

**NABHOOD 2012 SUMMIT AGENDA**  
**Tentative Agenda (Subject to Change)**

**WEDNESDAY, JULY 25**

<b>08:00am</b>	<b><i>NABHOOD Scholarship Golf Tournament - Blue Monster Course Benefit HBCU Schools &amp; Minority Hospitality Students Tee Off</i></b>	
<b>10:00am - 06:00pm</b>	<b><i>Registration</i></b>	<b><i>Gallery</i></b>
<b>12:00pm - 02:00pm</b>	<b><i>(A) Introduction to the ABC's of Hotel Ownership New &amp; Prospective Hotel Owners Orientation</i></b>	<b><i>Grand Ballroom B</i></b>
<b>02:00pm - 02:15pm</b>	<b><i>Networking Refreshment Break</i></b>	<b><i>Pre-Assembly</i></b>
<b>02:15pm - 03:45pm</b>	<b><i>Introduction to the ABC's of Public/Private Partnership, Financing and Incentives</i></b>	<b><i>Grand Ballroom B</i></b>

**Committee Meetings**

<b>03:45pm - 04:30pm</b>	<b><i>Supplier Committee Meeting Financing, Franchising, Development Committee Meeting Student Education &amp; Career Opportunities Committee Meeting</i></b>	<b><i>Oak Room Wildwood Room Palm South</i></b>
<b>04:30pm - 05:15pm</b>	<b><i>NABHOOD Hospitality Students Orientation</i></b>	<b><i>Doral D</i></b>
<b>05:30pm - 06:45pm</b>	<b><i>Opening General Session</i></b>	<b><i>Grand Ballroom B</i></b>
<b>07:00pm - 08:30pm</b>	<b><i>Chairman's Welcome Reception</i></b>	<b><i>Lobby Lounge</i></b>

**THURSDAY, JULY 26**

<b>07:00am - 03:00pm</b>	<b><i>Registration</i></b>	<b><i>Gallery</i></b>
<b>07:00am - 08:00am</b>	<b><i>Continental Breakfast</i></b>	<b><i>Pre-Assembly</i></b>
<b>08:00am - 08:05am</b>	<b><i>OPENING REMARKS</i></b>	<b><i>Grand Ballroom B</i></b>
<b>08:05am - 08:55am</b>	<b><i>INDUSTRY UPDATE – Past...Present...Future Review of 2012 &amp; Preview of Trends for 2013</i></b>	<b><i>Grand Ballroom B</i></b>
<b>08:55am - 09:20am</b>	<b><i>U.S. TRAVEL PROMOTION ACT AND ITS ECONOMIC IMPACT</i></b>	
<b>09:20am - 09:35am</b>	<b><i>NABHOOD UPDATE ON SUPPLIER DIVERSITY</i></b>	
<b>09:45am - 11:00am</b>	<b><i>GENERAL SESSION EXECUTIVE ROUNDTABLE</i></b>	<b><i>Grand Ballroom B</i></b>
<b>11:00am - 11:15am</b>	<b><i>Networking Break</i></b>	<b><i>Pre-Assembly</i></b>
<b>11:15am - 12:15pm</b>	<b><i>CONCURRENT WORKSHOPS</i></b>	
<b>Workshop 1</b>	<b><i>ABC'S OF HOTEL FINANCING – TODAY'S CHANGING MARKETS</i></b>	<b><i>Doral A</i></b>

<i>Workshop 2</i>		<i>Doral B</i>
	<b>HOTEL DEVELOPMENT &amp; OWNERSHIP</b>	
<i>Workshop 3</i>		<i>Doral C</i>
	<b>FEASIBILITY &amp; MARKETING STUDIES - WHY ARE THEY SO IMPORTANT? AN OVERVIEW OF THE STEPS NECESSARY TO DETERMINE SUCCESS</b>	
<b>12:30pm - 01:45pm</b>	<b>NABHOOD SCHOLARSHIP &amp; AWARDS LUNCHEON</b>	<b>Grand Ballroom B</b>
<b>02:00pm - 03:00pm</b>	<b>CONCURRENT WORKSHOPS</b>	
<i>Workshop 4</i>		<i>Doral A</i>
	<b>DEVELOPMENT OR ACQUISITION - "WHICH IS BEST FOR YOU?"</b>	
<i>Workshop 5</i>		<i>Doral B</i>
	<b>PUBLIC/PRIVATE PARTNERSHIPS - USING GOVERNMENT &amp; OTHER INCENTIVES TO DEVELOP HOTEL &amp; MIXED USE PROJECTS</b>	
<i>Workshop 6</i>		<i>Doral C</i>
	<b>FRANCHISING – FINDING THE RIGHT LOCATION</b>	
<b>03:00pm - 03:15pm</b>	<b>Networking Break</b>	<b>Pre-Assembly</b>
<b>03:15pm - 04:15pm</b>	<b>CONCURRENT WORKSHOPS</b>	
<i>Workshop 7</i>		<i>Doral B</i>
	<b>NEGOTIATING HOTEL FRANCHISE AGREEMENTS - YOU CAN'T ALWAYS GET WHAT YOU WANT - BUT YOU NEED TO UNDERSTAND IT.</b>	
<i>Workshop 8</i>		<i>Doral C</i>
	<b>ABC'S OF HOTEL FINANCING (SBA) - SMALL BUSINESS DEVELOPMENT LOANS FOR HOTELS</b>	
<b>03:15pm - 05:15pm</b>		
<i>Workshop 9(A)</i>		<i>Doral D</i>
	<b>HOW MINORITY VENDORS CAN BE SUCCESSFUL MARKETING GOODS &amp; SERVICES TO HOTEL OWNERS AND THE LODGING INDUSTRY</b>	
<i>Workshop 9(B)</i>		<i>Doral D</i>
	<b>MINORITY VENDORS OPPORTUNITY OUTREACH WORKSHOP (Vendors Only) (Speed Meeting - Every 20 minutes a new opportunity will move to you) 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 &amp; Asian American hotel ownership groups. They will have project managers and representatives on site to discuss upcoming opportunities.</b>	
<b>04:30pm - 05:30pm</b>	<b>CONCURRENT WORKSHOPS</b>	
<i>Workshop 10</i>		<i>Doral A</i>
	<b>FRANCHISING - HOW TO SELECT THE RIGHT BRAND FOR YOUR MARKET</b>	
<i>Workshop 11</i>		<i>Doral B</i>
	<b>BUYING &amp; SELLING HOTELS IN TODAY'S MARKET</b>	
<i>Workshop 12</i>		<i>Doral C</i>
	<b>INVESTING IN HOTEL DEALS &amp;/or CREATING PARTNERSHIPS</b>	

8:00pm - 11:00pm Trade Show Set-up Pre-Assembly

**FRIDAY, JULY 27**

06:00am - 08:00am Trade Show Set-up Pre-Assemble

07:00am - 03:00pm Registration Gallery

07:00am - 08:30am Continental Breakfast Pre-Assemble

08:00am - 08:55am GENERAL SESSION Grand Ballroom B

09:00am - 10:10am PLENARY SESSION Grand Ballroom B

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

10:10am - 11:45 pm Networking Break Pre-Assemble

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

11:45pm - 12:45pm CONCURRENT WORKSHOPS

Workshop 13 Doral A

STRUCTURING A HOTEL DEVELOPMENT TEAM

Workshop 14 Doral B

HOTEL OWNERSHIP THROUGH JOINT VENTURES & PARTNERSHIPS

Workshop 15 Doral C

HOTEL FINANCING – SOURCING CAPITAL, RAISING EQUITY &  
DEBT FOR YOUR HOTEL PROJECT

01:00pm – 02:30pm Luncheon Grand Ballroom B

02:45pm – 03:45pm CONCURRENT WORKSHOPS

Workshop 16 Doral A

A NEW GENERATION OF HOTEL OWNERSHIP - MAKING A DIFFERENCE

Workshop 17 Doral B

SELECTING A HOTEL MANAGEMENT COMPANY &/or a GENERAL MANAGER

Workshop 18 Doral C

CARIBBEAN DEVELOPMENT & INVESTMENT OPPORTUNITIES

Workshop 19 Doral D

MINORITY SUPPLIER WORKSHOP-MARKETING YOU AND YOUR BUSINESS

03:45pm – 04:00pm Networking Break Pre-Assembly

04:00pm – 05:00pm CONCURRENT WORKSHOPS

Workshop 20 (Student Workshop) Doral D

TOURISM EDUCATION FUTURE INITIATIVE (TEFI)

Workshop 21 Doral A

BP OIL SPILL UPDATE

Latest update on the worst oil spill disaster and how it is impacting the hospitality  
Industry and what compensation hotel owners are entitled to

**SATURDAY, JULY 28**

**08:00am - 08:30am**    *Continental Breakfast*

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

**PANEL OF HOSPITALITY & INDUSTRY LEADERS**

*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.*

**Grand Ballroom B**

**PLENARY SESSION**

**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.*

**Doral A**

**12:00pm - 01:00pm**    **STUDENT HOSPITALITY LUNCHEON**

**Grand Ballroom B**