



MONDAY, JANUARY 28, 2019

7:00am-8:00pm REGISTRATION & INFORMATION

9:00am-11:00am WOMEN'S LEADERSHIP FORUM – LOOKING AT TODAY, TOMORROW, & BEYOND
 Moderator: **Kathleen C. Matthews**, Award Winning Journalist & Former Marriott International Executive
 Panelists: **Nicole Agnew**, Managing Director, Goldman Sachs
Caroline Beteta, President & CEO, Visit California
Catherine Powell, President, Disney Parks West, The Walt Disney Company
Gillian Zucker, President, Business Operations, L.A. Clippers

11:00am-12:00pm HOTEL INVESTMENTS 101 – FROM ACRONYMS TO ZONING
 A special session designed to help newcomers navigate the hotel investment world.
 Moderator: **Andrea L. Belfanti**, Executive Director, ISHC
 Panelists: **Kristie Dickinson**, Executive Vice President, CHMWarnick
Lynne Roberts, EVP Capital Markets, Aimbridge Hospitality
A.J. Singh, Founding Director & Professor, Hospitality and Tourism Management,
 The University of Texas - Rio Grande Valley

11:30am-12:30pm THE NEW ALIS TECH CHALLENGE: WHAT'S HOT IN TECHNOLOGY?
 Let the hotel owners be the judge!
 Moderator: **Rob Torres**, Managing Director, Google
 Judges: **Robert A. Alter**, President, Seaview Investors, LLC
Maki N. Bara, President & Co-Founder, Chartres Lodging
Kurien Jacob, Principal, Highgate Ventures
 Presenters: **Richard Lamb**, Chief Digital Officer, 4DPresence/4Dp Live
Ali Moloo, Founder/COO, myDigitalOffice
Alpa M. Patel, Founder & CEO, Spaceez
Alexandra Fernandez Ramos, Co-Founder and Chief Product & Sales, Travelsify
Connie Rheams, Global Head of Hospitality, Beekeeper
Robert Stevenson, CEO, Intelity

11:30am-1:30pm BUFFET LUNCH & NETWORKING

12:00pm-1:00pm ALIS PRESENTS – SPEED MEET
 It's Speed Dating – ALIS Style! If you are coming to ALIS to meet people, Speed Meet is a great way to start! Participants should bring a lot of business cards to this session.
 Facilitators: **Michelle Finn**, VP Boutique Design Group, Emerald Expositions
Kenneth R. Greger, Partner - Travel & Hospitality Practice, Ward Howell International

1:30pm-5:30pm PLENARY SESSION IN THE WORLD-RENOWNED MICROSOFT THEATER



Formerly Nokia Theatre L.A. LIVE

ALIS GRAND OPENING – INVESTING TODAY, TOMORROW, & BEYOND

WELCOME & OPENING REMARKS
 Speakers: **Geoff Ballotti**, Chairman, AHLA and President & CEO, Wyndham Hotels & Resorts
James E. Burba, Chair, ALIS and Co-Founder, BHN
Chip Rogers, President & CEO, American Hotel & Lodging Association

CEO EXCHANGE – ALIS WELCOMES GOLDMAN SACHS
 Host: **Christopher J. Nassetta**, President & CEO, Hilton
 Guest: **David M. Solomon**, Chairman & CEO, The Goldman Sachs Group, Inc

TRAVEL & TOURISM – TODAY, TOMORROW, & BEYOND
 Moderator: **Caroline Beteta**, President & CEO, Visit California
 Panelists: **Brian Crawford**, SVP Government Affairs, American Hotel & Lodging Association
Roger Dow, President & CEO, U.S. Travel Association
Gloria R. Guevara Manzo, President & CEO, World Travel & Tourism Council



MONDAY, JANUARY 28, 2019

THE ALIS LIFETIME ACHIEVEMENT AWARD
 Presenter: **James E. Burba**, Chair, ALIS and Co-Founder, BHN
 Recipient: **Stewart Bainum, Jr.**, Chairman, Choice Hotels International, Inc.

CEO EXCHANGE – ALIS WELCOMES DELTA AIR LINES
 Host: **Keith Barr**, Chief Executive Officer, IHG
 Guest: **Ed Bastian**, Chief Executive Officer, Delta Air Lines

THE FUTURE OF TECHNOLOGY & HOW IT IMPACTS THE HOTEL INDUSTRY
 Speaker: **James A. Whittaker**, Distinguished Engineer, Microsoft

5:30pm-8:00pm **GALA OPENING RECEPTION**
 Hosted By:



TUESDAY, JANUARY 29, 2019

7:00am-6:30pm **REGISTRATION & INFORMATION**

7:00am-8:00am **CONTINENTAL BREAKFAST**

8:00am-10:15am **PLENARY SESSION**

WELCOME BACK
 Speaker: **James E. Burba**, Chair, ALIS and Co-Founder, BHN

THE NUMBERS – WHAT TO EXPECT IN 2019 & BEYOND?
 Moderator: **Kristian Gathright**, EVP & COO, Apple Hospitality REIT
 Speakers: **Cindy Estis Green**, CEO and Co-Founder, Kalibri Labs
Vail S. Ross, SVP, STR
Mark Woodworth, Senior Managing Director, CBRE Hotels
Mark Wynne Smith, Global CEO - Hotels, JLL

BOARDROOM BROADCAST: INVESTING TODAY, TOMORROW, & BEYOND – EPISODE ONE
 Moderator: **Suzanne Mellen**, Senior Managing Director, HVS
 Panelists: **Michael George**, President & CEO, Crescent Hotels & Resorts
Ken Greene, President, Americas, Radisson Hotel Group
Dave Johnson, Chairman & CEO, Aimbridge Hospitality
Greg Mount, President & CEO, RLH Corporation

ISHC CAPEX 2018: THE RELEASE OF A NEW STUDY OF CAPITAL EXPENDITURES IN THE HOTEL INDUSTRY
 Presenter: **Alan Benjamin**, Co-Chair, CapEx and President, Benjamin West

BOARDROOM BROADCAST: INVESTING TODAY, TOMORROW, & BEYOND – EPISODE TWO
 Moderator: **Chip Rogers**, President & CEO, American Hotel & Lodging Association
 Panelists: **Geoff Ballotti**, President & CEO, Wyndham Hotels & Resorts
David Kong, President & CEO, Best Western Hotels & Resorts
Rob Palleschi, Chief Executive Officer, G6 Hospitality
Champ Patel, CEO, Champion Hotels

10:15am-10:45am **NETWORKING BREAK**

10:45am-11:30am **BREAKOUT SESSIONS**

SESSION 01 CONVERGENCE OF RISK & TECHNOLOGY: WHO IS RESPONSIBLE (OWNERS, BRANDS, OPERATORS)?
 Moderator: **Upen Sachdev**, Principal, Deloitte
 Panelists: **Dorothy Dowling**, Chief Marketing Officer, Best Western Hotels & Resorts
John Linss, VP Strategic Investments, Caesars Entertainment
Robert McDowell, Chief Commercial Officer, Choice Hotels International, Inc.



TUESDAY, JANUARY 29, 2019

SESSION 02 SEGMENT TRACK: BOUTIQUE & LIFESTYLE HOTELS

Moderator: **Christopher Lee**, Partner, Dentons
 Panelists: **Arash Azarbarzin**, President, SH Hotels & Resorts
Aly El-Bassuni, SVP, Operations, Americas, Radisson Hotel Group
Michael A. Fuerstman, Co-Founder & Director, Pendry Hotels
Kathleen Reidenbach, Chief Commercial Officer, Kimpton

SESSION 03 HOTEL CO-WORKING SPACES – IS IT A FAD OR THE FUTURE?

Moderator: **Scott Homa**, Senior Director of Research, JLL
 Panelists: **Tanner Campbell**, VP, Eaton Workshop
Austin Flajser, President, Carr Companies
Lionel Sussman, VP Global Design, Marriott International
Josh M. Wyatt, CEO, NeueHouse

SESSION 04 DEVELOPMENT TRACK: THE CDO'S OUTLOOK

Moderator: **Rebecca L. Flemming**, Vice President, Park Hotels & Resorts
 Panelists: **Jim Chu**, Global Head of Development, Hyatt Hotels Corporation
David Pepper, Chief Development Officer, Choice Hotels International, Inc.
Marco Roca, President and CDO, Caesars Entertainment
Paul Sacco, EVP, President of Global Development, RLH Corporation

SESSION 05 CREATIVE BOTTOMLINE STRATEGIES FOR OPTIMIZING YOUR ASSET

Moderator: **Francis J. Nardoza**, Chairman & CEO, REH Capital Partners, LLC
 Panelists: **James Carroll**, President & CEO, Crestline Hotels & Resorts
Chad F. Sorensen, Managing Director & EVP, CHMWarnick
JJ Steeley, VP, Customer Experience, Carbon Lighthouse
Rob Tanenbaum, EVP Asset Management, Park Hotels & Resorts

SESSION 06 ACQUISITION TRACK: OPPORTUNITIES BEYOND THE GATEWAY MARKETS

Moderator: **Billy L. Brown**, CEO, LodgeCap, Inc.
 Panelists: **Tom Barber**, Chief Strategy & Development Officer, Wyndham Hotels & Resorts
Mary Beth Cutshall, Chief Development Officer, HVMG and Managing Principal, Amara Capital
Clint W. Hodges, Senior Vice President, Hodges Ward Elliott
Mehul Patel, CEO & Chairman, NewcrestImage

SESSION 07 DEVELOPMENT TRACK: BRAND SELECTION IN THE ERA OF PROLIFERATION & CONSOLIDATION

Moderator: **Jonas Niermann**, Director - Hospitality, PwC
 Panelists: **Greg Doman**, SVP Development NCA, AccorHotels
Chip Ohlsson, EVP & Chief Development Officer, Wyndham Hotels & Resorts
Rick Takach, Chairman & CEO, Vesta Hospitality
Dianna F. Vaughan, SVP/Hilton All Suites Brands, Hilton

11:30am-2:00pm EXTENDED NETWORKING BUFFET LUNCH

This extended buffet-style networking lunch allows the convenience of eating whenever you'd like during a busy day full of meetings and conference content. Grab a bite and head off to a session!

12:00pm-12:45pm BREAKOUT SESSIONS

SESSION 08 DEVELOPMENT TRACK: NEGOTIATING MANAGEMENT CONTRACTS

Moderator: **Andrew Wharton**, Managing Director, REH Capital Partners, LLC
 Panelists: **Lynn Cadwalader**, Partner, DLA Piper LLP (US)
Robert Kline, CEO & Co-Founder, The Chartres Lodging Group, LLC
Cliff Risman, Partner, Foley Gardere
Terry Sanders, Chief Development Officer, Radisson Hotel Group

SESSION 09 ACQUISITION TRACK: OPPORTUNITIES IN THE GATEWAY MARKETS

Moderator: **Benjamin Tschann**, Attorney, Goodwin
 Panelists: **Jared H. Kelso**, Managing Director, Cushman & Wakefield
Kevin E. Mallory, Global Head of CBRE Hotels, CBRE Hotels
Louis Stervinou, Managing Director, Eastdil Secured
Lawrence B. Wolfe, Vice Chairman and Co-Head, Newmark Knight Frank



TUESDAY, JANUARY 29, 2019

SESSION 10 SEGMENT TRACK: SELECT-SERVICE HOTELS
 Moderator: **Colby Weaver Walker**, Design & Purchasing Manager, IRC/InterMountain Management
 Panelists: **Heather Balsley**, SVP, Global Marketing, IHG
Michael Marquez, SVP Development, RLH Corporation
Ron Pohl, SVP & COO, Best Western Hotels & Resorts
Ricky Raman, Chief Operating Officer, PeachState Hospitality

SESSION 11 INVESTMENT OPPORTUNITIES IN CANADA
 Moderator: **Bill Stone**, Executive Vice President, CBRE Hotels
 Panelists: **Matthew Cornell**, VP - Investments, InnVest Hotels
Bettina Graef-Parker, Managing Director, Aareal Bank AG
Eric G. Watson, President, MasterBUILT Hotels Ltd.

12:55pm-1:40pm BREAKOUT SESSIONS

SESSION 12 CAPITAL MARKETS – WHAT ARE THE DEBT FINANCING OPTIONS?
 Moderator: **Peter Benudiz**, Partner, Sidley
 Panelists: **John I. Bralower**, Principal/MD, Avison Young
Andrew Coleman, Senior Managing Director, Berkadia
Jonathan Firestone, Managing Director, Eastdil Secured
James Salter, Founder, CM&D
Robert B. Stiles, Principal & Managing Director, RobertDouglas

SESSION 13 ACQUISITION TRACK: THE BENEFITS & IMPACTS OF BRANDS, BRAND STANDARDS, & PIPs
 Moderator: **Tom Huffsmith**, Senior Managing Director, CBRE Hotels
 Panelists: **Gary E. Axelrod**, Partner, Latham & Watkins LLP
Janis Cannon, Senior Vice President, Choice Hotels International, Inc.
James Francque, Head of Transactions, Hyatt Hotels Corporation
Steen Petri, SVP Investments, HEI Hotels & Resorts

SESSION 14 DEVELOPMENT TRACK: MULTI-BRANDING – IS TWO OR THREE BETTER THAN ONE?
 Moderator: **Chuck Pinkowski**, Owner, Pinkowski & Company
 Panelists: **Tina Burnett**, VP, Strategy and Development, G6 Hospitality
Jordan Ray, Principal, Mission Capital
Julienne Smith, SVP, Development, Hyatt Hotels Corporation
Benjamin Young, VP of Asset Management, AEG

SESSION 15 SEGMENT TRACK: LUXURY HOTELS
 Moderator: **Raj Chandnani**, Vice President, Strategy, WATG | Wimberly Interiors
 Panelists: **Kevin Frid**, Chief Operating Officer, NCA, AccorHotels
Robert Hee, COO, Canyon Equity LLC
Jason Herthel, President & COO, Montage International
Daniel Peek, Senior Managing Director, HFF

1:50pm-2:35pm BREAKOUT SESSIONS

SESSION 16 SEGMENT TRACK: THE REBIRTH OF FULL-SERVICE HOTELS
 Moderator: **Amanda Chivers**, Managing Principal, Crown Hospitality
 Panelists: **John S. Hamilton**, SVP Business Development, Pyramid Hotel Group
Rich Lillis, National Director Hotels USA, Colliers International
Vera N. Manoukian, SVP/Global Head, Hilton
Shawn Tuli, SVP, Hersha Hospitality

SESSION 17 ACQUISITION TRACK: THE WALL STREET OUTLOOK
 Moderator: **Michael D. Bluhm**, EVP, CFO, Host Hotels & Resorts
 Panelists: **Naftali Holtz**, Managing Director, Goldman, Sachs & Co
Lawrence Y. Kwon, Managing Director, Moelis & Company
Bradley G. Langner, Managing Director, Piper Jaffray & Co.
Tyler Rindler, Managing Director, Morgan Stanley



TUESDAY, JANUARY 29, 2019

SESSION 18 DEVELOPMENT TRACK: SMART CONSTRUCTION STRATEGIES

Moderator: **Rick Besse**, President, The Winslow Group
 Panelists: **Jennifer L. Abuzeid**, Senior Director, Global Design, Marriott International
Richard J. Rozycki, Senior Vice President, Z Modular
Grant Sabroff, SVP of Business Development, Concord Hospitality
Scott M. Stay, President & CEO, CM&D

2:40pm-5:00pm PLENARY SESSION

WELCOME BACK

Speaker: **Jonathon S. Zink**, Managing Director, BHN

BOARDROOM BROADCAST: INVESTING TODAY, TOMORROW, & BEYOND – EPISODE THREE

Moderator: **Scott D. Berman**, US Hospitality Leader, PwC
 Panelists: **John Cohan**, CEO, Margaritaville Holdings
Eric Danziger, CEO, Trump Hotel Group
Jamie Sabatier, CEO, Two Roads Hospitality
Peter J. Strebel, President, Omni Hotels & Resorts
Homi Vazifdar, CEO, Canyon Equity LLC

CONSUMER TRENDS OF TODAY & TOMORROW – INVESTING IN THE FUTURE

Speaker: **Mark Blutstein**, Research Analyst, Phocuswright

BOARDROOM BROADCAST: INVESTING TODAY, TOMORROW, & BEYOND – EPISODE FOUR

Moderator: **Guy Langford**, Vice Chairman & Partner, Deloitte & Touche, LLP
 Panelists: **Chris J. Cahill**, Deputy CEO, AccorHotels
Mike Deitemeyer, President & CEO, Interstate Hotels & Resorts
Douglas Kessler, President & CEO, Ashford Hospitality Trust
Elie Maalouf, Chief Executive Officer, Americas, IHG

5:00pm-6:30pm NETWORKING RECEPTION

WEDNESDAY, JANUARY 30, 2019

7:00am-11:40am REGISTRATION & INFORMATION

7:00am-8:00am CONTINENTAL BREAKFAST

8:00am-11:40am PLENARY SESSION – MONEY MORNING

WELCOME BACK

Speaker: **Jonathon S. Zink**, Managing Director, BHN

THE ALIS DEAL OF THE YEAR AWARDS

DEVELOPMENT OF THE YEAR 2018

Presenter: **JP Ford**, SVP, Director Business Development, Lodging Economics

TRANSACTION OF THE YEAR 2018

Presenter: **John Karver**, SVP, CBRE, Inc

MERGER & ACQUISITION OF THE YEAR 2018

Presenter: **Michael Murphy**, Head of Lodging Capital, First Fidelity Companies

JACK A. SHAFFER FINANCIAL ADVISOR OF THE YEAR 2018

Presenter: **Thomas J. Corcoran**, CEO/President, TCOR Hotel Partners

THE ISHC PIONEER AWARD

Presenters: **Chris Cylke**, President, ISHC, and COO, REVPAR International, Inc
Elizabeth Randall-Winkle, Chief Strategy Officer, STR
 Recipient: **Jack DeBoer**, Chairman, WaterWalk



JANUARY 28-30, 2019

**JW MARRIOTT & MICROSOFT THEATER
LOS ANGELES, CALIFORNIA, USA**

INVESTING

TODAY, TOMORROW, AND BEYOND



**THE AMERICAS LODGING
INVESTMENT SUMMIT**

WEDNESDAY, JANUARY 30, 2019

IREFAC – THE FINANCIAL GURUS TELL IT LIKE IT IS!
 Moderators: **Laurence Geller**, Chairman, Geller Capital Partners
Neil H. Shah, President & COO, Hersha Hospitality Trust
 Panelists: **Montgomery J. Bennett**, Chairman/CEO, Ashford Inc
Anthony Capuano, EVP & Global CDO, Marriott International
Mark W. Elliott, President, Hodges Ward Elliott, LLC
Christopher J. Jordan, Executive Vice President, Wells Fargo
Mitesh Shah, CEO & Senior Managing Principal, Noble Investment Group

10:10am-11:40am MONEY MORNING CAPITAL MARKETS SESSIONS
 Join ALIS for a series of concurrent and interactive money panels (both debt and equity), which will be repeated to allow the opportunity to attend more than one session.

10:10am-10:50am MONEY MORNING SESSIONS – ROUND ONE

SESSION A MONEY MORNING: LENDERS (ACQUISITIONS)
 Moderator: **Nir Margalit**, Senior Counsel, Perkins Coie LLP
 Panelists: **Thomas Day**, Executive Vice President, Wells Fargo
Chris Kosonen, Managing Director, JP Morgan
David Schwartz, Managing Director, Natixis
Tara E. Waldier, Vice President, Rockbridge
Michael Watson, Managing Director, BMO

SESSION B MONEY MORNING: LENDERS (DEVELOPMENT)
 Moderator: **Christopher Hart**, Partner, Locke Lorde LLP
 Panelists: **Jason Choulochas**, EVP - Originations, Bank OZK
Mathew T. Crosswy, President, Stonehill
Spencer Schlee, VP of Acquisitions, Canyon Partners, LLC
Thomas Whitesell, Group Head, Real Estate, CapitalSource

SESSION C MONEY MORNING: PRIVATE EQUITY (OVER US\$50M)
 Moderator: **Rick S. Kirkbride**, Partner, Paul Hastings LLP
 Panelists: **Raj Contractor**, SVP, Investments, Host Hotels & Resorts
Andrew Gindy, Principal, Walton Street Capital LLC
Akshay Goyal, Senior Vice President, Starwood Capital Group
Scott Trebilco, Principal, Blackstone

SESSION D MONEY MORNING: PRIVATE EQUITY (US\$50M & UNDER)
 Moderator: **Drew Noecker**, Managing Director, HVS
 Panelists: **Ben Brunt**, Principal and Executive Vice President, Noble Investment Group
Christopher P. Diffley, Managing Director, Rockbridge
Navin Dimond, President & CEO, Stonebridge Companies
David Perel, Managing Director, Civitas Capital
Brian Waldman, SVP Investments, Peachtree Hotel Group

SESSION E MONEY MORNING: REITS
 Moderator: **Patrick J. Deming**, Managing Director, Eastdil Secured
 Panelists: **Justin Knight**, President & CEO, Apple Hospitality REIT
Jon Mehlman, CEO & President, HIT REIT
Matthew Sparks, EVP, Chief Investment Officer, Park Hotels & Resorts
Richard Stockton, President/CEO, Braemar Hotels & Resorts

SESSION F MONEY MORNING: FOREIGN CAPITAL
 Moderator: **Gilda Perez-Alvarado**, Deputy CEO, Americas, JLL Hotels & Hospitality
 Panelists: **Mike H. Hu**, Senior Vice President, Gaw Capital
Andreas J. Löcher, Head of Division Investment, Union Investment Real Estate
Rogerio Miranda de Souza, Senior Investment Executive, London & Regional
Jake Puryear, Head of Hospitality, ADIA

10:50am-11:00am MOVEMENT BREAK



THE AMERICAS LODGING
INVESTMENT SUMMIT

JANUARY 28-30, 2019

JW MARRIOTT & MICROSOFT THEATER
LOS ANGELES, CALIFORNIA, USA

INVESTING

TODAY, TOMORROW, AND BEYOND



WEDNESDAY, JANUARY 30, 2019

11:00am-11:40am MONEY MORNING SESSIONS – ROUND TWO

SESSION A MONEY MORNING: LENDERS (ACQUISITIONS)

Moderator: **Nir Margalit**, Senior Counsel, Perkins Coie
Panelists: **Thomas Day**, Executive Vice President, Wells Fargo
Chris Kosonen, Managing Director, JP Morgan
David Schwartz, Managing Director, Natixis
Tara E. Waldier, Vice President, Rockbridge
Michael Watson, Managing Director, BMO

SESSION B MONEY MORNING: LENDERS (DEVELOPMENT)

Moderator: **Christopher Hart**, Partner, Locke Lorde LLP
Panelists: **Jason Choulochas**, EVP - Originations, Bank OZK
Mathew T. Crosswy, President, Stonehill
Spencer Schlee, VP of Acquisitions, Canyon Partners, LLC
Thomas Whitesell, Group Head, Real Estate, CapitalSource

SESSION C MONEY MORNING: PRIVATE EQUITY (OVER US\$50M)

Moderator: **Rick S. Kirkbride**, Partner, Paul Hastings LLP
Panelists: **Raj Contractor**, SVP, Investments, Host Hotels & Resorts
Akshay Goyal, Senior Vice President, Starwood Capital Group
James Jung, Vice President of Investments, HEI Hotels & Resorts
Scott Trebilco, Principal, Blackstone

SESSION D MONEY MORNING: PRIVATE EQUITY (US\$50M & UNDER)

Moderator: **Drew Noecker**, Managing Director, HVS
Panelists: **Ben Brunt**, Principal and Executive Vice President, Noble Investment Group
Christopher P. Diffley, Managing Director, Rockbridge
Navin C. Dimond, President/CEO, Stonebridge Companies
David Perel, Managing Director, Civitas Capital
Brian Waldman, SVP Investments, Peachtree Hotel Group

SESSION E MONEY MORNING: REITS

Moderator: **Patrick J. Deming**, Managing Director, Eastdil Secured
Panelists: **Justin Knight**, President & CEO, Apple Hospitality REIT
Jon Mehlman, CEO & President, HIT REIT
Matthew Sparks, EVP, Chief Investment Officer, Park Hotels & Resorts
Richard Stockton, CEO/President, Braemar Hotels & Resorts

SESSION F MONEY MORNING: FOREIGN CAPITAL

Moderator: **Gilda Perez-Alvarado**, Deputy CEO, Americas, JLL Hotels & Hospitality
Panelists: **Rogério De Souza**, Senior Investment Executive, London and Regional Properties
Mike H. Hu, Senior Vice President, Gaw Capital
Andreas J. Löcher, Head of Division Investment, Union Investment Real Estate
Jake Puryear, Head of Hospitality, ADIA

11:40am ALIS CONCLUDES