

# NABHOOD 2018 SUMMIT AGENDA

\*Subject to Change

Dress Code: Business

**TUESDAY, JULY 24**

02:00pm-05:00pm Corporate Suite Set up.

**WEDNESDAY, JULY 25**

07:00am -11:00am	HBCU Golf Tournament	Miami Beach Golf Club
6:00am – 11:00am	HBCU Deep Sea Fishing & Shark Tournament Benefit HBCU's & Minority Hospitality Student's Programs	Dockside Behind Host Hotel
08:00am – 04:00pm	Corporate Suite Set up.	
10:00am - 06:00pm	Registration	Pre Function
11:15am -12:00pm	<u>Committee Meetings</u> Supplier/Vendor Committee Meeting Financing, Franchising, Development Committee Meeting Women in NABHOOD (WIN) Committee Meeting Student Education & Career Opportunities Committee Meeting	Hibicus Island Bal Harbor Island Bayview Boardroom Watson Island
01:00pm – 01:45pm	Networking Break Sponsor:	Pre Function
01:45pm - 03:30pm	Introduction to the ABC's of Hotel Ownership New & Prospective Hotel Owners Orientation	Salon A/B/C/D
03:45pm -04:45pm	Public Private Partnerships- All you need to know. Accessing Public Resources for Hotel Development & Negotiating a Fair Deal Structure For All Partners When Private Equity & Debt is Not Enough While Exercising Patience and Perverserance . Understanding the process to creating a P3 that includes accessing public resources, TIFF and tax abatements, impact fee,s waiver/reductions, parking facilities, land swaps, leases, debt & equity, EB5, political/community support, accurate & detailed analysis and other mechanisms.	Salon A/B/C/D
04:15pm - 05:15pm	NABHOOD Hospitality Students Orientation	Watson Island
05:15pm - 06:15pm	Opening General Session	Grand Ballroom
6:30pm – 7:15pm	Asian American Hotel Owners Assoc.(AAHOA) Town Hall Meeting MC: Nash Patel, Former Chairman, AAHOA Welcome: Bharat Patel, CHO, Florida Regional Director, AAHOA Welcome: Andy Ingraham, Founder/President/CEO, NABHOOD Introduction of AAHOA Officers Remarks: Hitesh "HP" Patel, CHO, Chairman, AAHOA	Grand Ballroom
07:30pm - 08:30pm	NABHOOD Opening Reception	

<i>07:00am - 03:00pm</i>	<i>Registration</i>	<i>Pre Function</i>
<i>07:00am - 08:30am</i>	<b>Continental Breakfast</b>	<i>Pre Function</i>
<i>08:00am - 08:05am</i>	<b>OPENING REMARKS</b>	<i>Grand Ballroom</i>
<i>08:05am - 08:45am</i>	<b>INDUSTRY OUTLOOK STATISTICALLY SPEAKING</b> <i>A Comprehensive Review on the Performance of the Lodging Industry....the past, the present and the future.</i>	<i>Grand Ballroom</i>
<i>08:50am - 09:05am</i>	<b>BRAND USA UPDATE – New Administration, New Travel Policy</b> <i>Brand USA was established by the Travel Promotion Act in 2010. It is the destination marketing organization for the United States with the mission of increasing incremental international visitation, spend and market share to fuel the nation’s economy &amp; enhance the image of the USA worldwide.</i>	<i>Grand Ballroom</i>
<i>09:05am - 09:20am</i>	<b>AH&amp;LA LEGISLATIVE UPDATE – GOVERNMENT &amp; LEGISLATION</b> <b>HOW IT AFFECTS THE HOSPITALITY BUSINESS</b> <i>AH&amp;LA is focused on the needs of every segment of the lodging industry. Whether you are an owner, REIT, chain, franchisee, management company, independent property, supplier, or state association. AH&amp;LA’s Government Affairs Department outlines a set of legislative and regulatory priorities to create a favorable framework for the U.S. hospitality industry to prosper.</i>	<i>Grand Ballroom</i>
<i>09:20am - 09:30am</i>	<b>MINORITY BUSINESS DEVELOPMENT AGENCY (MBDA)</b> <b>U.S. DEPARTMENT OF COMMERCE</b> <i>What impact will the agency have in the continuing development of diversity &amp; Inclusion?</i>	
<i>09:30am - 09:40am</i>	<b>WORKFORCE DIVERSITY. WHERE THE INDUSTRY IS GOING</b>	
<i>09:45am - 11:00am</i>	<b>GENERAL SESSION</b> <b>EXECUTIVE FORUM - A VIEW FROM THE TOP</b> <i>Thoughts &amp; perspectives of experienced lodging leaders on a wide range of timely industry topics and its impact.</i>	<i>Grand Ballroom</i>
<i>11:00am - 04:00pm</i>	<b>Corporate Suites: Want to make a connection, meet or learn about new opportunities?</b> <i>Stop by and meet with company representatives in their Corporate Suite to learn about investment and franchise opportunities and discuss your development and/or acquisition deal.</i> <b>Marriott International</b> <b>Hilton</b> <b>Bahamas Ministry of Tourism/Investments</b>	<i>Biscayne Island Room</i> <i>San Marco Island Room</i> <i>Bal Harbor Room</i>
<i>11:00am - 11:15am</i>	<b>Networking Break</b> <b>Sponsor:</b>	<b>Pre Function</b>
<i>11:15am - 12:15pm</i>	<b>CONCURRENT WORKSHOPS</b> <b>Workshop 1</b> <b>HOTEL FINANCING – DEBT, EQUITY and CREATIVITY</b> <i>Where are the opportunities for financing acquisitions &amp; new development?</i>	<i>Salon H/G</i>

**Workshop 2**

*Salon C/D*

**FEASIBILITY & MARKETING STUDIES - WHY ARE THEY SO IMPORTANT?**

*This session will summarize the required underwriting analysis necessary for a successful program, construction cost estimates, obtain chain affiliation, third party management for a sound investment.*

**12:30pm - 01:45pm**

**NABHOOD SCHOLARSHIP & AWARDS LUNCHEON**

**Grand Ballroom**

**Sponsor: Marriott International**

**02:00 pm - 03:00pm**

**CONCURRENT WORKSHOPS**

**Workshop 4**

*Salon H/G*

**"HOTEL DEVELOPMENT, HOTEL ACQUISITION – IS THERE A RIGHT TIME TO ENTER THE MARKET?"**

*What should you be looking for in your deal!*

**Workshop 5**

*Salon K/J*

**PUBLIC/PRIVATE PARTNERSHIPS – UNDERSTANDING AND USING GOVERNMENT AND OTHER INCENTIVES TO DEVELOP HOTELS AND MIXED-USE PROJECTS**

*You will hear from representatives of public entities & developers on how & where to find development incentives and how you can work as a team to make your project successful. Each of the panelists has been or is currently involved in a public/privat project.*

**Workshop 6A**

*Salon A/B/C/D*

**WOMEN EXECUTIVES IN THE HOSPITALITY INDUSTRY. WOMEN SHAPING AND INFLUENCING THE HOSPITALITY INDUSTRY**

*"Learn about the roles women are playing in changing the hotel industry."*

**03:00pm - 03:15pm**

**Networking Break**

**Pre Function**

**Sponsor:**

**03:15pm - 04:15pm**

**CONCURRENT WORKSHOPS**

**Workshop 7**

*Salon H/G*

**HOTEL FRANCHISE & MEMBERSHIP AGREEMENTS.**

*When buying a franchise, what's really negotiable in the agreement. Learn what can make the difference in an agreement and structured with good advice & negotiations so everybody wins.*

**Workshop 8**

*Salon K/J*

**ABC'S OF HOTEL FINANCING (SBA) – CONVENTIONAL BANK & SMALL BUSINESS LOANS FOR HOTELS – GETTING THE RIGHT DEAL.**

*All you want to know about hotel financing using 7(a) & 504 SBA Loans, SBA Lenders, Community Development Corp. (CDC) & conventional loans that can help your financing needs.*

**03:15pm - 05:15pm**

**Workshop 9(A)**

**Grand Ballroom**

**SUPPLIER DIVERSITY SESSION**

**MINORITY VENDORS CAN LEARN HOW TO SUCCESSFULLY MARKET GOODS & SERVICES TO THE LODGING INDUSTRY**

*The hotel industry is a multi-billion dollar industry that continues to grow. Can your company make the cut? What is ownership responsibility and how can vendors prepare to be successful?*

<b>Workshop 9(B)</b>	<b>SUPPLIER DIVERSITY SESSION</b> <i>Minority Suppliers will be able to meet decision makers from the hotel industry including hotel companies, management companies, African American &amp; Asian American hotel ownership groups. They will have project managers and/or representatives on site to discuss upcoming opportunities. (Speed Meetings: Every 20 minutes a new opportunity will move to you)</i>	<b>Grand Ballroom</b>
<b>04:30pm - 05:30pm</b>	<b>CONCURRENT WORKSHOPS</b>	
	<b>Workshop 10</b> <b>FRANCHISING - HOW TO SELECT THE RIGHT BRAND FOR YOUR MARKET</b> <i>Executives of hotel brands will share information on why the brand selection is important.</i>	<b>Salon H/G</b>
	<b>Workshop 11</b> <b>BUYING &amp; SELLING HOTELS IN AN ACTIVE MARKET</b> <i>How do I find a property? Where are hotel values going? Should I Buy or Build; Sell or Hold? A discussion by a panel of experts who understand where the industry is heading.</i>	<b>Salon K/J</b>
	<b>Workshop 12</b> <b>HOTEL DEVELOPMENT IN TODAY'S DYNAMIC MARKET</b> <i>What is new in the market today and what are the important factors for hotel developers to consider?</i>	<b>Salon A/B</b>
<b>08:00pm - 11:00pm</b>	<b>Trade Show <u>Set-up</u></b>	<b>Pre Function</b>
<b>FRIDAY, JULY 27</b>		
<b>06:00am - 08:00am</b>	<b>Trade Show <u>Set-up</u></b>	<b>Pre function</b>
<b>07:00am - 03:00pm</b>	<b>Registration</b>	<b>Pre Function</b>
<b>07:00am - 08:30am</b>	<b>Continental Breakfast</b>	<b>Pre Function</b>
<b>07:00am - 08:00am</b>	<b>FUNDRAISER BREAKFAST/NABHOOD SCHOLARSHIP FUND</b> <i>The fundraiser is designed to raise scholarship funds for minority students interested in the hospitality field. Expected contribution is \$100 per person. Breakfast provided by Miller Law Group who will also match contributions up to \$750.00</i>	<b>PDR2/Resturant</b>
<p><i>"I had the good fortune of attending a breakfast supporting the NABHOOD scholarship program. Mitch Miller gave a one-hour presentation of his top ten legal issues for hotel owners, which was full of relevant information for hotel owners. The program assists deserving students with their education in hospitality, intended to groom the future leaders of our industry, a very worthwhile cause. I encourage all to attend and support the program, and I am sure you will find the presentation most valuable." – Geoff Balotti, CEO, Wyndham Hotels.</i></p>		
<b>08:30am - 08:55am</b>	<b>GENERAL SESSION</b> <b>FEDROOMS PROGRAM – HOW THE U.S. GOVERNMENT CAN FILL YOUR HOTEL ROOMS THROUGH ITS NEGOTIATED HOTEL PROGRAM.</b> <i>FedRooms is the US Government Negotiated Hotel program available to all federal and military travelers on official business with additional opportunities to fulfill leisure, government groups and meetings, government contractors and state/local government lodging needs. Join us to learn about FedRooms requirements and how your properties may be considered for 2018 participation.</i>	<b>Grand Ballroom</b>
<b>09:00am - 10:00am</b>	<b>PLENARY SESSION</b> <b>STEPS TO BECOMING A FIRST TIME HOTEL OWNER</b> <i>Going into the business! - What you need to know to become a successful hotel owner.</i>	<b>Grand Ballroom</b>

