime Minister, Government of Sint Maarten
Jessy C.E. Ménos, Minister, Tourism Ministry of Haiti
Beverly Nicholson-Doty, Tourism Commissioner, Government of United States Virgin Islands

3:30pm-4:15pm

NETWORKING BREAK

3:45pm-4:05pm

OPPORTUNITIES IN HAITI

Speaker: **Jessy C.E. Ménos**, Minister, Tourism Ministry of Haiti

4:15pm-5:15pm

BREAKOUT SESSIONS

SESSION 05

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

Moderator: **Christopher Lewis**, 1st Vice President, CAIPA
Panelists: **Frances Gonzalez**, Vice President, Latin America Operations, Radisson Hotel Group
Robert Karver, Senior Manager, EY
Eileen Kett, SVP and General Counsel, Club Med



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A Spectrum of Opportunities

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4:15pm-5:15pm

BREAKOUT SESSIONS (CONTINUED)

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

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-10:45am

PLENARY SESSION

WELCOME BACK

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

CHRIS DEVELOPMENT OF THE YEAR AWARD

Presenter: **Gary Brough**, Managing Director, KPMG

CHRIS TRANSACTION OF THE YEAR AWARD

Presenter: **Kent Schwarz**, Executive Vice President, Colliers International

RISING STAR AWARD CARIBBEAN

Celebrating its eighth 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.

Presenters: **James E. Burba**, Co-Founder, BHN
John S. Fareed, Chairman, ISHC and Managing Director, Horwath HTL

Recipient: **Saul Nuñez Tirado**, General Manager, Zoëtry Montego Bay, AMResorts

THE CLINTON GLOBAL INITIATIVE IN THE CARIBBEAN – HOPE FOR RECOVERY & RESILIENCE

Moderator: **Gregory Milne**, Chief Metrics & Impact Officer, Clinton Foundation
Panelists: **Nikima Royer Jno Baptiste**, CEO, Digicel (Dominica)
Anna Scarbriel, Director of Grants & Programs, Community Foundation of the Virgin Islands

THE VIEW FROM THE BOARDROOM – ROUND TWO

Moderator: **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



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10:45am-11:15am **NETWORKING BREAK**

11:15am-12:15pm **BREAKOUT SESSIONS**

SESSION 09 **PUBLIC/PRIVATE TRACK: FINANCING OPPORTUNITIES WORKING WITH THE PUBLIC SECTOR**

Moderator: **Robert MacLellan**, Managing Director, MacLellan & Associates
Panelists: **Roland "Andy" Burrows**, Chief Investment Officer, Bermuda Tourism Authority
Adam Greenfader, Managing Principal, AG & T
Warren Newfield, Principal, Kimpton Kawana Bay
John Perrottet, Senior Tourism Specialist, World Bank Group

SESSION 10 **MIXED-USE DEVELOPMENTS – ADDING THE RIGHT COMPONENTS & THE RIGHT PARTNERS**

Moderator: **Scott D. Smith**, Managing Director, CBRE Hotels
Panelists: **José G. Ariza**, Senior Partner, INVESTA Capital Partners
Howard S. Sitzer, Chairman and CEO, Howard Hospitality Group
Simón Suárez, Vice President, Grupo Puntacana
Sandra B. Vajcs, Principal, FSC Architects

SESSION 11 **THE LIFESTYLE SEGMENT – ADDING NEW COLOR TO THE REGION**

Moderator: **Gregory Rumpel**, Managing Director, JLL
Panelists: **Juan Corvinos**, VP Development Latin America & Caribbean, Hilton
Justin Howe, Senior Vice President, Dart Development
Michael Morton, VP Owner Relations, Best Western Hotels & Resorts
Todd G. Wynne-Parry, Executive Vice President, Two Roads Hospitality

SESSION 12 **CARIBBEAN CAPITAL ROUNDTABLE: FOREIGN CAPITAL**

Moderator: **Christian Charre**, Senior Vice President, CBRE Hotels
Panelists: **Baron R. Ah Moo**, Managing Director, BLI Capital Group
Patrick S. Freeman, President, Cisneros Real Estate
John Keith, Director, Caribe Hospitality
Bruce Wiles, Managing Partner, Brookfield

12:15pm-1:30pm **CLOSING NETWORKING LUNCH**

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*,



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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](#) is owned by [EagleTree Capital](#) 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.

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Letvia Arza-Goderich , Preston Arza LLP	Cherie L. Jeffries , RCI



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Rogério Basso, IDB Invest
Greg Bohan, Florida Atlantic University
Camilo Bolanos, Hyatt Hotels Corporation
Frank J. Comito, CHTA
Juan Corvinos, Hilton
Christopher Cylke, ISHC
Marie Dexter, RDC International
Fernando Fernandez, Apple Leisure Group
Michelle Finn, ST Media Group
Fernando Garcia-Chacon, JLL (formerly)

Christopher Lewis, CAIPA
Mark A. Lunt, EY
Robert MacLellan, MacLellan & Associates
Roland Mouly, Hospitality Advisors
Fernando Mulet, Playa Hotels & Resorts
Mark Purcell, AccorHotels
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Kent Schwarz, Colliers International Hotels
Scott D. Smith, CBRE Hotels
William Stadler, Aimbridge Hospitality

DEVELOPMENT OF THE YEAR AWARD COMMITTEE

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Liam J. Day, BCQS International
JP Ford, Lodging Econometrics

Mark A. Lunt, EY
Andres Osorio, OBMI
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Fernando Garcia-Chacon, JLL

Robert MacLellan, MacLellan & Associates
José G. Ariza, INVESTA Capital Partners

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Kenny Blatt, CPG
Ian Carter, Hilton
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Diane Edwards, CAIPA
MaryLynn Elizondo, Marriott International

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Dave Johnson, Aimbridge Hospitality
Eugenio Macouzet, RCI
Xavier Mufraggi, Club Med
Berthia Parle, Bay Gardens Hotel
Ralph Taylor, Arcadia Hotels & Resorts
Karolin Troubetzkoy, CHTA/Anse Chastenet Resorts