



SPONSORSHIP OPPORTUNITIES

JANUARY 28-30, 2019

JW MARRIOTT &
MICROSOFT THEATER



Produced by:



In association with:





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ABOUT ALIS

The Americas Lodging Investment Summit (ALIS) is the leading and largest hotel investment conference in the world. Nearly 3,000 top industry leaders attended ALIS in January 2018. As the world's largest hotel investment event, ALIS has become the most important gathering of hotel investors, financiers, and leading industry professionals.

ALIS is a three-day event centered around networking and informative sessions focused on the latest trends and issues. The ALIS program and its topics are developed with the help of the Program Planning Committee, representing leaders from the lodging industry, the investment community, and key advisors. The ALIS Program Planning Committee is also comprised of past sponsors. By participating as a sponsor of the ALIS program, a representative from the Sponsoring Company will be invited to be a part of the program planning process for the following year.

THE ALIS LEGACY

The American Hotel & Lodging Educational Foundation (AH&LEF) has benefited from ALIS since its inception in 2002 resulting in scholarships for 1,541 students in 126 universities, more than US\$2.8 million for cutting edge research projects, funding for the START program in over 450 high schools and work force training centers, funding for the Lodging Management Program and the Hospitality & Tourism Management Program in 656 high schools and nearly US\$5.7 million to support the development of hotel industry educational products.

PRELIMINARY PROGRAM

MONDAY, JANUARY 28, 2019

- 9:00am-1:00pm Pre-Conference Sessions
- 1:30pm-5:30pm Official Conference Opening and Program Sessions
- 6:00pm-8:30pm Opening Networking Reception

TUESDAY, JANUARY 29, 2019

- 9:00am-5:00pm Program Sessions
- 5:00pm-7:00pm Networking Reception

WEDNESDAY, JANUARY 30, 2019

- 7:45am-11:15am *MONEY MORNING*

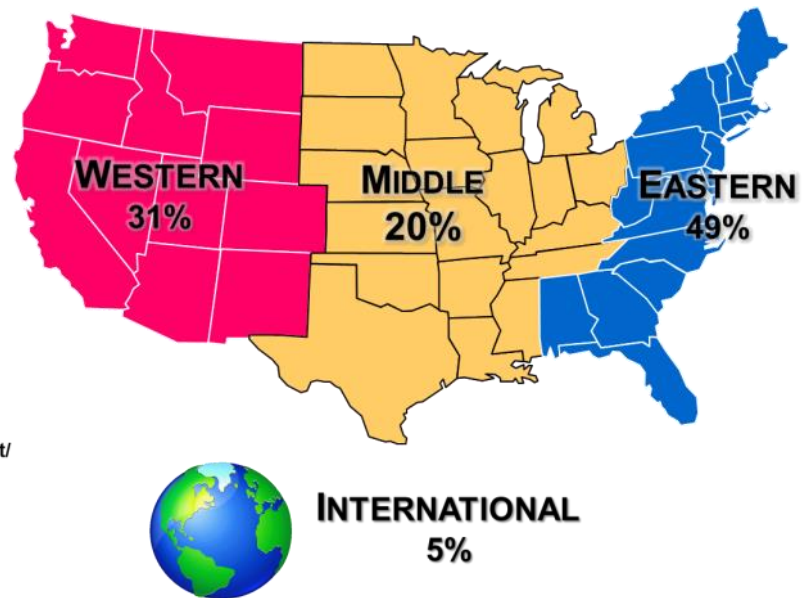
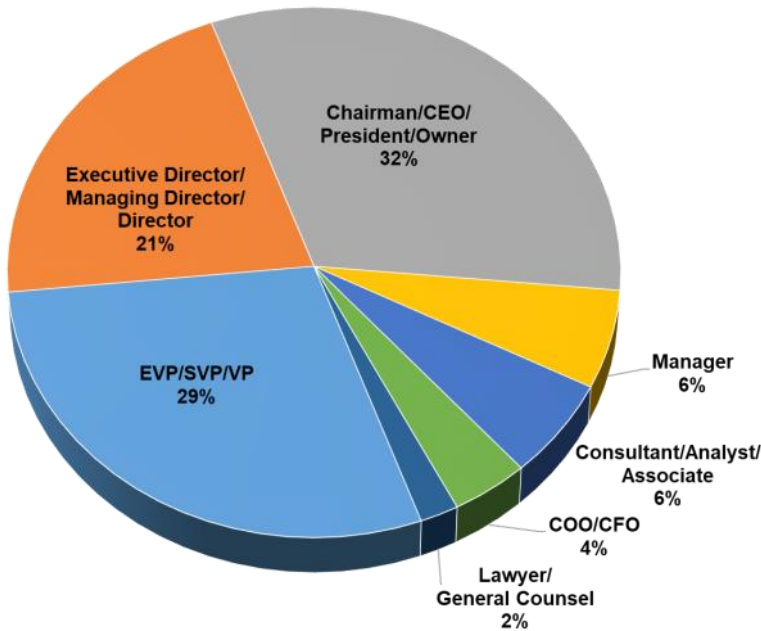


FOR MORE INFORMATION ABOUT SPONSORING ALIS, PLEASE CONTACT:
RACHEL UGAY • CONFERENCE MANAGER, BHN, a division of Northstar Travel
+1.714.540.9300 • rugay@burba.com

WHO ATTENDS?

In 2018 the 17th annual ALIS was held in Los Angeles, California, and was attended by nearly 3,000 top industry leaders from around the globe, who came to learn about the latest trends and take part in stellar networking and deal-making opportunities. The ALIS audience consists of:

- Investors
- Owners
- Lenders
- Developers
- Hotel Chain/Management Company Executives
- Investment Bankers
- Vacation Ownership Executives
- Financial Advisors
- Real Estate & Financial Intermediaries
- Consultants
- Lawyers
- Architects & Designers
- Government/Tourism Officials
- Media



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SPONSORSHIP INFORMATION

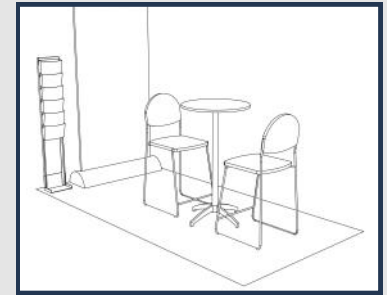
PLATINUM SPONSOR BENEFITS

- Sponsors company name and/or logo on all relevant pre, onsite, and post conference publicity materials
- Two (2) complimentary registrations; one (1) sponsor area pass for those sponsors that choose the pop-up banner option
- The opportunity to provide a representative from the sponsor company to participate in any Program Planning Committee meeting held for the following years event
- Access to the preliminary delegate roster
- Access to sponsor VIP lounge
- Display Options:
 - Custom pop-up banner based on artwork provided by sponsor, one (1) cocktail round, two (2) chairs and up to one (1) brochure stand for sponsor materials
 - OR -
 - A brochure stand for brochures only

PATRON SPONSOR BENEFITS

- Sponsors company name and/or logo on all relevant pre, onsite, and post conference publicity materials
- Five (5) complimentary registrations; two (2) sponsor area passes for Patrons that utilize their display space
- The opportunity to provide a representative from the sponsor company to participate in any Program Planning Committee meeting held for the following years event
- Access to the preliminary delegate roster
- Access to sponsor VIP lounge
- Use of private meeting space onsite, subject to availability, first come first served
- *Preferred location* pop-up banner display space. One (1) large custom pop-up banner based on artwork provided by Patron, two (2) cocktail rounds **or** one (1) long table, four (4) chairs and up to two (2) brochure stands for sponsor materials

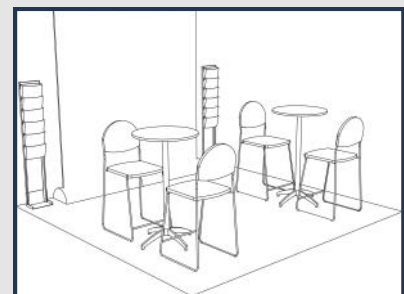
PLATINUM DISPLAY OPTIONS



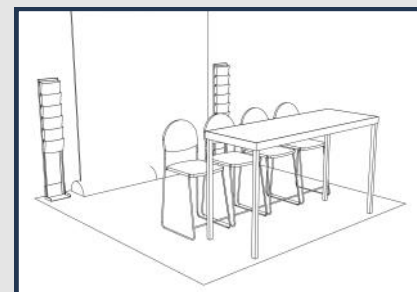
OR



PATRON DISPLAY OPTIONS



OR





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WHO SPONSORS?

PAST SPONSORS AND SUPPORTERS OF ALIS EVENTS

- A.G. Edwards
Aareal Bank AG
ACORE Capital
Academy of Hospitality Industry Attorneys
Access Point Financial, Inc.
AccorHotels
ALM's Real Estate Media Group
Alston & Bird LLP
Alzheimer & Gray
American Resort
Development Association
Argentina Ministerio de Turimso
Aries Capital, LLC
Ashford Inc.
Asian American Hotel Owners Association
Asian Hospitality
Avison Young
Ballard Spahr Andrews & Ingersoll, LLP
Bank of America Merrill Lynch
BENCHMARK
Benjamin West
Berkadia
Best Western Hotels & Resorts
BMO
Business Travel News
Cabo Cortés
CALYON - Crédit Agricole CIB
Cambria Suites
Canyon Equity LLC
Capmark Finance Inc.
Carbon Lighthouse
Carlson Rezidor Hotel Group
Carlton Group
Castell Project, Inc.
CBRE Hotels
Cendant
Chinese Biz News
CHMWarnick
Choice Hotels International
City Of Garden Grove
CNL Hotels & Resorts, Inc.
Colliers International
Connect Media
Construction Management and
Development, Inc.
Cornell University School of
Hotel Administration
Countrywide Commercial
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Crescent Hotels & Resorts
Crestline Hotels & Resorts LLC
Crowell & Moring LLP
Cushman & Wakefield
DASI Cost Segregation Group
Davis Wright Tremaine LLP
Deloitte
Delos
Dentons
Depfa Bank AG
Deutsche Bank Securities
Developments
Diamond Resorts International
DiamondRock Hospitality Company
Dick Corporation/Dick Pacific
Construction Co. LTD.
DLA Piper
Dolce Hotels & Resorts
Driftwood Hospitality Management
Eastdil Secured
EY
Expedia
- Farella Braun + Martel LLP
FelCor Lodging Trust
Financial Times
FONATUR
Four Seasons Hotels & Resorts
Fox Cable Networks/Fox Sports Net
FRHI Hotels & Resorts
FTI Consulting
G6 Hospitality
Gardere Wynne Sewell LLP
GE Capital Real Estate
GE Capital, Franchise Finance
Generator Hostels
GlobalHotelNetwork.com
GlobeSt.com
GMAC Commercial Mortgage
Goldman Sachs & Co.
Goodwin
Greenberg Traurig, LLP
Greenhill & Co., LLC
Greenwich Group International
Habitat for Humanity
HALL Structured Finance
Hard Rock Hotels
HEI Hotels & Resorts
Heller Ehrman LLP
Hersha Hospitality Trust
HFF
Hilton
Hodges Ward Elliott
Horwath HTL
Hospitality Asset Managers Association
Hospitality Design Magazine
Hospitality Financial and
Technology Professionals
Hospitality Sales & Marketing
Association International
Host Hotels & Resorts, Inc.
Hotel Brokers International
Hotel Business
Hotel Business DESIGN
Hotel Financial Strategies
Hotel Interactive
Hotel Management
Hotel News Now
HOTELS' Investment Outlook
HOTELS Magazine
Houlihan's Restaurant's, Inc.
Hunter Hotel Advisors
HVS
Hyatt Hotels Corporation
JCRA Financial
IDC Construction, LLC
IHG
Inland American Lodging Corporation
INPROTUR Argentina
Insignia/ESG Hotel Partners
International Finance Corporation
International Society of
Hospitality Consultants
International Tourism Partnership
Interstate Hotels & Resorts
Interval International
Invest in Central America
JDA Software Group
Jeffer, Mangels, Butler & Marmaro LLP
JLL
Johnson Capital
Jumeirah Group
Kalibri Labs
Kimpton Hotels & Restaurants
Kobre & Kim LLP
- KPMG LLP
KSL
La Quinta Inns & Suites
Langham Hospitality Group
Larkspur Hospitality Company, LLC
LaSalle Hotel Properties
Latino Hotel Association
Latham & Watkins LLP
Legacy Property Group
Leisure + Hospitality International
Le Meridien Hotels & Resorts
Locke Lord LLP
LodgeCap
Lodging Development Group
Lodging Development Report
Lodging Hospitality
Lodging Magazine
Lodging Media
Loews Hotels & Resorts
Lowe Hospitality Group
LQ Management LLC
LUXE Hotels
Magnuson Worldwide
Manatt, Phelps & Phillips, LLP
Margaritaville Resorts
Marriott International
Marsh
MeriStar Hotels & Resorts, Inc.
MGM Hospitality
Michelman & Robinson, LLP
Milbank LLP
Ministry of Tourism of Baja California
Mission Capital Advisors
Moelis & Company
Montage International
Morgan Stanley
Morgans Hotel Group
Moroccan Agency for Tourism Development
Mumford Company
National Association of Black
Hotel Owners, Operators &
Developers, Inc.
National Golf Course Owners Association
NEWH, Inc.
NH Hoteles
Noble Investment Group
NorthCourse
NYLO Hotels
O'Connell Hospitality Group, LLC
OBM International Limited
Omni Hotels & Resorts
Outrigger Enterprises Group
Pacifica Companies
Park Hotels & Resorts
Paul Hastings LLP
PCC, Inc.
Pendry Hotels
Perkins Coie LLP
Perspective Magazine
Pinnacle Advisory Group
Piper Jaffray & Co.
Pivotal Group
PKF Consulting USA
Port of San Diego
Portman
PwC
Proskauer
Puerto Rico Department of
Economic Development
Puerto Rico Tourism Company
Pyramid Hotel Group
RCI
- Registry Collection
REH Capital Partners, LLC
Remington
Renaissance Hollywood Hotel
Reznick Group
RIDA Development Corp.
RLH Corporation
RobertDouglas
RockBridge
RockResorts/Vail Resorts Hospitality
Rosewood Hotels & Resorts
Sage Hospitality
Savills
Sbe Hotel Group
Scottish Development International
Secured Capital Corp
Sheppard Mullin
Sidley Austin LLP
Six Continents Hotels
Sleeper
Snell & Wilmer L.L.P.
Sofitel
Sonnenblick Goldman
Sonnenschein Nath & Rosenthal LLP
Spatality
Specialty Finance Group, LLC
Squire, Sanders & Dempsey L.L.P.
ST Media
Stack Modular, A BIRD
Construction Partnership
Starwood Capital Group
Starwood Hotels & Resorts
Starwood Property Trust, Inc.
Stay Well
Stonehill Strategic Capital
STR
Strategic Hotels & Resorts
Sunstone Hotel Investors
The Bahamas
The Century Plaza Hotel & Spa
The Gettys Group
The Hospitality Industry Network
The Indian Hotels Co. LTD
The Royal Bank of Scotland plc
The St. Regis Los Angeles
Tishman Hotel Corporation
Today's Hotelier
Tourism Development Company
Limited of Trinidad And Tobago
Travelclick Inc.
Travel Weekly
Trilogy Spa Ventures
Trump Hotel Group
Two Roads Hospitality
UBS Securities LLC
UBS Investment Bank
USA TODAY
Venable LLP
Vesta Hospitality
Viceroy Hotel Group
Virgin Hotels
WaterWalk Hotel Apartments
WATG | Wimberly Interiors
Wells Fargo
WestLB
Winston Hotels, Inc.
WoodSpring Hotels
World Travel & Tourism Council
Wyndham Hotel Group
YOTEL



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Northstar Travel Group is the global leader of business intelligence, information, data, research, digital marketing services and events for senior-level professionals in the travel, meetings and hospitality industries. The Northstar portfolio includes; *Travel Weekly, Travel Weekly China, Travel Weekly Asia, TravelAge West, Business Travel News, The Beat, Travel Procurement, Web in Travel, Phocuswright, Burba Hotel Network, Successful Meetings, Meetings & Conventions, Meetings & Conventions China, Incentive, Association News, Sports Travel* and 75 annual events in thirteen countries including leading events such as *Americas Lodging Investment Summit (ALIS), Hotel Investment Conference Asia Pacific (HICAP), Phocuswright, TEAMS, Web in Travel, and Mountain Travel Symposium*. Northstar is also the majority shareholder in *Inntopia*, the leading SaaS e-commerce software, CRM database marketing and predictive analytics business serving the mountain destination, activities, and specialty destination travel markets. Northstar Travel Group is owned by EagleTree Capital and is based in Secaucus, NJ, with offices in New York, NY; Denver, CO; Los Angeles, CA; Winston-Salem, NC; Stowe, VT; Edwards, CO, Glen Ellyn, IL, Costa Mesa, CA, and global offices in Singapore, Beijing, and Shanghai.

IN ASSOCIATION WITH



Serving the hospitality industry for more than a century, the American Hotel & Lodging Association (AHLA) is the largest national association solely representing all segments of the eight million jobs the U.S. lodging industry supports, including brands, hotel owners, REITs, chains, franchisees, management companies, independent properties, bed and breakfasts, state hotel associations and industry suppliers. Headquartered in Washington, D.C., AHLA proudly represents a dynamic hotel industry of more than 54,000 properties that supports \$1.1 trillion in U.S. sales and generates nearly \$170 billion in taxes to local, state and federal governments. Learn more at www.AHLA.com.



With over three decades of experience, more than 150 events completed to-date, and in excess of 100,000 international delegates, BHN conferences have become “must attend” events for industry leaders who come together to network, conduct business, and to learn about the latest trends.

BHN events include: the Americas Lodging Investment Summit (ALIS) in Los Angeles; ALIS Law in Los Angeles; ALIS Summer Update; Alternative Ownership Conference Asia Pacific (AOCAP) in Singapore; Caribbean Hotel & Resort Investment Summit (CHRIS) in Miami; Hotel Investment Conference Asia Pacific (HICAP) in Hong Kong; HICAP UPDATE in Singapore; Hotel Investment Forum India (HIFI) in Mumbai; Hotel Opportunities Latin America (HOLA) conference in Miami; Hotel Investment Conference Europe (Hot.E) in London; and HotelsWorld in Sydney.

The BHN website at www.Burba.com is the gateway for information about the conferences BHN produces, as well as a direct link to important players in the hospitality investment world. BHN is a division of Northstar Travel Group.

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