**23rd Annual International African American Hotel Ownership & Investment Summit & Trade Show**

**AGENDA** *Subject to Change*

---

**Dress Code: Business**

### TUESDAY, JULY 23

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>02:00pm-05:00pm</td>
<td>Corporate Suite Set up</td>
</tr>
</tbody>
</table>

### WEDNESDAY, JULY 24

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 07:00am - 11:00am | HBCU Golf Tournament  
Miami Beach Golf Club  
*Benefit HBCU’s & Minority Hospitality Student Programs* |
| 08:00am - 04:00pm | Corporate Suite Set up                                               |

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 10:00am - 06:00pm | Registration  
Pre Function                                                      |

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 10:00am - 11:00am | Committee Meetings  
**Supplier/Vendor Committee Meeting**  
Hibiscus Island  
**Financing, Franchising, Development Committee Meeting**  
Bal Harbour Island  
**Women in NABHOOD (WIN) Committee Meeting**  
Bayview Boardroom  
**Student Education & Career Opportunities Committee Meeting**  
Watson Island  
**Young Professionals Committee Meeting**  
Fisher Island |

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 11:00am - 02:45pm | PLENARY SESSION  
**INTRODUCTION TO THE ABC’S OF HOTEL OWNERSHIP**  
**NEW & PROSPECTIVE HOTEL OWNERS ORIENTATION**  
**NABHOOD CLASSROOM SESSIONS**  
**Facilitator:** Mitch Miller, Attorney/CEO, Miller Law Group |

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 11:00am – 11:50am | SESSION 01  
**HOTEL FEASIBILITY STUDIES – WHAT ARE THEY, WHY DO YOU NEED THEM AND HOW YOU SHOULD USE THEM**  
Everything you need to know and why is it so important to have a feasibility study on your investment. This session is designed to educate attendees on the importance of the feasibility study and how this can be used as a tool to ensure a successful development.  
The facilitators will walk you through all of the information you will need and you are encouraged to ask questions on items that need more clarification.  
**Presenters:** Edward L. Xanders, President, Interim Hospitality Consultants  
Agnes Pierre-Louis, Senior Consultant, Horwath HTL |

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 11:55am – 12:45pm | SESSION 02  
**UNDERSTANDING THE DATA - SMITH TRAVEL REPORT**  
(STR) TRACKS SUPPLY & DEMAND DATA FOR MULTIPLE MARKET SECTORS, INCLUDING THE GLOBAL HOTEL INDUSTRY  
Learn how to read & use the STAR Reports, success is in the numbers—Understanding hotel data is vital for hotel operators and investors. STR is the leading provider of global supply and demand data and competitive benchmarking to the hotel Industry. The more |
information you have, the better decisions you can make. Learn how to get the most out of your STAR reports to get a clear picture of how your hotel is performing against the competition. Emile Gourieux will walk you through best practices in using STR data not only to improve hotel performance, but also to evaluate and compare markets when considering opportunities for investment and development. He will share tips he has learned from years of using the reports.

**Presenter:** Emile Gourieux, Business Development Executive, Hotels Canada, Caribbean & Mexico, Smith Travel Research (STR)

**SESSION 03**

**Time:** 12:50pm – 01:40pm  
**Salon:** A/B/C/D  
**Title:** Structuring Your Real Estate Investment, Raising Capital and Attracting Investors for Hotel Projects  
**Description:** How to create the winning structure that will protect your interest & attract investors and capital to your project.  
**Presenters:**  
- Mitch Miller, Attorney/CEO, Miller Law Group  
- Evens Charles, President/CEO, Frontier Development & Hospitality Group  
- Navroz F. Saju Esq., CEO / President, HDG Hotels

**SESSION 04**

**Time:** 01:45pm – 02:30pm  
**Salon:** A/B/C/D  
**Title:** Public Private Partnerships – Accessing Public Resources for Hotel Development and Negotiating a Fair Deal Structure for All Partners When Private Equity and Debt Is Not Enough  
**Description:** Understanding the process to create a P3 that includes accessing public resources, TIFF and tax abatements, impact fees, waiver/reductions, parking facilities, land swaps, leases, debt & equity, opportunity zones, EB5, political/community support, accurate & detailed analysis, etc.  
**Presenter:** James Carras, President, Carras Community Investment

**2:30pm – 03:00pm**  
**Networking Break**  
**Sponsor:** PepsiCo

**WEDNESDAY, JULY 24**

**SESSION 05**

**Time:** 03:00pm – 04:15pm  
**Salon:** A/B/C/D  
**Title:** Lodging Magazine Diversity Round Table  
**Description:** Why are African American entrepreneurs considering hotel ownership and investments and what can the brands do to attract more diverse owners.  
**Moderator:** Ed McNeil, Publisher, Lodging Magazine  
**Participants:**  
- Andy Ingraham, Founder/President/CEO, NABHOOD  
- Brian Parker, RVP, Development, Equity Brand & Emerging Markets, Choice Hotels  
- Ken Fearn, Managing Partner, Integrated Capital LLC/Chairman, NABHOOD  
- Vinay Patel, President/CEO, Fairbrook Hotels/Treasurer, AAHOA  
- Evens Charles, President/CEO, Frontier Development & Hospitality Group  
- Tracy Prigmore, Founder & Managing Partner, TLT Solutions  
- Julius Robinson, Sr. V.P. & Global Brand Leader, Classic Full Service Brands, Marriott

**04:15pm – 05:00pm**  
**NABHOOD Hospitality Students Orientation**  
**Location:** Watson Island
Opening General Session

MC: Andy Ingraham, Founder/President/CEO, NABHOOD
Welcome: Keon Hardeman, Commissioner, City of Miami
Scholarship: Mitch Miller, Attorney/CEO, Miller Law Group
Pres. Report: Andy Ingraham, Founder/President/CEO, NABHOOD
Introduction: Norman Jenkins, President, Capstone Development / NABHOOD Board

Speaker

Stephen P. Joyce, President/CEO, DineEquity, Inc.
Owner of Applebees & IHOP Restaurants

06:00pm - 06:00pm
Opening General Session
Grand Ballroom

05:00pm - 06:00pm
Opening General Session
MC: Andy Ingraham, Founder/President/CEO, NABHOOD
Welcome: Keon Hardeman, Commissioner, City of Miami
Scholarship: Mitch Miller, Attorney/CEO, Miller Law Group
Pres. Report: Andy Ingraham, Founder/President/CEO, NABHOOD
Introduction: Norman Jenkins, President, Capstone Development / NABHOOD Board

06:00pm – 07:00pm
Asian American Hotel Owners Assoc.(AAHOA) Meet & Greet
Pre Function

07:00pm – 08:00pm
Asian American Hotel Owners Assoc.(AAHOA) Town Hall Meeting
Grand Ballroom

Topic: Business Meeting – Discussion with Elected Officials
MC: Bharat Patel, CHO, Florida Regional Director, AAHOA
Welcome: Hemant Patel, Former Chairman, AAHOA
Remarks: Vinay Patel, President/CEO, Fairbrook Hotels/Treasurer, AAHOA
Remarks: Jagruti Panwala, Chairwoman, AAHOA

06:30pm
***Bus departs for Off Property NABHOOD Opening Reception from the front street side of hotel

07:00pm - 09:00pm
NABHOOD Opening Reception
The Gabriel Miami Curio by Hilton

The Gabriel Miami, A tribute to individuality, productivity, design, and fashion in the heart of downtown Miami that flows with the beat of the city. Enjoy custom curated art, one-of-a-kind dining or dive into a cocktail. Savor the culture, be part of the scene or create one.

Sponsors: THE GABRIEL MIAMI - CROWN ROYAL - GREATER MIAMI CVB
Location: The Gabriel Miami Curio by Hilton
1100 Biscayne Blvd. Miami (6 blocks from host hotel)

*** Return transportation will not be provided.
<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>07:00am - 03:00pm</td>
<td>Registration</td>
<td>Pre Function</td>
</tr>
<tr>
<td>07:00am - 08:30am</td>
<td>Continental Breakfast</td>
<td>Pre Function</td>
</tr>
<tr>
<td>Sponsor: PepsiCo / Red Roof Inns / RLJ Lodging</td>
<td></td>
<td></td>
</tr>
<tr>
<td>08:00am - 09:20am</td>
<td>PLENARY SESSION</td>
<td>Grand Ballroom</td>
</tr>
<tr>
<td>08:00am - 08:05am</td>
<td>OPENING REMARKS</td>
<td>Grand Ballroom</td>
</tr>
<tr>
<td>Andy Ingraham, Founder/President/CEO, NABHOOD</td>
<td></td>
<td></td>
</tr>
<tr>
<td>08:05am – 09:05am</td>
<td>INDUSTRY OUTLOOK STATISTICALLY SPEAKING</td>
<td>Grand Ballroom</td>
</tr>
<tr>
<td>A comprehensive review on the performance of the Lodging Industry....the past, the present, the future</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Presenters: Robert Mandelbaum, Director of Research Information Services, CBRE/CBRE Hotels Americas Research</td>
<td></td>
<td></td>
</tr>
<tr>
<td>John Lancet, Senior Managing Director, HVS Consulting &amp; Valuation, HVS Intl.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bruce Ford, Senior V.P./Dir. Global Business Development, Lodging Econometrics</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Emile Gourieux, Business Development Executive, Hotels Mexico, STR Canada, Caribbean &amp; Mexico, STR</td>
<td></td>
<td></td>
</tr>
<tr>
<td>09:05am – 09:20am</td>
<td>BRAND USA UPDATE – What is Being Done to Attract</td>
<td>Grand Ballroom</td>
</tr>
<tr>
<td>International Visitors to the USA and What is the Impact of Our Travel Policy</td>
<td></td>
<td></td>
</tr>
<tr>
<td>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.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Presenter: Mike Fullerton, Senior Director, Public Affairs, Brand USA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>09:25am - 10:25am</td>
<td>GENERAL SESSION (A)</td>
<td>Grand Ballroom</td>
</tr>
<tr>
<td>EXECUTIVE FORUM - A VIEW FROM THE TOP</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Thoughts &amp; perspectives of experienced lodging leaders on a wide range of timely industry topics and its impact.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Moderator: Stefani C. O’Connor, Editor in Chief, Hotel Management/Questex Hospitality Group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ken Greene, President, Americas, Radisson Hotel Group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Warren Fields, CEO, Pyramid Hotel Group/NABHOOD Board</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bill Fortier, Senior V.P. Development, Americas, Hilton</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Eric Jacobs, Chief Devel. Officer, Select Service &amp; Extended Stay Brands, Marriott Intl.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Norman Jenkins, President, Capstone Development / NABHOOD Board</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10:00am – 04:00pm</td>
<td>Corporate Suites: Want to make a connection, meet or learn about new opportunities? Stop by and meet with company representatives in their Corporate Suite to learn about investment and franchise opportunities.</td>
<td>Marriott International Biscayne Island Room</td>
</tr>
</tbody>
</table>
10:25am – 10:35am  Networking Break
Sponsor:  PepsiCo / Choice Hotels International

10:35am - 11:35am  BREAKOUT SESSIONS

SESSION 06  Salon H/G
HOTEL FINANCING IN TODAY’S MARKETPLACE – HOW TO FIND DEBT & EQUITY
A discussion on the current hotel financing market and how to access capital for investments, acquisitions & new development?
Moderator:  Norman Jenkins, President, Capstone Development / NABHOOD Board
Panel:  Mike Hollman, VP, Mergers & Acquisitions & Capital Markets, Hilton
        Neil Freeman, Principal, Aries Capital, LLC
        Vinay Patel, President/CEO, Fairbrook Hotels/Treasurer, AAHOA
        Rogerio Basso, Principal Investment Officer/Head of Tourism, IDB Invest

SESSION 07  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.
Moderator:  Bruce Ford, Senior V.P./Dir. Global Business Development, Lodging Econometrics
Panel:  Edward L. Xanders, President, Interim Hospitality Consultants
        Agnes Pierre-Louis, Senior Consultant, Horwath HTL
        Chris DiBenedetto, Sr. Director Lodging Development, Marriott Intl.
        Juan Corvinos, Managing Director Development, LATAM, Hilton

SESSION 08  Salon A/B
BEST PRACTICES TO IDENTIFY & REDUCE EMPLOYMENT & LABOR LAW RISKS INCLUDING LITIGATION AVOIDANCE.
The owners are ultimately responsible for legal issues that their hotels may face.  This session will cover the types of employment/labor related claims filed against hotels & discuss steps that owners can take to put themselves in the best position to avoid & address legal claims.
Presenters:  Malcolm J. Ingram Esq., Attorney, Jackson Lewis, P.C.
            Sean C. Herring Esq., Partner, Jackson Lewis, P.C.
            Darrell Gay Esq., Partner, Arent Fox

11:40am – 12:40pm  MAINSTAGE  Grand Ballroom
NABHOOD DISTINGUISHED SPEAKER SERIES

The 1st Annual Thomas J. Baltimore Jr. Distinguished Speaker Series is a NABHOOD endowed session for Florida International University Chaplin School of Hospitality & Tourism Management and Florida Memorial University
Andy Ingraham, President/CEO of NABHOOD will sit down with Chris Nassetta, President/CEO of Hilton, for a lively discussion about his early days, his experience in the hospitality industry, his view on diversity & inclusion and people and philosophy that have guided him throughout his career.

Introduction: Michael Cheng, Interim Dean, Florida International University Chaplin School of Hospitality & Tourism Management

Interviewer: Andy Ingraham, President/CEO, NABHOOD

Interviewing: Christopher J. Nassetta, President/CEO, Hilton
SESSION 09
HOTEL DEVELOPMENT – WHERE ARE THE HOT OPPORTUNITIES & HOT MARKETS
What is new in the market today and what are the important factors for developers to consider and how can they find the right development partner to be successful?

Moderator: Roland Moudly, Principle, Hospitality Advisors
Panel: Lester Adams, Director Franchise Development, Emerging Markets, Choice Hotels Intl
Gregory Fox, VP, Development for the Red Collection, Red Roof Franchising
Corey Mitchel, Senior Director of Development SW Region, Hilton
Jeff Stephenson, VP, U.S. Franchise Development, G6 Hospitality

SESSION 10
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/private project.

Moderator: James Carras, President, Carras Community Investment
Panel: Norman Jenkins, President, Capstone Development / NABHOOD Board
Cornelius “Neil” Shiver, City of Miami CRA
Craig Livingston, Managing Partner, Exact Capital Group
Alan Cohan, Assistant County Administrator, Broward County, FL

SESSION 11
WOMEN CREATING THEIR OWN SPACE - BUILDING A SEAT AT THE TABLE.
Learn about the roles women are playing as they excel in changing the hospitality & lodging industry.

Moderator: Stefani C. O’Connor, Editor in Chief, Hotel Management/Questex Hospitality Group
Panel: Amanda Chivers, Managing Principal, Crown Hospitality Consulting
Stephanie Atiase, Senior Director, Corporate Strategy & Business Development, Hilton
Trusha Patel, Chief Business Development Officer, CrediVia
Alysia Massop, Sr. Manager, Full Service Franchising, Marriott International

SESSION 12
BUYING A HOTEL FRANCHISE OR SIGNING A MEMBERSHIP OR LICENSING AGREEMENT
When buying a franchise, membership or licensing agreement what’s really negotiable?
Hear from experts & learn what can make the difference in an agreement and how to create the right structure with good advice & negotiations so everybody wins.

Moderator: Dr. Jay S. Patel, Chairman, LHS Companies / NABHOOD Board
Panel: Bill Hall, SVP of Franchise Operations, Red Roof Inns
Stan Sanders, Regional Director, SureStay Hotels/Best Western Hotels & Resorts
Mitch Miller, Attorney/CEO, Miller Law Group
Tom Lorenzo, VP & Managing Director for the U.S. Northeast & Canada, Hilton

SESSION 13
ABC’S OF HOTEL FINANCING – THERE IS MONEY AVAILABLE FOR
CONVENTIONAL & SBA LOANS ...FOR GOOD BORROWERS & GOOD PROJECTS - WHAT IS 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.

Moderator: Steven Solomon Esq., Partner, Friedlander, Misler PLLC
Panel: Althea Harris, Marketing & Outreach, U.S. Small Business Administration
Beth Herdegen, V.P. Commercial Real Estate & SBA Lending, SEDCO
Mike Taylor, SVP Originations, Mag Mile Capital
Sandip Patel, VP, SBA/USDA Business Development Officer, Pacific Premier Bank

03:45pm - 04:45pm  SESSION 14(A) Grand Ballroom
SUPPLIER DIVERSITY FORUM
MINORITY VENDORS - WHAT ARE THE OPPORTUNITIES & HOW TO SUCCESSFULLY MARKET GOODS & SERVICES TO THE INDUSTRY
The hospitality industry is a multi-billion dollar industry that continues to grow. How can minority companies make the cut? What is corporate responsibility and how can vendors successfully prepare to take advantage of the growing opportunities in the industry?
Facilitators: Gladys Lopez, Senior Manager Supplier Diversity, Hilton
Itu Otu, Sr. Manager Supplier Diversity Strategic Sourcing, Wyndham Worldwide
Rombulus Matthews, Director Business Development, Avendra
Panel: Adrienne Trimble, President/CEO, National Minority Supplier Development Council
Warren Thompson, Chairman/President, Thompson Hospitality
Rajan Batra, Senior National Accounts Manager, HD Supply
Sandy-Michael McDonald, Director of Economic Devel & Small Business Broward County, FL
Hans Edwards, Partner, Edwards & Hill Office Furniture

04:45pm - 05:45pm  SESSION 14(B) Grand Ballroom
SUPPLIER DIVERSITY FORUM – SPEED MEETING
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/or representatives on site to discuss upcoming opportunities.
(Speed Meetings: Every 15 minutes a new opportunity will move to you)
Each supplier should bring a one page capability statement to share
Presenters: Adrienne Trimble, President/CEO, National Minority Supplier Development Council
Rombulus Matthews, Director Business Development, Avendra
Sandy-Michael McDonald, Director, Broward County Office of Economic Devel & Small Business
José E. Nido, VP - Global Supplier Diversity, Wyndham Destination
Rajan Batra, SrVP - Global Supplier Diversity National Accounts Mgr., HD Supply
Gladys Lopez, Senior Manager Supplier Diversity, Hilton
Itu Otu, Sr. Manager Supplier Diversity Strategic Sourcing, Wyndham Worldwide
Beatrice Louissaint, Pres./CEO, Florida State Minority Supplier Devel. Council
Warren Thompson, Chairman/President, Thompson Hospitality

04:50pm - 05:50pm  BREAKOUT SESSIONS
SESSION 15 Salon H/G
FRANCHISING MATTERS- SELECTING THE RIGHT FLAG FOR YOUR PROPERTY
Hospitality executives will share information on why the flag selection is important and what you should look for to create a great brand partner.

**Moderator:** John Lancet, Associate Managing Director, HVS International

**Panel:**
- Connor Wielgus, Regional Vice President, Development N. America, Hyatt Hotels
- Colleen O’Shea, Senior Manager of Development U.S. East and Canada
- John Johnson, Regional VP Development, InterContinental Hotels Group (IHG)
- Andrew Robins, Co-Chair, Hospitality Sector Team, Akerman LLP

**SESSION 16**  
**BUYING & SELLING HOTELS IN TODAY’S MARKET**

What’s happening in the hotel market today? Where are hotel values going? Should I buy, build, sell or hold? A discussion by a panel of experts who understand the industry is heading.

**Moderator:** Kent W. Schwarz, Executive Vice President, Colliers International Hotels

**Panel:**
- Rich Lillis, EVP & National Director Hotels USA, Colliers International
- Paul Weimer, Sr. Vice President, CBRE Hotels
- Omari Head, Associate, Paramount Lodging Advisors
- Herman Lipkis, Real Estate & Hospitality Attorney, Holland & Knight LLP

**SESSION 17**  
**HOTEL DEVELOPMENT, HOTEL ACQUISITION – WHERE IS THE MARKET GOING? HOW DO YOU KNOW IF THE TIME IS RIGHT**

**Moderator:** Steven Solomon Esq., Partner, Friedlander, Misler PLLC

**Panel:**
- Rob Mentnech, Regional Director SE U.S./Caribbean, Best Western International
- Hemant Patel, CHA, CHSP, Director, Franchise Development, Choice Hotels Intl
- Chris DiBenedetto, Sr. Director Lodging Development, Marriott Intl.
- Keith Oltchick, Sr. V.P. Business Development, Pyramid Hotel Group

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>06:00pm – 07:30pm</td>
<td>NABHOOD / CROWN ROYAL WHISKEY TASTING NETWORKING RECEPTION</td>
<td>Bayview Ballroom</td>
</tr>
<tr>
<td></td>
<td>Featuring Crown Royal, Johnny Walker &amp; Bulleit</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sponsor: Crown Royal / NABHOOD / Capstone Development</td>
<td></td>
</tr>
<tr>
<td>08:00pm – 11:00pm</td>
<td>Trade Show Set-up</td>
<td>Pre Function</td>
</tr>
<tr>
<td>06:00am – 08:00am</td>
<td>Trade Show Set-up</td>
<td>Pre Function</td>
</tr>
</tbody>
</table>
07:00am – 08:30am  Continental Breakfast  Pre Function
Sponsor: PepsiCo / Hyatt Hotels

07:00am – 08:00am  FUNDRAISER BREAKFAST/NABHOOD SCHOLARSHIP FUND  Fisher Island
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
We need your support to help build more diverse leaders........
Sponsor: Miller Law Group
Topic: Top 10 List – Hotel Ownership Legal Issues you need to know
Presenter: Mitch Miller, Attorney/CEO, Miller Law Group

“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.

08:00am - 08:55am  GENERAL SESSION (B)  Grand Ballroom
**STEPS TO BECOMING A SUCCESSFUL FIRST TIME HOTEL OWNER**
Going into the business! Steps you need to follow if you want to become a successful hotel owner
**Moderator:** Mitch Miller, Attorney/CEO, Miller Law Group
**Panel:**
- Evens Charles, President/CEO, Frontier Development & Hospitality Group
- John Koshivos, Vice President/Mgg. Director Devel. SE, Hilton
- Roland Schick, RVP Franchise Sales & Devel. East, InterContinental Hotels Group
- Brian Parker, RVP Devel., Equity Brand & Emerging Markets, Choice Hotels Intl.
- Navroz F. Saju Esq., CEO / President, HDG Hotels

09:00am – 04:00pm  CORPORATE SUITES: Want to make a connection, meet or learn about new opportunities?
Stop by and meet with company representatives in their Corporate Suite to learn about investment and franchise opportunities.

- Marriott International  Biscayne Island Room
- Hilton  San Marco Island Room
- U.S. Virgin Islands  Sunset Island Room
- Bahamas Ministry of Tourism  Bal Harbour Room
- NABHOOD Green Room  Fisher Island
- NABHOOD Sponsor Lounge  Hibiscus Island Room
- NABHOOD Media Room  Lummus Island

09:00am - 09:55am  PLENARY SESSION (A)  Grand Ballroom
**CAPITAL FORUM – FUNDING THE DEAL**
LOOKING FOR CAPITAL, HOW TO FIND EQUITY OR DEBT, WHY WOULD A JOINT VENTURE PARTNER FUND A PROJECT
If you are looking for investors or equity, let the experts tell you how you can attract capital including equity, joint venturing and debt and how they deploy their money in projects.
**Moderator:** C.J. Arlotta, Senior Editor, Hotel Business Magazine
**Panelist:**
- Raoul Thomas, Founder & CEO, CGI Merchant Group
- Ed Hoganson, CFO & CIO, Crestline Hotels & Resorts
10:00am - 10:55am  PLENARY SESSION (B)  Grand Ballroom  
INVESTOR FORUM – OPPORTUNITY ZONES – MAKING PROJECTS WORK  
Opportunity Zones are census tracts designated by state and federal governments targeted for economic development. Is this a new trend in the investment market for investors? What are the benefits and how do I access funding for projects?  
**Moderator:** James Carras, President, Carras Community Investment  
**Panel:** Craig Livingston, Managing Partner, Exact Capital Group  
Richmond McCoy, President/CEO, UrbanAmerica Advisors  
Barron Channer, CEO, WoodWater Investments  
John Lewis, Exec. V. P. /Chief Admin. Officer, Harbor Bankshares Corporation

10:00am – 04:00pm  NABHOOD Trade Show Open  Pre Function

11:00am – 11:30 am  Networking Break  Pre Function  
**Sponsor:** PepsiCo / InterContinental Hotels Group (IHG)

11:30am – 12:00pm  INVESTMENT & DEVELOPMENT OPPORTUNITIES  Salon C/D  
Representatives from countries, cities & companies will highlight development & investment opportunities currently available and how you to participate.  
**Moderators:** Jerry Butler, Chairman, Butler Investment Group  
**U.S.V.I.:** Shanell Petersen, Mgg. Director Marketing, U.S.V.I. Economic Devel. Authority  
**Hallandale, FL:** Dr. Jeremy Earle, Assistant City Mgr., City of Hallandale Beach  
**Tuscaloosa, AL:** Navroz F. Saju Esq., CEO / President, HDG Hotels

12:00pm – 01:00pm  BREAKOUT SESSIONS  
SESSION 18  Salon H/G  
BUILDING A SUCCESSFUL DEVELOPMENT TEAM  
How to select a development team that will ensure your project a success while understanding the importance of feasibility studies, appraisals, entitlement process, financial projections, partnerships and real estate acquisitions.  
**Moderator:** Mitch Miller, Attorney/CEO, Miller Law Group  
**Panel:** Dustin Jones,Esq, Director, Cornell University Baker Program in Real Estate  
Lester Adams, Director, Franchise Development, Emerging Markets, Choice Hotels Intl  
Amanda Chivers, Managing Principal, Crown Hospitality Consulting  
Mark Williams, Regional VP Development, Radisson Hotels

SESSION 19  Salon A/B  
MANAGING A HOTEL – WHAT IS THE WINNING FORMULA  
SELECTING THE RIGHT MANAGEMENT COMPANY OR GENERAL MANAGER  
What to look for in selecting a company or manager who will ensure your investment is maximized and your operation is well run and reflective in your bottom line.  
**Moderator:** Michael Hooper, General Manager, Hilton Miami Airport Blue Lagoon  
**Panel:** Scott M. McMahon, Executive VP Development, Marshall Hotels & Resorts Inc  
Michael Register, VP Development/Partner, Trust Hospitality  
Ed Hoganson, CFO & CIO, Crestline Hotels & Resorts
01:15pm – 02:15pm  Luncheon  NABHOOD INTERNATIONAL LUNCHEON  Grand Ballroom

MC:  Jerry C. Butler, Chairman, Butler Investment Group
Greetings:  Zane De Silva, Minister of Tourism, Bermuda
Remarks:  Joe Boschuite, Commissioner of Tourism, U.S. Virgin Islands
Remarks:  Julius Robinson, Sr. V.P. & Global Brand Leader, Classic Full Service Brands, Marriott
Introduction:  Andy Ingraham, Founder/President/CEO, NABHOOD
Speaker:  Verdun S. Perry, Sr. Mgg. Dir. & Global Head Strategic Partners, Blackstone

02:30pm – 03:30pm  PLENARY SESSION C  Salon A/B
CARIBBEAN INVESTMENT & DEVELOPMENT FORUM
What are the new opportunities for investments and development in the Caribbean
and what are the factors that need to be considered to ensure success.
Moderators:  Jerry Butler, Chairman, Butler Investment Group
Panel:  Roland Andy Burrows Jr., CEO, Bermuda Business Development Agency
        Louis Alicea, Senior Director of Devel Latin America & The Caribbean, Wyndham
        Pablo Maturana, Director, Development Latin America & Caribbean, Hilton
        Joe Boschuite, Commissioner of Tourism, U.S. Virgin Islands

02:30pm – 3:30pm  NABHOOD/Hotel Partners Supplier Diversity Meeting  Salon G
Facilitators:  Andy Ingraham, President/CEO, NABHOOD
            Marvin Owens Jr., Sr. Director of Economic Devel., NAACP
            Dawn Franklin Chase, Director of Diversity & Inclusion, NAACP

3:30pm – 3:50pm  INVESTMENT PRESENTATIONS (A)  Salon D
INVESTMENT & BUSINESS OPPORTUNITIES IN THE U.S. VIRGIN ISLANDS
Presenter:  Shanell Petersen, Mgg. Director Marketing, U.S.V.I. Economic Devel. Authority

3:30pm – 3:50pm  INVESTMENT PRESENTATIONS (B)  Salon B
HOTEL INVESTMENT OPPORTUNITY AT STILLMAN COLLEGE
A HBCU IN TUSCALOOSA, AL
Presenter:  Navroz F. Saju Esq., CEO / President, HDG Hotels

3:30pm – 3:50pm  INVESTMENT PRESENTATIONS (C)  Salon C
INVESTMENT & DEVELOPMENT OPPORTUNITY IN HALLANDALE, FL.
Presenter:  Dr. Jeremy Earle, Assistant City Mgr., City of Hallandale Beach

STARTING AT 4:00PM

6th ANNUAL INTERNATIONAL MULTICULTURAL & HERITAGE TOURISM SUMMIT & TRADE SHOW
JULY 26-28, 2019
NABHOOD Closing Reception
&
The 6th Annual Intl. Multicultural & Heritage Tourism Summit
Opening Reception
7:00pm – 9:30pm
An “Island Vibes” Sunset Tropical Cruise Reception
Sponsors
USVI Department of Tourism / Deleon Tequila / BM&T Magazine / Heineken

Boarding Time: 6:00pm South Beach Lady Yacht at Dock Behind Miami Marriott Biscayne Bay Hotel

NABHOOD full conference registration attendees will receive a separate invite by email to RSVP to attend the cruise reception. Conference attendees must RSVP in advance

SAVE THE DATE
NABHOOD 24th ANNUAL SUMMIT
JULY 22 – 24, 2020