

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

AGENDA *Subject to Change

Dress Code: Business

TUESDAY, JULY 23

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

WEDNESDAY, JULY 24

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

10:00am - 06:00pm **Registration** **Pre Function**

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

11:00am - 02:45pm **PLENARY SESSION** **Salon A/B/C/D**
INTRODUCTION TO THE ABC'S OF HOTEL OWNERSHIP
NEW & PROSPECTIVE HOTEL OWNERS ORIENTATION
NABHOOD CLASSROOM SESSIONS
Facilitator: Mitch Miller, Attorney/CEO, Miller Law Group

11:00am – 11:50am **SESSION 01** **Salon A/B/C/D**
**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*

11:55am – 12:45pm **SESSION 02** **Salon A/B/C/D**
**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)

12:50pm –01:40pm **SESSION 03** **Salon A/B/C/D**
STRUCTURING YOUR REAL ESTATE INVESTMENT, RASING CAPITAL AND ATTRACTING INVESTORS FOR HOTEL PROJECTS

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

01:45pm -02:30pm **SESSION 04** **Salon A/B/C/D**
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

Understanding the process to create a P3 that includes accessing public resources, TIF 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	Pre Function
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WEDNESDAY, JULY 24

03:00pm -04:15pm **SESSION 05** **Salon A/B/C/D**
LODGING MAGAZINE DIVERSITY ROUND TABLE

Why are African American entrepreneurs considering hotel ownership and investments and what can the brands do to attract more diverse owners.

Moderator: Ed McNeill, 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
 Bill Fortier, Senior V.P. Development, Americas, Hilton

04:15pm - 05:00pm **NABHOOD Hospitality Students Orientation** **Watson Island**

05:00pm - 06:00pm

Opening General Session

Grand Ballroom

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, Dine Brands Global

Owner of Applebees & IHOP Restaurants

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: *Jagruiti Panwala, Chairwoman, AAHOA*

06:15pm

****Bus departs every 15 mins for Off Property NABHOOD Opening Reception from the front street side of hotel. The last bus depart at 7:15pm*

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.*



07:00am - 03:00pm	Registration	Pre Function
07:00am - 08:30am	Continental Breakfast Sponsor: PepsiCo / Red Roof Inns / RLJ Lodging	Pre Function
08:00am - 09:20am	PLENARY SESSION	Grand Ballroom
08:00am - 08:05am	OPENING REMARKS <i>Andy Ingraham, Founder/President/CEO, NABHOOD</i>	Grand Ballroom
08:05am – 09:05am	INDUSTRY OUTLOOK STATISTICALLY SPEAKING <i>A comprehensive review on the performance of the Lodging Industry....the past, the present, the future</i> Presenters: <i>Robert Mandelbaum, Director of Research Information Services, CBRE/CBRE Hotels Americas Research</i> <i>John Lancet, Senior Managing Director, HVS Consulting & Valuation, HVS Intl.</i> <i>Bruce Ford, Senior V.P./Dir. Global Business Development, Lodging Econometrics</i> <i>Emile Gourieux, Business Development Executive, Hotels Mexico, STR Canada, Caribbean & Mexico, STR</i>	Grand Ballroom
09:05am – 09:20am	BRAND USA UPDATE – What is Being Done to Attract International Visitors to the USA and What is the Impact of Our Travel Policy <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 & enhance the image of the USA worldwide.</i> Presenter: <i>Mike Fullerton, Senior Director, Public Affairs, Brand USA</i>	Grand Ballroom
09:25am - 10:25am	GENERAL SESSION (A) EXECUTIVE FORUM - A VIEW FROM THE TOP <i>Thoughts & perspectives of experienced lodging leaders on a wide range of timely industry topics and its impact.</i> Moderator: <i>Stefani C. O'Connor, Editor in Chief, Hotel Management/Questex Hospitality Group</i> Panel: <i>Warren Fields, CEO, Pyramid Hotel Group/NABHOOD Board</i> <i>Bill Fortier, Senior V.P. Development, Americas, Hilton</i> <i>Eric Jacobs, Chief Devel. Officer, Select Service & Extended Stay Brands, Marriott Intl.</i> <i>Norman Jenkins, President, Capstone Development / NABHOOD Board</i>	Grand Ballroom
10:00am – 04:00pm	Corporate Suites: Want to make a connection, meet or learn about new opportunities? <i>Stop by and meet with company representatives in their Corporate Suite to learn about investment and franchise opportunities.</i> <i>Marriott International</i> <i>Hilton</i> <i>U.S. Virgin Islands</i> <i>Bahamas Ministry of Tourism</i> <i>NABHOOD Green Room</i> <i>NABHOOD Sponsor Lounge</i> <i>NABHOOD Media Room</i>	<i>Biscayne Island Room</i> <i>San Marco Island Room</i> <i>Sunset Island Room</i> <i>Bal Harbour Room</i> <i>Fisher Island</i> <i>Hibiscus Island Room</i> <i>Lummus Island</i>

10:25am – 10:35am	Networking Break Sponsor: PepsiCo / Choice Hotels International	Pre Function
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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
Rogério Basso, Principal Investment Officer/Head of Tourism, IDB Invest
Michael Dean, Head of North American Hotel Business Devel., Hardrock Intl.

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

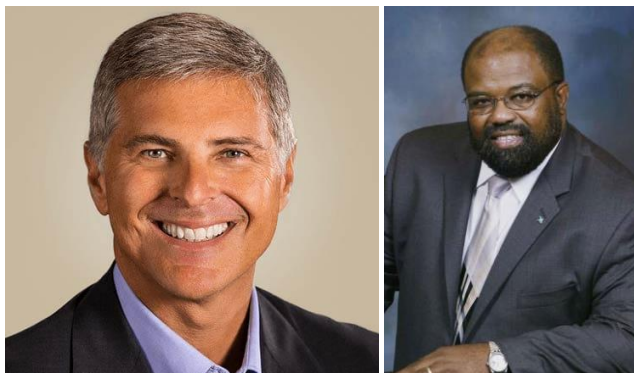
SESSION 08 **Salon A/B**

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

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



Chris Nassetta Andy Ingraham

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

NABHOOD SCHOLARSHIP & AWARDS LUNCHEON



- MC:** *Norman Jenkins, President, Capstone Development / NABHOOD Board*
 - Welcome:** *Dana Young, President/CEO, Visit Florida*
 - Welcome:** *Francis X. Suarez, Mayor, City of Miami*
 - Greetings:** *Jagruti Panwala, Chairwoman, AAHOA*
 - Greetings:** *Isiah Thomas, Chairman/CEO, Isiah International / NBA Hall of Fame*
 - Greetings:** *Hon. Zane De Silva, Minister of Tourism, Bermuda*
 - Remarks:** *Bill Fortier, Senior V.P. Development, Americas, Hilton*
- NABHOOD AWARDS & SCHOLARSHIP PRESENTATION**
- Introduction:** *Andy Ingraham, Founder/President/CEO, NABHOOD*

Speaker



**R. Donahue Peebles, Chairman/CEO
The Peebles Corporation**

02:30 pm - 03:30pm

BREAKOUT SESSIONS

SESSION 09

Salon H/G

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 Mouly, 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

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/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

Salon A/B/C/D

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

03:30pm - 03:45pm

Networking Break

Pre Function

Sponsor: PepsiCo / Best Western International

03:45pm - 04:45pm

BREAKOUT SESSIONS

SESSION 12

Salon H/G

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

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, Mislner 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/USDABusiness 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-Micheal 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 MEETINGS

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-Micheal 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

Salon K/J

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

Salon A/B

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

Moderator: *Steven Solomon Esq., Partner, Friedlander, Mislner 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

06:00pm – 07:30pm

**NABHOOD / CROWN ROYAL WHISKEY TASTING
NETWORKING RECEPTION**

Bayview Ballroom

Featuring Crown Royal, Johnnie Walker & Bulleit

Sponsor: Crown Royal / NABHOOD / Capstone Development



08:00pm – 11:00pm

Trade Show Set-up

Pre Function

06:00am – 08:00am	Trade Show <u>Set-up</u>	Pre Function
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07:00am - 03:00pm	Registration	Pre Function
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07:00am – 08:30am	Continental Breakfast Sponsor: PepsiCo / Hyatt Hotels	Pre Function
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07:00am – 08:00am	FUNDRAISER BREAKFAST/NABHOOD SCHOLARSHIP FUND <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 We need your support to help build more diverse leaders.....</i> Sponsor: Miller Law Group Topic: Top 10 List – Hotel Ownership Legal Issues you need to know Presenter: Mitch Miller, Attorney/CEO, Miller Law Group	Fisher Island
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"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) STEPS TO BECOMING A SUCCESSFUL FIRST TIME HOTEL OWNER <i>Going into the business! Steps you need to follow if you want to become a successful hotel owner</i> 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	Grand Ballroom
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09:00am – 04:00pm	COPORATE SUITES: Want to make a connection, meet or learn about new opportunities? <i>Stop by and meet with company representatives in their Corporate Suite to learn about investment and franchise opportunities.</i> Marriott International Hilton U.S. Virgin Islands Bahamas Ministry of Tourism NABHOOD Green Room NABHOOD Sponsor Lounge NABHOOD Media Room	Biscayne Island Room San Marco Island Room Sunset Island Room Bal Harbour Room Fisher Island Hibiscus Island Room Lummus Island
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09:00am - 09:55am	PLENARY SESSION (A) CAPITAL FORUM – FUNDING THE DEAL LOOKING FOR CAPITAL, HOW TO FIND EQUITY OR DEBT, WHY WOULD A JOINT VENTURE PARTNER FUND A PROJECT? <i>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.</i> Moderator: C.J. Arlotta, Senior Editor, Hotel Business Magazine Panelist: Raoul Thomas, Founder & CEO, CGI Merchant Group	Grand Ballroom
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Ed Hoganson, CFO & CIO, Crestline Hotels & Resorts
Fernando Fernandez, VP of Development, Apple Leisure Group
Rogerio Basso, Principal Investment Officer/Head of Tourism, IDB Invest

10:00am - 10:55am	PLENARY SESSION (B) 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 what are the benefits and how do I access funding for projects? <i>Moderator: James Carras, President, Carras Community Investment</i> <i>Panel: Craig Livingston, Managing Partner, Exact Capital Group</i> <i>Richmond McCoy, President/CEO, UrbanAmerica Advisors</i> <i>Barron Channer, CEO, WoodWater Investments</i> <i>John Lewis, Exec. V. P. /Chief Admin. Officer, Harbor Bankshares Corporation</i>	Grand Ballroom
10:00am – 04:00pm	NABHOOD Trade Show Open	Pre Function
11:00am – 11:30 am	Networking Break Sponsor: PepsiCo / InterContinental Hotels Group (IHG)	Pre Function
11:30am – 12:00pm	INVESTMENT & DEVELOPMENT OPPORTUNITIES <i>Representatives from countries, cities & companies will highlight development & Investment opportunities currently available and how you to participate.</i> <i>Moderator: Jerry Butler, Chairman, Butler Investment Group</i> <i>Presenters: U.S.V.I.: Shanell Petersen, Mgg. Dir. Marketing, U.S.V.I. Economic Devel. Auth.</i> <i>Hallandale, FL: Dr. Jeremy Earle, Assistant City Mgr., City of Hallandale Beach</i> <i>Tuscaloosa, AL: Navroz F. Saju Esq., CEO / President, HDG Hotels</i>	Salon C/D
12:00pm – 01:00pm	BREAKOUT SESSIONS SESSION 18 BUILDING A SUCCESSFUL DEVELOPMENT TEAM <i>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.</i> <i>Moderator: Mitch Miller, Attorney/CEO, Miller Law Group</i> <i>Panel: Dustin Jones, Esq, Director, Cornell University Baker Program in Real Estate</i> <i>Lester Adams, Director, Franchise Development, Emerging Markets, Choice Hotels Intl</i> <i>Amanda Chivers, Managing Principal, Crown Hospitality Consulting</i> <i>Mark Williams, Regional VP Development, Radisson Hotels</i>	Salon H/G
	SESSION 19 MANAGING A HOTEL – WHAT IS THE WINNING FORMULA SELECTING THE RIGHT MANAGEMENT COMPANY OR GENERAL MANAGER <i>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.</i> <i>Moderator: Michael Hooper, General Manager, Hilton Miami Airport Blue Lagoon</i> <i>Panel: Scott M. McMahon, Executive VP Development, Marshall Hotels & Resorts Inc</i> <i>Michael Register, VP Development/Partner, Trust Hospitality</i> <i>Ed Hoganson, CFO & CIO, Crestline Hotels & Resorts</i> <i>David C. Attardi, Director, Franchise Development, Choice Hotels Intl</i>	Salon A/B

01:15pm – 02:15pm

Luncheon

NABHOOD INTERNATIONAL LUNCHEON

Grand Ballroom



MC: Jerry C. Butler, Chairman, Butler Investment Group
Welcome: Dale Holness, Vice Mayor, Broward County, FL.
Greetings: Joe Boschuite, Commissioner of Tourism, U.S. Virgin Islands
Greetings: Denella Ri'chard, Sr. Dir., Trade Comm. & Engagement, Holland America Line
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

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