

**14th ANNUAL INTERNATIONAL AFRICAN AMERICAN HOTEL
OWNERSHIP & INVESTMENT SUMMIT & TRADE SHOW**

July 21-24, 2010

TUESDAY, JULY 20

01:00pm - 05:00pm Corporate Suites - Set Up Lower Level

WEDNESDAY, JULY 21

**07:00am NABHOOD Scholarship Golf Tournament on the Blue Monster to
Benefit Minority Hospitality Students
4 Man Scramble Team, Best Ball – Longest Drive Contest & (2) Closest to the pin challenges**

07:05am Practice

08:00am Tee Off

**08:00am - 04:00pm Corporate Suites - Set Up Lower Level
10:00am - 06:00pm Registration Gallery**

**12:30pm - 01:45pm (A) Introduction to the ABC's of Hotel Ownership Grand B
New & Prospective Hotel Owners Orientation
Hotels – Owning, Buying, Building and Investing**

Orientation A:

Moderator: Andy Ingraham, President/CEO, NABHOOD
Hotel Feasibility Edward L. Xanders, President, Interim Hospitality Consultants
Hotel Valuation Anthony Falor, COO/Focused Service Division, Hodges Ward Elliott
Financing-SBA Charles Long, Lender Relations Specialist, Small Business Admin. (SBA)
Financing-Conventional Bob Coleman, Editor, Coleman Report
Investing & Partnering Emmitt Mitchell, Managing Director, Value Partners Development LLC
Ownership Troy Alley, Executive V.P./COO, Hilton Garden Inn, Arlington TX/Con-Real, L.P

**01:45pm - 02:00pm Networking Refreshment Break Pre-Assembly
Sponsor: PepsiCo**

**02:00pm - 03:00pm (B) Introduction to the ABC's of Hotel Ownership Grand Ballroom B
New & Prospective Hotel Owners Orientation
Hotels – Owning, Buying, Building and Investing**

Orientation B:

Moderator: Norman Jenkins, President, Capstone Development LLC/NABHOOD Board
Hotel Management John Pharr, President, Strand Development Co. LLC
Building/Renovation Raymond J. Herman, President, Herman/Stewart Construction
Vendor/Supplier Angela Clarke, Director of Purchasing, Select Service/Extended Stay Brand, Marriott Intl.
Structuring Deals
&Exit Strategy Mitch Miller, Attorney, Miller Law Group, P.C.

Committee Meetings

**03:30pm - 04:15pm Supplier Committee Meeting Terrazza Restaurant
Financing, Franchising, Development Committee Meeting Grand Ballroom A
Student Education & Career Opportunities Committee Meeting Palm North**

04:15pm - 05:00pm NABHOOD Hospitality Students Orientation **Doral D**

05:30pm - 06:30pm **Opening General Session** **Grand Ballroom B**

Moderator: *Andy Ingraham, Founder/President/CEO, NABHOOD*

Welcome: *William Talbert III, President/CEO, Greater Miami CVB*

Welcome: *Juan Carlos Bermudez, Mayor, City of Doral, FL*

Greeting: *Audrey Edmonson, Commissioner, Miami-Dade County Commissioners*

Greeting: *Richard Dunn, Commissioner, City of Miami*

President's Report: *Andy Ingraham, Founder/President/CEO, NABHOOD*

Remarks: *Michael Roberts, Chairman, Roberts Hotels/ Chairman, NABHOOD*

Introduction: *Brooke Sherman, Student, College of The Bahamas*

Speaker: *Rick Wade, Senior Advisor & Deputy Chief of Staff to Secretary of Commerce, Gary Locke
United States Department of Commerce, Washington, DC*

06:30pm - 08:00pm **Chairman's Welcome Reception** **Lobby Lounge**

Sponsors: **Greater Miami Convention & Visitors Bureau**

THURSDAY, JULY 22

07:00am - 03:00pm Registration **Gallery**

07:00am - 08:30am Continental Breakfast **Pre-Assembly**

08:30am - 08:35am **OPENING REMARKS** **Grand Ballroom B**

Andy Ingraham, Founder/President/CEO, NABHOOD

08:35am - 09:30am **INDUSTRY UPDATE – Past...Present...Future** **Grand Ballroom B**

Review of 2010 & Preview of Trends for 2011

Presenters: *R. Mark Woodworth, President, PKF Hospitality Research*
Jan Freitag, Vice President, Smith Travel Research (STR)

09:45am - 11:00am **GENERAL SESSION** **Grand Ballroom B**

LEADERSHIP ROUNDTABLE – A VIEW FROM THE TOP

Thoughts & perspectives from industry leaders on a wide range of timely industry topics.

Moderator: *Norman Jenkins, President, Capstone Development LLC/NABHOOD Board*

Panel: *Bill Fortier, Senior V.P. Development, Americas, Hilton Worldwide*
Richmond S. McCoy, President/CEO, Urban America Advisors
Joel Eisemann, Exec. V.P., Owner & Franchise Svs & Lodging Devel.,Marriott Intl.
Bharat Patel, Chairman/CEO, Sun Companies
Rajiv Trivedi, Executive V.P. Franchising, Chief Development Officer, LaQuinta Inns & Suites

11:00am – 11:15am **Networking Break** **Pre-Assembly**

Sponsor: **PepsiCo**

11:00am - 5:00pm **Corporate Suites: Make a connection** **Lower Level**

Visit with hotel company representatives in their Corporate Suite to learn about franchise opportunities and discuss your development and/or acquisition deal.

<i>Marriott International</i>	<i>Laurel Room</i>
<i>Hilton Worldwide</i>	<i>Juniper Room</i>
<i>InterContinental Hotels Group (IHG)</i>	<i>Wildwood Room</i>
<i>Starwood Hotels & Resorts</i>	<i>Oak Room</i>
<i>Wyndham Hotel Group</i>	<i>Palm South</i>

11:15am - 12:15pm

CONCURRENT WORKSHOPS

Workshop 1

Doral A

ABC'S OF HOTEL FINANCING – TODAY'S CHALLENGING MARKET

In a changing marketplace, what do you need to get your deal financed?

Moderator: Stacy Silver, Executive Director, Events, HotelWorld Network

Panel: Peter M. Berk, President, PMZ Hotel Finance Group
Leslie D. Hale, CFO, RLJ Development, LLC
Ronald Muzii, Senior Vice President, HREC Investment Advisors
Donna Blackman, Vice President Finance, Marriott International
Neil Freeman, Chairman/CEO, Aries Capital, Chicago, IL

Workshop 2

Doral B

HOTEL DEVELOPMENT & OWNERSHIP IN 2010 AND BEYOND

Development & Risk Management Strategies - Valuable insight on strategies for developing & owning hotels and managing risk in this uncertain economic and financial environment.

Moderator: Stephani C. O'Connor, Executive News Editor, Hotel Business Magazine

Panel: Robert I. Finvarb, President/CEO, Robert Finvarb Companies LLC
Raymond Bennett, Senior VP, Lodging Development, Eastern Region, Marriott Intl.
Tarun S. Patel, CHA, President, Pacific Hospitality Company/Past Chairman, AAHOA
Jason Gregorek, Director of Development, Hyatt Hotel Corporation

Workshop 3

Doral C

FEASIBILITY & MARKETING STUDIES - WHY ARE THEY SO IMPORTANT AN OVERVIEW OF THE STEPS NECESSARY TO DETERMINE SUCCESS

This session will summarize the required underwriting analysis necessary to determine facility program, construction cost estimates, obtain chain affiliation, third party management & to successfully finance the project.

Moderator: Paul Breslin, CHA, CHE, Managing Partner, Panther Hospitality

Panel: Tom Lorenzo, Vice President/Mgg. Director/Franchise Development, Hilton Worldwide
Edward L. Xanders, President, Interim Hospitality Consultants
Lester Adams, Director-Market Planning, InterContinental Hotels Group (IHG)
Parris Jordan, Vice President Caribbean, HVS International
Carroll M. Warfield, Managing Director, Thayer Lodging Group, Inc./NABHOOD Board

12:30pm - 01:45pm

NABHOOD SCHOLARSHIP & AWARDS LUNCHEON

Grand Ballroom B

Sponsor: **Marriott International**

MC: Andy Ingraham, Founder/President/CEO, NABHOOD

Welcome: Albert Jones, Commissioner, Broward County, FL

Remarks: Raymond Bennett, Senior VP Lodging Development, Eastern Region, Marriott Intl.

Remarks: H. T. Smith, Attorney, H. T. Smith P.A./Leader of the Miami Tourism Boycott

Presentation: NABHOOD AWARDS

Speaker: Stephen P. Joyce, President/CEO, Choice Hotels International, Inc.

Speaker: Donahue Peebles, President, The Peebles Corporation

02:00 pm - 03:00pm

CONCURRENT WORKSHOPS

Workshop 4

Doral A

NEW DEVELOPMENT & OWNERSHIP - "BUILD OR BUY, WHICH IS BEST FOR YOU?"

A discussion with respected developers and buyers of existing hotels explaining their thought

process - advantages and expectations.

Moderator: Anthony Falor, COO /Focused Service Division, Hodges Ward Elliott

Panel: Bharat Patel, Chairman/CEO, Sun Companies

Michael Roberts, Chairman, Roberts Hotels/ Chairman, NABHOOD

Brian Quinn, V.P. Development, InterContinental Hotels Group

Ed Leuzarder, V.P. Franchise Devel., SE/Caribbean Real Estate Group, Starwood Hotels & Resorts

Victor Lopez, President, V LO & Associates LLC

Workshop 5

Doral B

PUBLIC/PRIVATE PARTNERSHIPS - USING GOVERNMENT & OTHER INCENTIVES TO DEVELOP HOTEL & MIXED USE PROJECTS

How & where to find public subsidies as development incentives, TIF, Brownfields, Empowerment Zone, New Markets Tax Credits & more.

Moderator: Norman Jenkins, President, Capstone Development LLC/NABHOOD Board

Panel: Robert Jenkins, Jr., President/CEO, Hampton Roads Ventures

Mandy Spangler, Senior Associate, Carras Community Investment

Jeremy Earle, ASLA, AICP, Executive Director, Dania Beach Community Redevelopment Agency

Ronald Newsome, Director, Stonehenge Capital Company LLC

Workshop 6

Doral C

FRANCHISING – HOW TO FIND THE RIGHT LOCATION

Working with hotel representatives to find the right deal.

Moderator: Kent Schwarz, Senior Managing Director, PKF Capital Hotel Realty

Panel: Stephen H. Crabill, VP-Franchise Devel. SE Region, Hilton Worldwide

Mark Williams, VP-North American Development, Best Western Intl., Inc.

Gus Stamoutsos, Exec. V.P. Franchise Development, Wyndham Hotel Group

Roland Schick, Regional VP Franchise, InterContinental Hotels Group (IHG)

03:00pm - 03:15pm **Networking Break**

Pre-Assembly

Sponsor: PepsiCo

03:15pm - 04:15pm

CONCURRENT WORKSHOPS

Workshop 7

Doral B

NEGOTIATING HOTEL FRANCHISE AGREEMENTS - YOU CAN'T ALWAYS GET WHAT YOU WANT - BUT YOU NEED TO UNDERSTAND IT.

Learn how franchise contracts are structured. It's a give and take when negotiating.

Moderator: Mitch Miller, Attorney, Miller Law Group, P.C.

Panel: Don Finley, VP, Franchise Development, Accor-North America

Gary Finnell, Director - Franchise Development, Hilton Worldwide

Earsa R. Jackson, Attorney, Strasburger & Price, LLP

John Johnson, Regional VP Franchise, InterContinental Hotels Group (IHG)

Alejandro Brito, Partner, Zarco & Pardo, P.A.

Workshop 8

Doral C

ABC'S OF HOTEL FINANCING (SBA) - SMALL BUSINESS DEVELOPMENT LOANS FOR HOTELS

All you want to know about 7 (a) & 504 SBA Loans, SBA Lenders & Community Development Corp. (CDC) & how they can help with your financing needs.

Moderator: Dr. Jay S. Patel, Chairman, LHS Companies /NABHOOD Board

Panel: Charles Long, Lender Relations Specialist, Small Business Admin. (SBA)

Bob Coleman, Editor, Coleman Report
Emmitt Mitchell, Managing Director, Value Partners Development LLC
Christopher G. Hurn, CEO/Cofounder, Mercantile Capital Corporation (MCC)

03:15pm - 05:15pm

Workshop 9(A)

Doral D

HOW MINORITY VENDORS CAN BE SUCCESSFUL MARKETING GOODS & SERVICES TO HOTEL OWNERS AND THE LODGING INDUSTRY

The hotel industry is a multi-billion dollar industry and is changing the way they do business. Can your company cut it? What is ownership responsibility and how can vendors prepare for success.

Presenter: Carl Mayfield, Sr. VP of Design & Construction, RLJ Development LLC

Workshop 9(B)

Doral D

**MINORITY VENDORS OPPORTUNITY OUTREACH WORKSHOP
(Vendors Only) (Speed Meeting)**

Millions of Dollars in Hotel Contracts are Available to Minority Vendors

Minority Suppliers will be able to meet decision makers from the hotel industry including hotel companies, management companies, African American & Asian American hotel ownership groups. They will have project managers and representatives on site to discuss upcoming opportunities.

(Speed Meetings : Every 20 minutes a new opportunity will move to you)

Facilitator: Angela Clarke, Purchasing Director, Select Service & Extended Stay Brand, Marriott Intl.

Presenters: Fred Lona CSPM, Senior Director Supplier Diversity Supply Management, Hilton Worldwide
Randall Tucker, Assoc. Director, Global Diversity & Inclusion, Starwood Hotels & Resorts
Raymond J. Herman, President, Herman/Stewart Construction
Duane Elledge, Exec. V.P./Chief Retention Officer, Wyndham Hotel Group
Salvador Mendoza, Director of Diversity, Hyatt Hotels Corporation
Philip Devliegher, Sr. Manager, Supplier Diversity, Global Operations, Marriott Intl.
Carl Mayfield, Sr. VP of Design & Construction, RLJ Development LLC
Chris Desai, Sr. Vice-President & Asset Manager, Baywood Hotels

04:30pm - 05:30pm

CONCURRENT WORKSHOPS

Workshop 10

Doral A

FRANCHISING - HOW TO SELECT THE RIGHT BRAND FOR YOUR MARKET

Top executives of hotel brands will share information on why the right brand is important.

Moderator: David J. Schwartz, Managing Principal, The Management Consortium, Inc.

Panel: Raymond Bennett, Senior V.P.-Lodging Development, Eastern Region, Marriott Intl.
Gary Finnell, Director-Franchise Development, Hilton Worldwide
Brian Parker, VP Emerging Markets & New Business Devel., Choice Hotels International
John Lancet, Associate Managing Director, HVS International

Workshop 11

Doral B

BUYING & SELLING HOTELS IN TODAY'S MARKET

Brokers from the most distinguished companies will explain how to create a long-term, mutually beneficial relationship while looking for value.

Moderator: Nash Patel, President, Lodging Hospitality Systems, Inc.

Panel: Anthony Falor, COO/Focused Service Division, Hodges Ward Elliott
Steven Taylor, Senior Managing Director, Horwath Hospitality & Leisure, LLC
Rich Lillis, Senior Managing Director, PKF Capital Hotel Realty
Robert M. Taylor, Senior Vice President, CB Richard Ellis

Workshop 12

Doral C

INVESTING IN HOTEL DEALS &/or CREATING PARTNERSHIPS

Investing in hotels can be a complex environment; having the right partners is key.

Moderator: Naiema Thomas, President, NST Consulting, LLC

Panel: Gail Biggs Jackson, Owner, Negril Treehouse Resort, Negril Jamaica
Barron Channer, Vice President of Development, The Peebles Corporation
Monique Greenwood, Owner/Operator, Akwaaba Bed & Breakfast Inns
Isaac Brown, Director, Emerging Markets, Choice Hotels International
Hemant D. (Henry) Patel, President, King Motel/Vice Chairman, AAHOA

6:30pm – 7:30pm

Asian American Hotel Owners Association (AAHOA) –Reception

Pre-Assembly

7:30pm – 8:30pm

Asian American Hotel Owners Association (AAHOA) Town Hall Meeting

Grand B

Chandrakant (C.K.) Patel, President, Gainesville Masters, LLC/Chairman, AAHOA
Hemant D. (Henry) Patel, President, King Motel/Vice Chairman, AAHOA

7:15pm – Until

NABHOOD - Hotel Brand Corporate Dinner (By invitation only)

*Hotel companies & summit sponsors have agreed to host “Get To Know Our Brand”
Dinner with potential franchisees only, at restaurants around the city.
(Invited parties will meet in front of the hotel for transportation to restaurants)*

8:00pm – 11:00pm

Trade Show Set-up

Pre-Assembly

FRIDAY, JULY 23

06:00am – 08:00am

Trade Show Set-up

Pre-Assemble

07:00am - 03:00pm

Registration

Gallery

07:00am – 08:30am

Continental Breakfast

Pre-Assemble

08:30am - 09:10am

GENERAL SESSION

Grand Ballroom B

Moderator: Solomon Herbert, Publisher/Editor-in-Chief, Black Meetings & Tourism Magazine

Remarks: Gregory DeShields, Senior Director for Corporate Relations, Temple University

Introduction: Fatema Qassimyar, Student, San Diego State University

Speaker: Richmond S. McCoy, President/CEO, Urban America Advisors

Hilton Worldwide 2009 Developer of The Year

Owner, Doubletree Resort Orlando International Dr., Orlando, FL

09:20am - 10:30am

PLENARY SESSION

Grand Ballroom B

**PLENARY SESSION - ABC'S OF HOTEL OWNERSHIP -
STEPS TO BECOMING A FIRST TIME HOTEL OWNER**

Developing limited service & Extended Stay hotels - starting small and growing into a multi-unit owner.

Moderator: Brian Parker, VP Emerging Markets & New Business Devel., Choice Hotels International

Panel: Duane Elledge, Exec. VP/Chief Retention Officer, Wyndham Hotel Group

Troy Alley, Executive V.P./COO, Hilton Garden Inn, Arlington TX/ Con-Real, L.P

Evens Charles, Owner, Comfort Inns, Martinsville, VA

Edward L. Xanders, President, Interim Hospitality Consultants

Raymond Bennett, Senior VP Lodging Development, Eastern Region, Marriott Intl.

10:30am – 12:00 pm

Networking Break

Pre-Assemble

Sponsor: *PepsiCo*

10:30am – 05:00pm *NABHOOD Trade Show Open* **Pre-Assemble**

10:30am – 5:00pm *Corporate Suites: Make a connection* **Lower Level**
Visit with hotel company representatives in their Corporate Suite to learn about Franchise opportunities and discuss your development and/or acquisition deal.

<i>Marriott International</i>	<i>Laurel Room</i>
<i>Hilton Worldwide</i>	<i>Juniper Room</i>
<i>InterContinental Hotels Group (IHG)</i>	<i>Wildwood Room</i>
<i>Starwood Hotels & Resorts</i>	<i>Oak Room</i>
<i>Wyndham Hotel Group</i>	<i>Palm South</i>

12:00pm - 01:00pm
CONCURRENT WORKSHOPS

Workshop 13 **Doral A**

STRUCTURING A HOTEL DEVELOPMENT TEAM

How to select a development team that understands the importance of feasibility studies, financial projections, appraisals and real estate acquisitions.

Moderator: *Jennifer Bergamo, National Director, Business Development, Starwood Hotels & Resorts*

Panel: *Edward Xanders, President, Interim Hospitality Consultants*
Chris Desai, Sr. Vice-President & Asset Manager, Baywood Hotels
Ron Tencer, VP Acquisitions & Development, Insite Group
Tim Sponsler, V.P.-Lodging Development, Marriott International

Workshop 14 **Doral B**

HOTEL OWNERSHIP THROUGH JOINT VENTURES & PARTNERSHIPS

Projects where investors have options to join or carve out an element that they can own.

Moderator: *Solomon Herbert, Publisher/Editor-in-Chief, Black Meetings & Tourism Magazine*

Panel: *Paul Patel, Director of Development, Pennsville Hospitality Group*
Kelvin Jones, Owner, Microtel Inn & Suites, Manchester, TN
Tarun S. Patel, CHA, President, Pacific Hospitality Company/Past Chairman, AAHOA
Ulysses Glee, Managing Partner, The Fenton Group
Alejandro Brito, Partner, Zarco & Pardo, P.A.

Workshop 15 **Doral C**

HOTEL FINANCING – RAISING EQUITY & DEBT FOR YOUR HOTEL PROJECT

Finding the Investor - Mezzanine Financing - Private Placement - Creating Partnerships

Moderator: *Alan J. Hughes, Editorial Director, Black Enterprise Magazine*

Panel: *L'Quentus Thomas, Vice President, Stonehenge Capital Company LLC*
Richmond S. McCoy, President/CEO, Urban America Advisors
Neil Freeman, Chairman/CEO, Aries Capital, Chicago, IL
Neville Rhone, Jr., Managing Director, Canyon Capital Realty/Canyon-Johnson

01:15pm – 02:15pm **Luncheon** **Grand Ballroom B**

Sponsor: *Hilton Worldwide*

MC: *Jerry C. Butler, CEO, Global Equity Consultants Ltd.*

Greeting: *Chandrakant (C.K.) Patel, President, Gainesville Masters, LLC/Chairman, AAHOA*

Remarks: *Bill Fortier, Senior V.P. Development, Americas, Hilton Worldwide*

Introduction: *Peta-Gaye Bartley, Student, University of Technology, Kingston, Jamaica*

Speaker: Joel D. Secundy, Deputy Asst. Secretary for Services, U.S. Department of Commerce, Intl Trade Admin.
Speaker: Honorable Edmund Bartlett, Minister of Tourism, Jamaica

02:30pm – 03:30pm

CONCURRENT WORKSHOPS

Workshop 16

Doral A

TOURISM EDUCATION FUTURES INITIATIVE (Student Workshop)

(TEFI) Seek to provide vision, knowledge and a framework for tourism education programs to promote global citizenship and optimism for a better world. This is achieved by incorporating core values within academic curriculums. Five core values are: Professionalism, Stewardship, Ethnics, Mutuality, Knowledge

Moderator: Gregory DeShields, Senior Director for Corporate Relations, Temple University

Panel: Beverly Saunders, VP Training & Organization Development, Atlantis Resorts, Bahamas
Evens Charles, Owner, Holiday Inn Express, Martinsville, VA
Michael Roberts, Chairman, Roberts Hotels/Chairman, NABHOOD
Karl Atlow, Manager, University Relations & Talent Acquisition, Marriott International
Monique Greenwood, Owner/Operator, Akwaaba Bed & Breakfast Inns

Workshop 17

Doral B

STRUCTURING THE MANAGEMENT OF A HOTEL

What you should look for in selecting a third party management company, general manager or the franchisor to manage the day to day operation of your hotel.

Moderator: Dr. Jay S. Patel, Chairman, LHS Companies /NABHOOD Board

Panel: Alkesh R. Patel, CHO, President, Pacific Northwest Hotel Management/Secretary AAHOA
John Pharr, President, Strand Development Company, LLC
Mike Bou-Sliman, Owner, Naples Hotel Group LLC

Workshop 18

Doral C

CARIBBEAN INVESTMENT FOCUS –WHERE ARE THE OPPORTUNITIES

Exploring local joint venture opportunities or is Sun, Sand & Sea enough to attract investors.

Moderator: Parris Jordan, Vice President Caribbean, HVS International

Panel: Charlene M. Lewis-Small, Associate Director, Advisory, KPMG Corporate Finance Ltd.
Simon B. Suarez, Chief Development Rep. - Caribbean/Central America, Hilton Worldwide
Ed Leuzarder, V.P. Franchise Devel., SE/Caribbean Real Estate Group, Starwood Hotels & Resorts

03:30pm – 03:45pm Networking Break

Pre-Assembly

Sponsor: PepsiCo

03:45pm – 04:45pm

CONCURRENT WORKSHOPS

Workshop 19

Doral A

HOTEL FINANCING: SOURCING CAPITAL FOR PROJECTS

How to finance your projects by developing the right relationships.

Moderator: Jerry C. Butler, CEO, Global Equity Consultants Ltd.

Panel: Dr. Jay S. Patel, Chairman, LHS Companies /NABHOOD Board

Norman Jenkins, President, Capstone Development LLC/NABHOOD Board
Robert K. Jenkins, Jr., President/CEO, Hampton Roads Ventures, LLC
Michael Roberts, Chairman, Roberts Hotels/ Chairman, NABHOOD

Workshop 20

Doral B

MAXIMIZING INCREMENTAL REVENUE FOR HOTEL OWNERSHIP GROUPS

Every available space & program in the hotel should generate revenue, Snack Shop, Shipping, credit card procession and more

Moderator: Andy Ingraham, Founder/President/CEO, NABHOOD

Panel: Pete Popovich, V.P. Industry Relations, PepsiCo
Kevin Pignone, V. P. Franchise Development, UPS

Workshop 21

Doral C

MINORITY SUPPLIER WORKSHOP-MARKETING YOU AND YOUR BUSINESS

Tools you need to market, advertise and brand your business to be successful.

Moderator: Angela Clarke, Purchasing Director, Select Service & Extended Stay Brand, Marriott Intl.

Panel: Fred Lona CSPM, Senior Director Supplier Diversity Supply Management, Hilton Worldwide
Solomon Herbert, Publisher/Editor-in-Chief, Black Meetings & Tourism Magazine
Hans Edwards, Partner, Edwards & Hill Office Furniture
John Marshall, Supplier Diversity Manager, Verizons
Robert Brown, Vice President Business Development, Carol H. Williams Agency

SATURDAY, JULY 24

08:00am - 08:30am Continental Breakfast

Sponsor: PepsiCo

08:30am -09:45am GENERAL SESSION - STUDENTS PROGRAM

Sponsors: Black Hospitality Initiative of Greater Miami, Marriott Intl., Hilton Worldwide,
Hyatt Hotel Corp., Miami Dade College, Pyramid Hotel Group & McKenzie Financial Services

PANEL OF HOSPITALITY & INDUSTRY LEADERS

Grand Ballroom B

Industry professionals will talk about how Education, Graduate Studies, Internship & Work Experience can help you move up the corporate ladder and lead to success in the industry.

Moderator: Velton Showall, Senior V.P. Sales & Mktg., Strategic Solutions LLC

Panel: Michael Roberts, Chairman, Roberts Hotels/NABHOOD Chairman
Andy Ingraham, Founder/President/CEO, NABHOOD
Barron Channer, Vice President of Development, The Peebles Corporation
Hemant D "Henry" Patel, President, King Motel/Vice Chair, AAHOA
Deborah Jackson, Senior NASM, PepsiCo Food Service
Stella Beene-Venson, President, National Coalition of Black Meeting Planners/Meeting Planner & Travel Administrator, United Methodist Church
Chandrakant (C.K.) Patel, President, Gainesville Masters, LLC/Chairman, AAHOA
Marcus Peoples, Regional Director of Human Resources, Pyramid Hotel Group
Shawn Berry, Director of Business Development, Protect A Bed

PLENARY SESSION

Doral A

09:45am - 11:45 am INDUSTRY MENTORING SESSION (*Speedy Advice*)

Hotel Industry professionals move from table to table to meet with students for 20 minute intervals to share insight that will help guide them in their hospitality career.

Moderators: Beverly Saunders, V.P. Training & Organization Development, Atlantis Resorts, Bahamas
Graylyn Swilley, Executive Director, Black Hospitality Initiative of Greater Miami

12:00am – 01:00pm **STUDENT HOSPITALITY LUNCHEON** **Grand Ballroom B**
Sponsors: **Black Hospitality Initiative of Greater Miami & McKenzie Financial Services Inc.**
*Students will be randomly selected to share their thoughts on
the impact the summit has had in determining their career goals.*
Moderator: *Andy Ingraham, Founder/President/CEO, NABHOOD*
Speaker: *Dr. Sidney Ribeau, President, Howard University, Washington, DC*

01:00pm – 03:00pm **Job & Career Fair / Interviews** **Doral B&C**