



May 15-16, 2018

JW Marriott Marquis Hotel Miami
Miami, Florida, USA

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Paul Adan

Marriott International

Paul Adan is the Vice President of Lodging Development for Marriott International Inc. and The Ritz-Carlton Hotel Company for the Caribbean and Latin America region and is based in Miami, Florida. Mr. Adan is responsible for hotel development of all the brands for Central and South America including Bulgari Hotels & Resorts, The Ritz-Carlton, JW Marriott, Edition, Autograph Collection Hotels, Renaissance Hotels, AC Hotels, Marriott Hotels & Resorts, Courtyard, Fairfield Inn, Residence Inn and Marriott Executive Apartments.

Mr. Adan is a graduate of Cornell University's School of Hotel Administration and brings 20+ years of experience within the international hospitality industry, working extensively across the Americas and the Caribbean.

Mr. Adan began his career with Hilton International, working with their Board of Directors on the development of the group's properties in Brazil. Since then, Paul has held executive positions with Meliá Inversiones Americanas, Sol Meliá, NH Hoteles, CB Richard Ellis, and Amerisud, working on development deals from all perspectives. Paul has focused his career to hospitality development in Latin America and the Caribbean.

Paul brings an intimate knowledge of the hotel industry coupled with fluency in English, Portuguese and Spanish.



Baron R. Ah Moo

BLI Capital

Mr. Ah Moo is the Founding Partner of BLI Capital Group, a Global Hospitality Advisory and Investment Firm. With over 25 years of sector experience in Investment, Finance and Operations, BLI has consulted and worked on projects in the US, Asia and Europe. Current and previous clientele include Private Equity, Institutional Investors, Family Office and Major Hotel Operators.

Previously, Mr. Ah Moo was the Head of Hotels-Capital Markets for Colliers International based in Hong Kong and also served as the CEO of Indochina Hotels and Resorts which managed the largest private portfolio of leisure real estate in Vietnam.

Mr. Ah Moo is an elected member of the Alumni Council of Cornell University and has authored several white papers and industry articles including Chapter 1- "Pursuing the Right Strategic Direction", for the book, Strategic Hospitality Leadership; The Asian Initiative.

A Native Hawaiian, Mr. Ah Moo is a member of the Hospitality Asset Managers Association and holds a Master's Degree in Hospitality Finance and Marketing from Cornell University.



Jorge Apaez

IHG

Jorge Apaez is a Bi-cultural Mexican executive with over 33 years of experience leading managed and franchised hotel systems in several regions in The Americas.

Positioned IHG as the undisputed international leader in the industry in Mexico.

Recognized by the Mexican Miguel Aleman Foundation for the contributions made to the tourism industry in Mexico.

Recognized by the Escuela Superior de Turismo (IPN) for his career in the Tourism industry.

Under his leadership, IHG was also recognized as the fastest growing hotel franchise by the Mexican Franchising Association for five consecutive years.

Recipient of IHG's Steve Porter's Annual President's Award

Former President of the Mexico chapter of the Hotel Sales and Marketing Association International (HSMIAI)



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José Carlos Azcárraga

Grupo Posadas

José Carlos Azcárraga is the Chief Executive Officer for Grupo Posadas. He holds a degree in Industrial Engineering and a MBA from J.L. Kellogg Graduate School, Northwestern University. Azcárraga started his career in Posadas in 1994, leading different areas including the Real Estate Division, Vacation Ownership and Hotel Sales & Marketing.

He currently serves on the Board of Directors of: POSADAS, ARDA (American Resort and Development Association), the CNET (Consejo Nacional Empresarial Turístico), among others. He also served in 2008 as Chairman of AMDETUR (Mexican Resort Development Association).

Earlier in his career, José Carlos worked for Booz Allen & Hamilton and for Chase Manhattan Bank in New York City.

Posadas is the leading and fastest growing hospitality company in Mexico, with over 160 hotels, resorts and vacation properties in its portfolio, comprising more than 26,000 rooms. In 50 years since opening the first hotel, Posadas has defined the hospitality industry in Mexico and established a portfolio of 10 highly recognized brands including: Live Aqua, Fiesta Americana, Fiesta Inn and One Hotels, among others. Posadas currently has more than 18,000 employees and is listed on the Mexican Stock Exchange.

Grupo Posadas Vacation Ownership division offers a 4-product serving different segments for the Mexican, USA and Canadian Markets. These products are: Fiesta Americana Vacation Club, Live Aqua Residence Club, KIVAC and, our recently lounged travel club, Re_Set. Posadas currently serves 80,000 vacation ownership members.



Rogerio Basso

IDB Invest

With over 20 years of real estate and hospitality experience, Rogerio leads all initiatives related to tourism in Latin America for IDB Invest, the private sector division of the Inter-American Development Bank Group. In his capacity as Head of Tourism, he is responsible for origination, transactions, and for executing IDB Invest's tourism strategy in the region, offering a variety of financial instruments including debt, quasi-equity and equity.

Prior to joining the IDB Invest, Rogerio served as Chief Investment Officer for Key International, a Miami-based real estate investment and development platform active across the full spectrum of real estate assets including hotels, residential, multi-family, office and retail. He also served as EVP Acquisitions & Development for Terranum Hotels, an owner and operator of hotels across Latin America, sponsored by Colombia-based Santo Domingo Group and Sam Zell's Equity International. Early on in his career, Rogerio worked for over 11 years at Ernst & Young in Miami, where he was responsible for leading the firm's real estate and hospitality advisory activities in Latin America across a wide variety of real estate asset classes. His operational skills are drawn from his tenure at Four Seasons Hotels and InterContinental Hotels Group.

Mr. Basso is often quoted in industry publications on hospitality trends and topics, and is a guest speaker at industry related conferences in the United States and Latin America. He also served as a professor of feasibility analysis for the graduate hotel management program at Florida International University. Rogerio holds a Business Degree from the College of William and Mary and a Masters Degree from the School of Hotel Administration at Cornell University.



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Juan Bernardo Garcia

Baker McKenzie

Juan Bernardo is a Partner in the Firm's Monterrey office. He joined the Firm in 1994 and has over two decades experience in real estate and infrastructure as well as transactional matters. Juan Bernardo chairs the Firm's Real Estate Practice Group in Latin America as well as the Real Estate & Infrastructure Practice Group in Mexico. He has been recognized as a leading practitioner in real estate law by Chambers & Partners Latin America since 2009.

Juan Bernardo focuses his practice on real estate and development law, construction law, infrastructure and major projects. These include the planning and development of industrial, commercial and residential subdivisions and projects; zoning, title searches, permitting and government incentives, project financing, mortgages and real estate trusts. Juan Bernardo also works on matters concerning industrial, commercial and residential leases; transfer agreements, easements, national waters law, mining law and agrarian law. His infrastructure practice includes the relevant aspects of infrastructure concessions and permitting, such as in telecommunications, energy, railroads, natural gas and mining.

Juan Bernardo's Education includes- Georgetown University Law Center (LL.M. International Law) (2000) - Instituto Tecnológico y de Estudios Superiores de Monterrey (LD) (1997).



Santiago Berraondo

JLL Hotels & Hospitality

Mr. Berraondo is a Senior Vice President within JLL | Hotels & Hospitality Group. He is based in Buenos Aires office, where he leads the Advisory and Asset Management Services for the Spanish speaking countries of South America region.

Mr. Berraondo has 15 years' specialist hotel consultancy, investment and real estate experience, focused on providing valuation, feasibility, management contract negotiation, brokerage, investment, asset management, strategy and related consultancy services, advising hotel companies, banks, developers and investors on all aspects of their hospitality industry related interests, throughout the South America region.

Prior to joining Jones Lang LaSalle Hotels, Mr. Berraondo was a Consultancy Director in HVS for Latin America markets, in his role, Berraondo assist clients in a suite of services including feasibility studies, asset management, strategic planning, operator selection, management contract negotiation, consulting, industry research, operating review, transaction advisory and corporate structuring.

Berraondo holds a Bachelor of Arts degree in economics from Universidad Argentina de la Empresa and a Masters in Finance from Universidad Torcuato Di Tella, both located in Buenos Aires, Argentina. He completed his education by attending various international training courses. He is also an active member in the real estate sector and the hotel community in Latin America.



Patricia Boo

STR

Patricia Boo, Area Director for Central & South America, is based in Brazil and is responsible for the organization's expansion throughout Latin America. Patricia spent her career in the hotel industry at property level, between Madrid and London, until she joined STR in 2008. Patricia often attends and presents at industry conferences and client meetings. Patricia has been a regular lecturer at the Rey Juan Carlos University in Madrid, Spain specialising in benchmarking for their Revenue Management courses. Patricia holds a degree in Tourism and a Strategic Leadership for the Hospitality Professional Certificate by Cornell University.



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James E. Burba

BHN

Jim Burba is the co-founder and president of Burba Hotel Network LLC (BHN), the worldwide leader in developing and producing conferences for the hotel and tourism investment community. BHN hosts ten events each year around the world including: ALIS, ALIS Law, ALIS Summer Update, AOCAP, HICAP, HICAP UPDATE, HIFI, CHRIS, HOLA, and Hot.E. In addition to these annual events, BHN and Google teamed up in 2008 to host Digital Discovery Day (D3), in 2011, Burba was retained by the ITC, a joint agency of the UN and WTO to help organize WEDF which focused on tourism development in the least developed countries of the world, and in 2015 BHN was retained by the World Bank Group to help organize its first global tourism investment event.

Actively involved in the hotel investment arena for over 35 years, Burba was formerly: a principal at Pannell Kerr Forster, Senior Managing Director with Insignia/Hotel Partners, VP/Worldwide Director of Advisory Services at WATG, and President at Horwath HTL (US). A member of the International Society of Hospitality Consultants (ISHC) and the Industry Real Estate Finance Advisory Council (IREFAC), Burba has received numerous honors including the Educational Institute Lamp of Knowledge Award, IREFAC's first Crystal Ball Award, and the ISHC Pioneer Award. In 2007, California Governor, Arnold Schwarzenegger, re-appointed Burba to the California Travel & Tourism Commission and he recently served on its Executive Committee.

In 2013, Burba and BHN co-founder Bob Hayes formed Burba Hayes, an entertainment industry production company. The two also co-authored the book *Smart Partners*, where they discuss their principles for building, sustaining, and growing successful partnerships in business and life. The book is available on amazon.com.



Alonso Burgos

Marriott International

Mr. Burgos has a Marketing Bachelor Degree from the Universidad Anahuac del Sur, and an MBA from the Instituto Tecnológico de Estudios Superiores de Monterrey Campus Santa Fe.

Mr. Burgos is Vice President of International Lodging Development of Marriott International for Mexico, since May 2013. He is located in Mexico City.

Previously, he was Development Sub-Director for Grupo Posadas in Mexico, where he collaborated from April 2004 to April 2013.



Ximena Cajiao

Hoteles Cosmos

Ximena Cajiao. Currently Shareholder and President of the holding Company GRUPO EMPRESARIAL HOTELERO COSMOS –Colombia. By training, attorney licensed to practice law in Colombia (1990) and New York, USA (since 1997); Law School Universidad de los Andes Bogotá, Master-LLM- in Common Law Studies Georgetown University; diploma in Strategic Hospitality Management Cornell University.

Legal practice in the most prominent Colombian law firms (Lewin & Wills, Phillipi, Prieto Carrizosa and Gómez Pinzón) and in the USA (Morrison & Foerster and Kaye Scholer). After a very successful career as an attorney, she makes a professional turn to the 35 year family hospitality business, founding the operating and management company in Colombia, Hoteles Cosmos, and subsequently moves to be the President of the holding company of the Cosmos hospitality group. Within the organization, she is accountable for M&A, shareholder & investor relationship, and corporate & compliance. Amongst others she was responsible for negotiating and executing the conversion and reflagging of two hotels in Bogotá to Doubletree by Hilton. Languages: Spanish and English.



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Eduardo Calderon

BLP

Eduardo brings 20 years of experience to a broad range of legal disciplines, including Business Law and Real Estate & Hospitality. In Real Estate & Hospitality, he has been deeply involved in the development of real estate projects in coastal and urban areas of Costa Rica. Over the course of many years, he has been recognized among the top attorneys in his practice areas by prestigious publications, such as Legal 500, Chambers & Partners, Latin Lawyer, Who's Who Legal and IFLR 1000. Born in Oxford, England, Eduardo graduated with honors from Universidad de Costa Rica in 1998. In 2000, he graduated from the Executive Program "Legal aspects of international businesses" of Instituto Centroamericano de Administración de Empresas (INCAE). After earning a master's degree from Georgetown University Law School, he received an LLM Degree from Columbia Law School graduating with honors as a "Harlan Fiske Stone Scholar" in 2002. He was also a scholar of the Organization of American States (OAS). Eduardo is currently an active member of the New York State Bar Association (NYSBA), where he also serves as Vice-president of the Latin American Council of the International Bar Association (IBA) and other international organizations.



Raul F. Calvet

Calvet & Associates

Calvet & Associates is a leading consulting company specialized in Hospitality, Tourism and Real Estate Development in Central America since 1999.

Raul F. Calvet, a Business Administration graduate served for many years as Commercial Director for the national airline of Paraguay. He later became a founding member of the Tourism Institute of Nicaragua and the Central American Tourism Marketing Committee. Calvet developed the Air Charter Programs from Canada and the Cruise Ship programs to Nicaragua. Since the opening of Calvet & Associates the firm has consulted for more than 246 projects in Central America, of which 82 were residential real estate development projects, 32 commercial projects, 76 hotels, 46 investments projects and 8 were tax exemptions administration projects. Calvet has delivered presentations to the UN Finance for Development Committee and is a speaker in major investment forums like ALIS, CATHIE, RCI's Luxury Markets, IMN, VISION, ISHC and HOLA. Calvet is a full member of ISHC, and has been an independent advisor for RCI's Fractional and Time Share projects in Central America.

C&A specializes in Market Analysis, Financial Feasibility, Strategic Planning, Property/Project valuations, Financial Structuring and Project Development. (www.rcalvet.com)



Diogo A. S. Canteras

HotellInvest/HVS South America

Diogo Canteras is a Founding Partner of HotellInvest (est. 1999), São Paulo, Brazil. The company is a consulting firm specialized in Brazilian-based hotel investments and also represents HVS for the entire South American market. Diogo pioneered Hotel Asset Management in the region, and now HotellInvest continues to be the market leader in hotel asset management revenues, quality of services, and overall client satisfaction.

Bringing greater sophistication to Brazilian hotel investors, he structured and implemented the Maxinvest Hotel Fund (2007). The fund, the first of its kind in Brazil, is currently managed by Banco BTG-Pactual and HotellInvest, and has become the country's most profitable Real Estate Investment Trust.

With over 30 years of experience, Diogo has become the most respected strategic advisor in hotel investment throughout South America (focused on Brazil). Due to his reputation and expertise, he is frequently sought out to give lectures at universities, to make comments to industry reporters and to speak at various trade conferences and events.



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Mario E. Carbone

Hilton

Mario Carbone is a Director of Development for Hilton. He is responsible for overseeing development efforts in Central America and the Yucatan Peninsula. Mr. Carbone responds to investor's needs and helps them navigate the complexities of developing a hotel.

Mr. Carbone joined Hilton Worldwide in 2010 with the Feasibility & Investment Analysis team underwriting of the company's development activities in Latin America. Before this role, he worked with HVS in the Consulting & Valuation division as an analyst.

Mr. Carbone initiated his hospitality career graduating with a Bachelor of Science in Hotel Administration from Cornell University in Ithaca, New York. His first job was in the operations field working at the Hyatt Regency Crystal City where he held various management positions.



Keith Cline

La Quinta Inns & Suites

Keith A. Cline is President & CEO of La Quinta Inns & Suites. La Quinta owns, operates and provides franchise services to approximately 900 upper-midscale and midscale hotels in the U.S., Canada, Mexico, Honduras and Colombia. Since his appointment in February 2016, Cline has established the company as a leading hotel brand with his strategy of driving consistency in product, consistency in delivering an outstanding guest experience and in driving engagement with the La Quinta brand.

Prior to becoming President & CEO, Cline served as Executive Vice President & Chief Financial Officer and lead the company through an initial public offering in 2014. Before joining La Quinta, he served as Chief Administrative Officer & Chief Financial Officer at Charming Charlie, Inc., Senior Vice President of Finance at Express, Inc. and has held various leadership roles at L Brands, FedEx Custom Critical, and The J.M. Smucker Company.

He also serves on the AH&LA Board, the Texas FFA Foundation Board, is a United Way Tocqueville Society Member, and a member of World 50 a private global community of senior executives.

Cline is a summa cum laude graduate of The University of Akron with a B.S. in Accounting and an M.B.A. in Finance.



Juan Corvinos

Hilton

Juan Corvinos, Vice President – Development, Latin America and the Caribbean is responsible for the expansion of Hilton's portfolio of brands throughout Latin America and the Hispanic. In this senior leadership role since September 2017, Corvinos is overseeing a group of talented executives who collectively drive the company's growth strategy across the region.

Most recently, Corvinos served as Managing Director - Development, Mexico, Central America, Andean region and Hispanic Caribbean since 2013. During his tenure, he made a positive impact on the company's pipeline in Latin America, where the number of deals signed since his arrival grew by 100 percent.

Corvinos joined Hilton in 2010 in Malaysia as part of the human resources team. He showed interest in driving the company's presence in key markets and quickly migrated to join the development team for the Iberian Peninsula the same year. In 2011, he transferred to London and accepted a role as Manager, Development for Europe and Africa until August 2013, when he moved to Hilton's headquarters in McLean, VA for a stint as Manager, Luxury and Corporate Development for the Americas.

He holds a bachelor's degree from Escuela de Hosteleria de Sevilla where he specialized in international law and business, and a Master Certificate in Hotel Management from Cornell University.

When he is not traveling, Corvinos spends most of his leisure time devoted to voluntary teaching and fundraising activities.



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Richard Davis
Greenberg Traurig

Richard F. Davis has more than 30 years of experience in the global recreational and resort real estate industry and is Co-Chair of the Hospitality Group of international law firm Greenberg Traurig. Rick has counseled owners, developers, investors, operators, lenders, and advisors in connection with major global hospitality industry projects. He is a Trustee of the American Resort Development Association, a member of the Urban Land Institute and its Recreational Product Council, the U.S.-Mexico Chamber of Commerce, the Association of Mexican Tourism Developers, and the Caribbean Hotel Association. He has been a member of industry task forces in Florida, California and other U.S. jurisdictions as well as with respect to Mexico, other countries of Latin America, the Caribbean and other foreign locations. Rick holds political science and law degrees from the University of California at Los Angeles (UCLA) and is admitted to practice law in California, Washington D.C. and before all U.S. district federal courts, the U.S. Tax Court and the U.S. Supreme Court.



Hugo Desenzani
Marriott International

Hugo Desenzani is Vice President of development – Latin America for Marriott International, a leading global lodging company with over 1.2 million rooms in more than 126 countries. Before that, he was Chief Business Development Officer at Atton Hotels, a Latin American business hotel company. He has also held executive positions in Real Estate, hospitality and beverage companies in Chile and prior to that, Hugo worked for Starwood Hotels and Resorts in several operations positions across the US. Hugo holds a Management Diploma from Les Roches (Switzerland), a Bachelors in Science degree from Endicott College, and a M. Sc (Global Affairs) from New York University. He lives in Santiago with his wife and daughter.



Clay B. Dickinson
JLL

Mr. Dickinson leads JLL Hotel & Hospitality Group's- Strategic Advisory and Asset Management practice in the Caribbean and Latin America. He brings more than 30 years' experience that encompasses most aspects of the real estate and hospitality industries, including corporate strategy, valuations, market and financial analysis, project development, operations improvement, asset management, and information technology.

Prior to joining JLL in 2008, Mr. Dickinson held positions as the Client Industry Executive - Business Consulting for the global Travel and Hospitality industry segments of EDS and IBM. He was responsible for developing and implementing business strategy and for managing key international client relationships in the hotel, cruise line, tour operator and rental car industries.

Previously, Mr. Dickinson spent 16 years focused on the real estate and hospitality industries in the SE United States, Caribbean, Mexico and Latin America as a Miami-based Managing Director with KPMG and as a Regional Vice President of Development for IHG. During this time, he provided advisory and due diligence services on more than \$8 billion in transactions, led corporate strategy studies, and conducted hundreds of market feasibility studies, valuations and other advisory services on behalf of many of the world's leading hospitality companies.

Mr. Dickinson earned a BA in International Relations and Latin America Language and Area Studies from The American University School of International Service in Washington, DC. He also earned dual MIM/MBA degrees from the American Graduate School of International Management and ESADE in Barcelona, Spain and a Master of Science in the Management of Technology from the Georgia Institute of Technology. Mr. Dickinson is fluent in Spanish and Portuguese and has held leadership positions in several industry organizations, including the AH&LA, HFTP, ULI and the Open Travel Alliance.



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Mauricio Elizondo

Grupo Posadas

A high executive within the hotel industry in Mexico with over 14 years of experience, currently holds the position of Development Director within Grupo Posadas, overseeing all Resort projects for Mexico and the Caribbean, under which they offer several brands and Resort Concepts from European Plan Resorts to All Inclusive family and adults-only concepts. Mauricio is also responsible for the franchise model for new and existing projects in Mexico.

Previously, Mauricio led the Revenue Management & Distribution for over 8 years and was also Director of vacation ownership products for 3 years; he has been involved in the launch of new brands and concepts and in the opening of over 70 hotels.

Mauricio is based in Mexico City.



Fernando Fernandez

Apple Leisure Group

As Apple Leisure Group's Vice President of Development, Fernando Fernandez leverages over three decades of experience in hotel operations, consultancy and development to accelerate the group's expansion goals in key markets. Fernando is responsible for increasing the company's footprint in the Caribbean and Latin America by securing partnerships with hotel owners and developers in these high-demand markets.

Prior to joining Apple Leisure Group, Fernando spent eight years as Vice President of Development for Meliá Hotels International in Europe, across the Americas and the Caribbean. During his tenure, Fernando successfully negotiated high-profile additions to Meliá's management portfolio, including Meliá Jamaica, which introduced Spain's largest hotel company to the English Caribbean. He also oversaw the addition of Me Miami and Meliá Cartagena de Indias in Colombia among others.

In addition to his work with Meliá Hotels International, Fernando managed key accounts for LRA Worldwide, including Starwood Hotels & Resorts (Latin America), Grupo Posadas (México), Interstate Hotels & Resorts (USA), Accor Hotels (Latin América), Pestana Hotels & Resorts (Portugal), Delta Hotels (Canada) and Oberoi Hotels and Resorts (India).

Fernando received a degree in Hotel & Tourism Management from Escuela Oficial de Turismo in Madrid, Spain, before acquiring additional training in Hotel Management at the Hotel Institute Montreux in Switzerland. Fernando graduated with honors from the University of South Carolina, earning a B.S. in Hotel, Restaurant and Tourism Management.



James G. Freeman

FSC Architects

Jim cofounded this international hospitality design firm with extensive experience in designing luxury hotels, boutique hotels, resort architecture, timeshare resorts, urban resorts, mixed-use, luxury residential and resort master planning. The belief, that while creating great memorable guest experiences the whole should always be greater than the sum of its parts, drives Jim's passion to create transcendent contemporary regionalism using their *LIVING PLACES* approach – design imbuing convivial place-making skills with local culture, history and the natural environment to enrich life. This mantra along with his exceptional communication skills, respect and empathy for people, place and culture encountered throughout his world travels, directly correlate with the success of several award winning projects in a career spanning four decades.

Jim's leadership initiatives toward a better built environment got the attention of President Clinton who awarded him the President's COUNCIL FOR SUSTAINABLE DEVELOPMENT Certificate of Appreciation for his advocacy and visionary SUSTAINABLE COMMUNITIES concept. Through Jim's leadership as President of the AIA Honolulu (American Institute of Architects) their new headquarters became the first LEED Certified project in the State of Hawaii, and several of his hotels and resorts incorporated sustainable design strategies.

In addition to being a frequent speaker at international hospitality industry conferences, Jim has served as President, VP, Director and Urban Design Committee Chair for AIA Honolulu, Director of Center for Better Communities, appointed to various city taskforces and is an original signatory of the Charter of the NEW URBANISM.



Kim Gauthier

hotelAve

Kim Gauthier, Senior Vice President, has more than 20 years of experience driving hotel performance and asset value to achieve superior returns over multiple investment cycles. Ms. Gauthier works with her team and leverages her expertise to develop and execute asset management plans that result in value creation opportunities. She proactively works with the property management teams to achieve and exceed performance objectives, including RevPAR penetration targets and operating budget results.

Prior to hotelAVE, Ms. Gauthier served as Vice President of Asset Management at Thayer Lodging, Brookfield Hotel Properties. At Thayer, she was most recently responsible for asset managing seven hotels representing \$300 million of asset value. She successfully asset managed over 20 hotels during her 19 year tenure, having earned the reputation of handling the firm's most challenging assets. She also led the conversion and management of franchise contract negotiation (including credit enhancements) for multiple properties, including the conversion of the Wyndham Miami Airport to Sheraton and the conversion of the Palomar Dallas to the country's first Curio Collection hotel. Ms. Gauthier negotiated and documented loan modifications and purchase and sale agreements, ran diligence processes, finalized closing statements and effectively transitioned new management and owners for numerous properties.

While at Thayer, she also served as Vice President of Acquisitions and Corporate Controller.

Ms. Gauthier is a Certified Hotel Asset Manager (CHAM), a Certified Hotel Administrator (CHA), a Certified Public Accountant (CPA), and a long standing member of the Hospitality Asset Managers Association (HAMA) and current board member. She also serves on the American Hotel & Lodging Association Financial Management Committee where she helped rewrite and publish the Uniform System of Accounts for the Lodging Industry, 11th Edition. Ms. Gauthier received her Master of Business Administration from Loyola College and graduated Magna Cum Laude from Mary Washington College with her Bachelor of Science.



Francisco N. Gonzalez Diaz

Bancomext

Gonzalez has worked in the banking sector including several areas of credit, risk, project evaluation, treasury, acquisitions and asset management, both in the private sector (Grupo Financiero Monterrey, Grupo Financiero Bancomer) and in the public sector (Nacional Financiera and Bancomext) for more than 15 years.

In the private initiative, Francisco participated actively as an entrepreneur in the biotechnology and nutrition sectors.

Gonzalez has held positions related to the promotion of Mexico abroad, served as Ambassador of the United Mexican States to the Federal Republic of Germany, Commercial Counselor of Bancomext, as well as various positions in ProMexico.

During his tenure as CEO, ProMexico has attracted more than \$55 billion dollars of foreign direct investment, internationalized to more than 160 Mexican companies, and promoted exports for more than \$12.5 billion dollars.

Gonzalez holds the honorary position of Chairman of the Board of Guadalajara Ciudad Creativa Digital. In 2014, he received the ITAM Professional Merit Recognition for his outstanding performance and trajectory in the public sector.

Was twice awarded the Cross of Commander of the Order of Merit of the Federal Republic of Germany, in degree of Commander and in degree of Great Officer. He also received the Decoration of the Order of Isabel the Catholic of Spain; and the Decoration of the Order of Danneborg in rank of Commentator of first degree of the government of Kingdom of Denmark.

Graduated from the Bachelor of Administration of the Instituto Tecnológico Autonomo de Mexico (ITAM), Gonzalez holds a Master's degree in Administration from the Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM) and Business Administration from the University of Texas at Austin.

In the academic field, he has been a professor of Finance, Operations and Projects at ITAM and at the Instituto Politecnico Nacional.



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Ken Greene

Radisson Hotel Group

Ken Greene is President, Americas for Radisson Hotel Group (formerly Carlson Rezidor Hotel Group). He is responsible for leading operations, development and technical services in the Americas. Greene reports to John Kidd, Chief Executive Officer and Chief Operating Officer, Radisson Hospitality, Inc.

In his role, Greene is focused on the performance, and expansion of the Americas portfolio which includes over 700 hotels in operation and under development across the company's core brands: Radisson Blu®, Radisson®, Radisson RED, Park Inn® by Radisson, Park Plaza® and Country Inn & Suites® by Radisson. In addition, he oversees the company's managed portfolio in the Americas, ensuring operational excellence and optimizing performance.

Prior to joining Radisson Hotel Group, Greene was the Chief Executive Officer of Greengrass Consulting, a Toronto-based start-up that provides management consulting and advisory services on company strategy, branding, and real estate transactions. Prior to that, he was the President and Chief Executive Officer for Delta Hotels and Resorts, where he transformed the company by repositioning it as a leader in the Canadian upscale, full-service hotel segment.

From 2001-2012, Greene held various positions at Wyndham Worldwide, including President and Managing Director, helping to establish Wyndham's Asia Pacific regional headquarters.



Jenna Hackett

Hilton

Jenna Hackett is the Global Head of Tapestry Collection by Hilton, Hilton's 14th brand, which launched in January 2017. She is responsible for the strategic direction, vision, growth and performance of the upscale collection brand.

Ms. Hackett has been with Hilton since 2011, in a series of escalating roles. She was involved with developing Hilton's Executive Compensation function leading up to the 2013 IPO, including work on the IPO as it related to compensation. She also worked on the development, launch and establishment of Hilton's Collection brands (Curio Collection and Tapestry Collection), and brand planning for DoubleTree by Hilton. Most recently, Ms. Hackett served as Senior Director of Full Service Brand Management and Development for Hilton, focusing on Curio Collection by Hilton, Tapestry Collection by Hilton, Hilton Hotels & Resorts and DoubleTree by Hilton. In this role, she oversaw brand planning and analysis, and worked closely with Hilton's Development Team to drive growth, owners and Brand Management.

Prior to her time at Hilton, Ms. Hackett spent three years with the HR Policy Association, working for The Center of Executive Compensation, where she was responsible for tracking Securities and Exchange Commission (SEC), legislative events and lobbied on behalf of the Association. Prior to that, Ms. Hackett worked for a Member of Parliament in the House of Commons in London and a United States Senator in The Senate in Washington D.C. Ms. Hackett holds a BA in Political Science and a MBA from Kogod School of Business at American University.



Alice Jong

Phocuswright

Alice Jong serves as a travel research analyst on the Phocuswright team. With a B.S. in finance from the University of Illinois at Urbana-Champaign, she started her career as a financial analyst at Morgan Stanley, but chose to transition to an industry she was passionate about. She earned a M.S. in travel and tourism management at New York University and has since held a series of positions with various travel organizations, including HeBS Digital, Singapore Tourism Board and Travelzoo, bringing extensive hands-on experience in digital marketing and travel to inform Phocuswright's global research. As a yoga enthusiast with a major case of wanderlust, she also serves as a part-time yoga teacher and loves to travel to any destination off the beaten path.



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Robert Karver
EY

Robbie is a Senior Manager within the Hospitality & Real Estate practice based out of Miami, Florida where he is the area practice leader for EY's efforts in Latin America focusing on inbound investment and with experience in the hospitality and real estate industries in advisory areas including valuation, strategic and operations, development, and acquisition advisory diligence and analysis. Robbie's experience spans multiple asset classes, including but not limited to lodging (across all segments – resort and urban), residential (including branded residences, condominium-hotel and timeshare), recreational (marina, golf), commercial (office and retail), industrial, and other special uses (i.e. timber land, farmland, etc.). Robbie has extensive experience in all Central American urban and resort markets, as well as hospitality and real estate consulting, diligence, and valuation experience in South American markets including Colombia, Ecuador, Peru, Venezuela, Chile, Bolivia, Brazil, Uruguay, Paraguay and Argentina.

Robbie attended the University of Wisconsin-Madison, where he graduated with a Bachelor's of Science in International Business (European and Latin American Concentration) and Real Estate and Urban Land Economics. Having dual Mexican and US citizenship, Robbie is fluent (native) in Spanish and conversational in Portuguese.



John Keith
Caribe Hospitality

Mr. Keith, along with the Promerica's partners, founded Banco Promerica in Costa Rica in 1992. Over the last 25 years, Mr. Keith has participated in the expansion of the Promerica Banking Network throughout Central America, Dominican Republic and Ecuador.

Since 2000, he has participated in several Joint Ventures with US Retailers in the Central America and Caribbean Region.

Since 1997, Mr. Keith has participated in the development of Courtyard by Marriott hotels in Latin America through Caribe Hospitality S.A. Caribe Hospitality has developed 13 hotels over the past 20 years.

Throughout the last 15 years, he has been leading Portafolio Inmobiliario S.A., a major real estate developer in the Central American Region.

Mr. Keith graduated as a BBA from the University of Michigan in 1984.



May 15-16, 2018

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Rafael Lang
Costa Canuva

With more than 19 year of master plan and real estate development experience, Rafael has conceptualized, permitted, built and negotiated purchases and sales of megalots for the development of master planed communities, has overseen over 400 mdd in individual real estate transactions, and administered over 200 mdd in direct infrastructure investment.

Rafael is currently CEO of the Tourism division of Mota-Engil Mexico, a subsidiary of a portugal based construcion company, with active participation in several sectors, including tourism and participation in over 30 countries worldwide.

Costa Canuva is a project being developed by Mota Engil Turismo and Fonatur, which consists in the development of a 255 hectare master planned community, with over 7 kms of shoreline in the coast of Nayarit, Mexico, just 1 hour north of the Puerto Vallarta Airport.

The project is concieved around ocean and mountain outdoor experiences, which upon completion will host 5 luxury hotels, the first one a Fairmont Hotel already under dessign, over 2,500 residential units, a Greg Norman-Lorena Ochoa Golf Course, a meya-yatch marina, restaurants and boutiques, fish market, mountain biking tracks, ziplines, skateboard and BMX parks, surfing, standup paddle board and kayaking.

He was the General Director of Puerto Cancun, a 325 Hecatere mix use master planned community in Cancun, project which he oversaw from conception all the way to over 75% sell out and complete urbanizaition. Puerto Cancun contains hotels, Marina, Tom Weiskopf golf course, and over 2,100 residential units, and is already the leder in real estate sales and prices and a reference in Cancun.

Mr.Lang holds a masters degree in project engineering and management from Stanford Univestiy and a bachelor degree in civil engineering from Universidad Iberoamericana.

Mr.Lang has participated as a member of the Consejo Nacional Empresarial Tursitico (CNET), was president of the Consejo Coordinador Empresarial de Cancun from 2013-2016, and is a member of the board of the Red Cross in Cancun.



David F. Larone
CBRE Hotels

David Larone is a Senior Managing Director and practice lead with CBRE Hotels Valuation and Advisory Services group in Canada. He is based in Toronto but has responsibility nationally. David joined CBRE Hotels in 2015 with the CBRE's acquisition of PKF Consulting Canada, where he was National Managing Director. David had been with PKF since 1975, and has over 40 years of hotel development, operational and investment advisory experience. He has worked extensively within the hotel and resort sector nationally and provincially in undertaking numerous operational reviews, development studies and appraisals on behalf of owners, developers and lenders.

David has considerable experience with resort development and hotel valuations in the Caribbean and Latin America with recent experience in Belize, Panama, Dominican Republic, Antigua, Trinidad and Tobago, Bahamas, Anguilla, Barbados, Grand Cayman and Bermuda.

David's Education includes: B.Comm, Hotel and Tourism Management, University of Guelph.



May 15-16, 2018

JW Marriott Marquis Hotel Miami
Miami, Florida, USA

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Ricardo Mader Rodrigues

JLL Hotels & Hospitality

With over 30 years experience in the consulting field, Ricardo Mader Rodrigues has developed comprehensive expertise in the hospitality and tourism industries in 10 countries in Latin America and other regions. His consulting experience includes market research and analysis, facilities evaluation, financial projections, feasibility studies, development of marketing strategies and marketing plans, planning and development assistance, hotel companies selection and contract negotiation, and asset management.

Mr. Rodrigues has been a guest speaker on numerous topics in hospitality seminars, including market analysis and the state of the lodging industry in Brazil.

Professional experience includes; Responsible for the annual industry report "Lodging Industry in Numbers -Brazil" Managing consulting assignments for international hotel companies such as Marriott, Starwood, Hyatt as well as other domestic organizations.

Mr. Rodrigues is a member of ISHC and is graduate of the Business Administration School of Fundação Getulio Vargas, Sao Paulo, Brazil. He has undertaken further study in hotel management, strategic planning for the hotel industry, and consulting for hotels and related industries at the "School of Hotel Administration, Cornell University". His professional training was supplemented by a formal on-the-job training program with an international consulting firm in the United States.



Robert McCall

GTIS Partners

Robert McCall is a Managing Director and Head of Brazil Acquisitions at GTIS focusing on business development and strategy identification primarily for the company's Brazil business.

Mr. McCall has worked for GTIS since 2007 and has been active in both the U.S. and Brazil acquisitions business throughout the years focusing primarily on Brazil since 2011 where he has been involved in hospitality, office, logistics and residential transactions. Mr. McCall was previously with Eastdil Secured in Atlanta, GA where he was an Associate responsible for financial valuation of investment properties ranging from \$10 million to \$600 million using various financial metrics to determine optimal marketing strategy to maximize returns. Before Eastdil Secured, Mr. McCall worked for CB Richard Ellis in the Financial Consulting Group and prior to that he worked as an Analyst with the Wells Fargo Real Estate Group. Mr. McCall earned his B.S. in Business Administration from The University of North Carolina at Chapel Hill.



John A.E. McCarthy

Leisure Partners

Born in Mexico, received his degree from the school of Business Administration at La Salle University in Mexico City.

McCarthy specialized in tourism early in his career, when he became involved in the development, marketing, sales and operation of a resort project in Ixtapa

He was later appointed head of the Tourism Division of Bancomer, Mexico's largest bank.

In February 2000, he was elected Chairman of the National Tourism Business Council (C.N.E.T.)

In December 2000, President Vicente Fox named McCarthy to the post of C.E.O. of the National Trust for the Development of Tourism (FONATUR), where he was part of the expanded cabinet of the Mexican Presidency.

McCarthy sat, on the Board of Mexican Tourism Promotion Board, and has been a member of the Boards of the Presidente Intercontinental Hotels, Raintree Resorts International. He also sits on the Boards of Christel House de México A.C., International Cruise and Excursions Inc. and Doc Solutions.

Currently, he is developing and marketing various resorts throughout Mexico, as well as acting as an independent consultant in tourism real state.



May 15-16, 2018

JW Marriott Marquis Hotel Miami
Miami, Florida, USA

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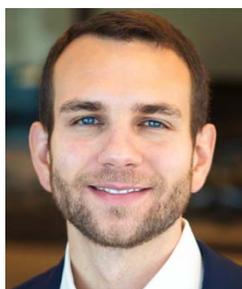
Donald McGregor

Gencom

Donald McGregor is a Senior Vice President of Development and Managing Director for Latin America. Since joining Gencom in 2013, Donald has been involved in over \$800 million of real estate investments and syndications across the hospitality, luxury residential, and mixed use development sectors.

Prior to joining Gencom, Donald worked at LNR Properties, where he was an Analyst in the Real Estate rotation program and the Special Resolutions Group.

Donald received a BS in Commerce from The McIntire School at the University of Virginia, and is a member of the Recreational Development Council of the Urban Land Institute.



Jared Melnik

KSL Capital Partners

Jared Melnik is a Principal with KSL Capital Partners, a private equity fund dedicated to investing in travel and leisure businesses with over \$7.4 billion in equity capital commitments raised since 2005. With 11 years at KSL, Jared leads the firm's efforts in Mexico and the Caribbean, including its investment in Apple Leisure Group. Previously, he worked as an investment banker in the Gaming and Leisure Group of Merrill Lynch. He holds a B.S. in Finance and International Business (magna cum laude) from New York University's Stern School of Business. Additionally, he is a CFA charterholder.



Patrick Mendes

AccorHotels

Bi-cultural (French-Portuguese), Aged 49, father of 3 children; Patrick spent most part of his professional life working internationally (Spain, Portugal, South America, Caribbean, USA, France, Wales, Asia Pac, UK and Indian Ocean). His passion for tourism and hotel business started in Bordeaux, where he studied 5 years in a hotel management school.

Graduated from INSEAD Paris, plus a Master in Management (IUP Chambery) and MBA in Management and Marketing (IAE Aix-en-Provence), Patrick started in the hospitality industry on the operation side (Forte in Wales, Intercontinental in UK), Tourism and services industry in France, Portugal and Spain.

After experience as a consultant working for tourism development in France and Southern Europe, he joined Edenred in 1994. Based in Paris for several years, he contributed to the huge Edenred Development, managing sales team, marketing and developing new products. He spent 2 years in charge of operations for Caribbean and Indian Ocean.

In 2000, Patrick moved to Lisbon for 3 years, managing Edenred Spain-Portugal and "Incentive House", a company acting in the Meeting and Incentive industry. In 2004, Patrick joined AccorHotels Global organization as SVP Global Sales & Distribution. He was leading an international team of 34 global sales offices worldwide, managing global accounts, defining strategy for Marketing, sales and distribution. He was directly responsible for several European countries, North America, Nordic markets, and development for Asia, Middle East and South America.

In 2011: back in operation, he assumes one of the key Business Unit: more than 80 hotels, "4 to 5 stars". After 2 years, he is appointed COO for all the luxury, Upscale & Midscale Brands for South America, based in Sao Paulo.

In July 2015, Patrick is appointed CEO AccorHotels South America.

On a personal note, Patrick is a sport addict, practicing cycling, running, skiing, golf, and adventure sports.



Federico Moreno-Nickerson

Apple Leisure Group

As Vice President of Development for Apple Leisure Group, Federico Moreno-Nickerson, joined the team commissioned with the task of expanding the company's footprint in Mexico, the English-speaking Caribbean and Latin America. Leveraging over 30 years of experience in destination marketing, hotel management, operations and product development for the high-end segment, Federico also focuses on strengthening relations with partners and tourism organisms in target destinations.

Before joining Apple Leisure Group, Federico spent 13 years as Director of Product Development at Classic Vacations, Expedia's luxury brand, where he worked closely with hotel partners and tourism boards to expand their mutual business in the Caribbean and Mexico's top selling vacation destinations. During his tenure, Classic Mexico outpaced the destination growth, and in 2015 Classic Caribbean became Classic Vacation's top selling destination, surpassing Classic Hawaii for the first time in the company's history.

Federico has worked for several international chains such as Accor, Hilton International, Hyatt Domestic, Posadas and Camino Real, in Mexico, the Caribbean, United States and Europe. His career in Mexico City lasted almost a decade and focused on hotel operations and destination marketing. Federico also was the Promotions Committee President role at the Mexico City Hotel Association where he was responsible for making recommendations on how to best allocate the funds generated from the recently implemented occupancy tax. He was later appointed as Chief Counsel of Mexico City's first Tourism Organization, where he co-authored the destination's first Strategic Marketing Plan. Federico is a founding member of the World Heritage Alliance between Expedia Inc. and the United Nations Foundation, and a frequent speaker on UNESCO World Heritage Sites.

Federico is a graduate of the Conrad N. Hilton College of Hotel and Restaurant Management at the University of Houston where he earned both a Bachelor of Science Degree and a Masters in Hospitality Management.



Craig Mueller

IHG

Craig Mueller is Vice President Development, the Americas, IHG (InterContinental Hotels Group) PLC.

In this role, Craig is responsible for new-build hotels and conversions for the InterContinental, Crowne Plaza, Hotel Indigo and EVEN Hotel brands in the U.S., Canada, and the Caribbean, as well as for management contracts for all IHG brands in the Americas region. He also oversees development efforts for all of IHG's brands in Latin America as well as the InterContinental brand in Mexico.

A 30+ year industry veteran, Craig has held positions spanning various areas of hospitality real estate investment. He served as Vice President and then Principal of Lend Lease Real Estate Investments Hotel division with responsibilities for both hotel asset management and acquisitions and disposition efforts with a hotel portfolio valued at \$1 billion. Prior to that, Craig led the hospitality real estate consulting practice for Deloitte & Touche in Atlanta. He previously served as the Director and Assistant Vice President of development for The Ritz-Carlton Hotel Company.

Craig is a graduate of Cornell University's School of Hotel Administration.



Fernando Mulet

Playa Hotels & Resorts

Fernando Mulet has been with Playa Hotels & Resorts N.V. since its inception in 2006. With over 15 years of international hotel experience, Mulet has played a prominent role in the acquisition, development and asset management of the portfolio and currently heads the Acquisitions Group for Playa Hotels & Resorts. Prior to joining Playa Hotels & Resorts, he was the Director of International Investments & Asset Management with Highland Hospitality Corporation (NYSE: HIH). He helped HIH to successfully structure and close its first acquisition in Mexico. A native of Spain, Mulet began his career in the hospitality industry in 1999 at Barceló Hotels & Resorts. During his tenure at Barceló, Mulet held different positions both at the corporate and hotel level in Mexico, Spain and in the US. In 1999, he earned his Business Administration (E-2) degree at the Universidad Pontificia de Comillas (ICADE) in Madrid, Spain. He continued his education in the US at Cornell University where he earned a certification in Real Estate, Development and Hotels Investment from The School of Hotel Administration at Cornell University in 2004.



Fernando Orrantia Dworak
Greenberg Traurig

Fernando Orrantia Dworak focuses his practice in the real estate, commercial and corporate law aspects of clients participating in diverse industries, including port services, petrochemical, and hospitality services, advising clients in complex international joint venture operations, mergers, acquisition and divestitures of operations and assets, as well as domestic and cross border financing related to his client's activities.



Michael Register
Trust Hospitality

Michael Register is a partner at Trust Hospitality, a hotel management company with properties in the United States, CALA, and the Caribbean. In addition, Michael works with investment partners to source hotel properties for acquisition or development. Prior to Joining Trust Hospitality, Michael was in charge of business development and legal matters for Nikki Beach worldwide. At Nikki Beach, Michael was responsible for sourcing over 20 new hotel and other F&B development projects around the world. Prior to working in the hospitality industry, Michael was the co-founder of a successful software company.

Previously he practiced international corporate and business law, including two years at the Pinheiro Neto Law Firm in Sao Paulo, Brazil. Michael received his J.D. from Cornell Law School and his B.A. in Latin American Studies from Vanderbilt University.



Richard Rehwaldt
Best Western Hotels & Resorts

Richard Rehwaldt Delgado works for Best Western since 1998 and was based in the global headquarters in Phoenix, Arizona until 2002 when he was moved to South America to open Best Western's new regional offices in Brazil and Peru. Between the years of 2002 and 2010 he was based in Sao Paulo, Brazil from where he oversaw the brands development in the South American continent. Additionally, between the years of 2007 and 2010 he was also responsible for the brand's development in new emerging markets like Africa and the ex-Soviet Republics. Since 2011 he is based in Lima, Peru from where he continues to oversee the brands development in South America.



Gustavo M. Ripol
InterAmerican Development

Mr. Ripol has participated in companies and projects like Pacífica Ixtapa, in the Tourism Division of Bancomer as Planning Director, at RCI as Director of Marketing and Communications for Latin America, at Raintree Resorts International/ Club Regina as Chief Operating Officer, as Chief Executive Officer of Grupo Quinta Real and Club Quinta Real and as Managing Director for the Vacation Club Division of Presidente Intercontinental in Mexico.

Recent endeavours include the formation of the Banyan Tree Mexico Hospitality Fund where he acts as Chief Development Officer and as Partner in InterAmerican Development Group a JV with Grupo Portalis of Guatemala to invest and develop up to 25 hotels in Central America under the Hotel 6 and Studio 6 flags.

Mr. Ripol has an Industrial Engineering degree from the Universidad Anáhuac del Sur, with graduate studies in Finance from Instituto Tecnológico Autónomo de México (ITAM), and has more than 30 years of experience in the tourism industry.



May 15-16, 2018

JW Marriott Marquis Hotel Miami
Miami, Florida, USA

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Cristián Roberts

PRIME Real Estate

Mr. Roberts is a Costa Rican businessman focused on real estate in Latin America.

Mr. Roberts is President of PRIME, a real estate private equity and real estate structuring firm with extensive experience in the region and a deep network in the real estate industry. PRIME has participated with a select group of multi-Latin corporations and high net worth groups in more than 110 real estate projects in 17 countries in Latin America.

Prior to PRIME, Mr. Roberts worked at MESOAMERICA -sister organization to BAIN & COMPANY and BAIN CAPITAL - and at the law firm PACHECO COTO (now EY Law), where he accumulated additional experience in financial and legal strategic consulting, as well as mergers and acquisitions, participating in multiple transactions in Central America and the Caribbean.

Mr. Roberts is also an external board member in various companies and over time has contributed time and resources to various family legacy institutions (founded by his great grandparents) such as the HOSPITAL CLÍNICA BÍBLICA and ASOCIACION ROBLEALTO, among others, and to the PRIME FOUNDATION (Corporate Social Responsibility vertical at PRIME, which focuses on community intervention in towns neighboring projects that PRIME is involved in).

Since 2013, Mr. Roberts is an active member of the LATIN AMERICAN BUSINESS COUNCIL (CEAL), now serving as President of the Costa Rican chapter (2015 - present).
<https://www.linkedin.com/in/cristianroberts>



Maribel Rodriguez

WTTC

Maribel Rodriguez joined WTTC in 2014.

With Chairmen and Chief Executives of 160 of the world's leading Travel & Tourism companies as its Members, WTTC has a unique mandate and overview on all matters related to business and leisure travel. The organisation works to raise awareness of Travel and Tourism as one of the world's largest industries, driving employment of 292 million people and generating over 10% of world GDP.

She has built an extensive network within the Travel and Tourism industry public and private sector, accumulating over 18 years of sales, marketing, communication and commercial experience in Europe.

Commercial Director and Board Member for Travelodge Hotels Spain from 2008 to 2014, serving as Council Member of Madrid Hotels Association (AEHM) and the Tourism Commission to promote Madrid as a destination.

Prior she spent 11 years in the aviation industry, gaining extensive experience in all aspects of commercial aviation. She managed the introduction of low cost airline operations into the Southern European market for: Virgin Express, Go-Fly, EasyJet and Ryanair. At Ryanair supervised the opening of 21 airports and over 190 routes across Europe, setting up multiple operational bases on the continent. She also worked for GB Airways, franchise of British Airways in Spain, Portugal and France.

Executive MBA at ICADE Business School and Industrial Psychology Degree from University of Salamanca. She just finished a Senior Executive Program for Travel & Tourism at IESE & JSF.



Gregory Rumpel

JLL Hotels & Hospitality

Gregory Rumpel is a Managing Director for Jones Lang LaSalle's Hotel & Hospitality Group. Mr. Rumpel leads the firm's Miami office, where he focuses on hospitality investment sales, advisory projects and asset management in South Florida, the Caribbean and Latin America. He has over 18 years of hospitality real estate experience with a strong consulting background. Since joining JLL in 1996, Mr. Rumpel has completed several high profile transactions, including 551 Fort Lauderdale (former Trump) in Fort Lauderdale, Florida, Miami Beach Resort & Spa and The Gansevoort, both in Miami Beach, Florida, Sawgrass Marriott Resort & Spa in Ponte Vedra, Florida; Cheeca Lodge and Spa in Islamorada, Florida; Caneel Bay in St. John USVI, the Bora Bora Lagoon Resort, Tahiti; among others.



May 15-16, 2018

JW Marriott Marquis Hotel Miami
Miami, Florida, USA

www.HOLAconference.com



Salo Smaletz

IHG

Salo Smaletz is the Vice-President Development for Latin America for InterContinental Hotels Group.

Salo graduated from Fundacao Armando Alvares Penteado in Sao Paulo, Brazil in 1990 with a bachelor in Business Administration and Marketing.

He ran his Tour Operator business in Brazil until 1997 when he moved to Miami, Florida to pursue a Master's Degree in Hospitality and Food Science at Florida International University.

Upon his graduation in 1999 he worked for Hilton International as a corporate trainee in Chicago and Toronto and as Development Director in the Miami Area Office until he joined IHG in 2006.

Salo oversees development in 22 countries and together with his team has been responsible for the addition/retention of over 45 hotels/7,000 rooms in the past ten years.



Leopoldo Sposato

IFC – World Bank Group

Leopoldo Sposato works at the International Finance Corporation (IFC), the private sector arm of the World Bank Group, where he is a Manager at the Manufacturing, Agribusiness and Services group. He is responsible for new business origination in the Tourism, Retail and Property and Manufacturing sectors in Latin America. He has worked at the IFC for 19 years across all regions including Africa, Asia and Eastern Europe. Prior to IFC, he worked in the corporate finance and retail banking groups of Citibank Argentina. He lives in Washington DC, US.

Leopoldo obtained an Engineering Degree at the Instituto Tecnológico de Buenos Aires (Argentina), followed by a Master in Finance at the Universidad Torcuato Di Tella (Argentina).



William Stadler

Aimbridge Hospitality

Bill Stadler has over 35 years of experience in the hospitality industry. Given the depth of his experience and primary focus on real estate and finance, he was appointed Chief Investment Officer of Aimbridge Hospitality in 2014. Prior to joining Aimbridge, Mr. Stadler spent 11 years as an investment sales specialist with HFF and Molinaro Koger where he represented private equity firms, REITs, global hotel companies, and high net worth individuals including such notable companies as Hilton, Hyatt, Marriott, Starwood, Blackstone, FelCor, RLJ, and Host. His transaction experience included single assets as well as large portfolios across all chain scales including Caribbean and Mexican resorts. Mr. Stadler was Sr. Vice President and Chief Acquisitions Officer of FelCor Lodging Trust, whom he joined shortly after their IPO and was responsible for the growth of the company from nine hotels to a portfolio of more than 200 assets with a market capitalization of greater than \$3B. His background further encompasses development and franchise sales positions with Marriott Corporation and Embassy Suites.

Mr. Stadler received a master's degree from the Cornell School of Hotel Administration and B.A. from Denison University. He is an active member of the International Society of Hospitality Consultants and holds real estate licenses in Texas and California.



May 15-16, 2018

JW Marriott Marquis Hotel Miami
Miami, Florida, USA

www.HOLAconference.com



David Tarr

Hyatt Hotels Corporation

David Tarr was appointed Senior Vice President of Real Estate and Development for Hyatt Hotels Corporation in September 2007. In directing the Americas Region development team for Hyatt, David oversees new hotel development, acquisition, franchise and management contract transactions for Hyatt's full-service brands (Hyatt Centric, Hyatt Regency, Grand Hyatt, Park Hyatt, Andaz and The Unbound Collection) in North America, and all brands, including Hyatt Place and Hyatt House, in Latin America and the Caribbean.

Prior to joining Hyatt, David's 10-year career at Marriott International included a variety of Development and Asset Management positions. His last role at Marriott was Senior Vice President of Development, overseeing the company's full-service hotel development activity in the Eastern Region of the United States for its Marriott, Renaissance and Ritz-Carlton hotel brands.

A 28-year industry veteran, David's previous hotel real estate and development experience included tenure as a hospitality industry consultant, providing hotel market, feasibility, and appraisal advisory services to property developers, owners, and lenders, as well as corporate development with Extended Stay America. He holds a Bachelor of Science Degree from Cornell University's School of Hotel Administration, and is based at Hyatt's corporate headquarters in Chicago, Illinois.



Rodrigo Tsutsumi

Preferred Hotels & Resorts

Rodrigo Tsutsumi is the Regional Director, Latin America for Preferred Hotels & Resorts. In this role, he oversees hotel retention and development of the company's collections in the region and assists in managing the company's Miami office. Rodrigo first joined Preferred Hotels & Resorts in April 2010 as Revenue Account Manager for Latin America. During his tenure with the company Rodrigo has been instrumental in helping to deliver incremental revenues to hotels from Mexico to Argentina, as well as enhancing the knowledge and implementation of revenue management principles to independent hotels in the region. Furthermore, in a dual role as Director of Business Development, he helped continue to grow the presence of Preferred Hotels & Resorts in Latin America.

Rodrigo came to Preferred Hotels & Resorts with extensive experience in revenue management, hotel development and consulting in hospitality and leisure real estate. Prior to joining Preferred Hotels and Resorts, he served as a manager for Northcourse Leisure Real Estate Solutions, a division of Wyndham Worldwide, where he consulted on hotel and real estate projects extensively in Latin America.

Rodrigo is a graduate of Cornell University, where he received a B.S. in Hotel Administration.



Victor Vazquez

Marriott International

Victor Vazquez is Regional Vice President of Development for the Latin America and Caribbean region. In this role, he is instrumental to expanding Marriott's portfolio and footprint in the region. Victor joined Marriott International following the merger with Starwood Hotels & Resorts in September 2016. He is currently based at Marriott International offices in Miami, Florida.

Victor is a seasoned executive in the tourism industry with more than two decades of global experience in various aspects of the business, including feasibility, development, investment & asset management, brand management and operations and finance support. Before joining Starwood, Victor was based in Singapore where he played an active role in shaping and executing the IHG Asia, Middle East & Africa (AMEA) operations strategy as well as leading development of hotel operating models and processes for new hotel brands, joint ventures and special projects. Prior to Singapore, Victor was part of the Global Operations team and Operations Council based out of IHG's head office in the United Kingdom.

After completing his MBA in 2000 at the University of Edinburgh in Scotland, Victor joined IHG and has had various executive roles and served as General Manager and gained hotel operations and hotel openings experience at city-center, resort and convention properties in the US, Argentina and Venezuela. He is a CPA with a degree in business who developed an interest in hotels while working in the hospitality sector at Arthur Andersen and Citibank.

Born in Mexico City, Victor has lived and worked in South America, North America, Europe and Asia.



May 15-16, 2018

JW Marriott Marquis Hotel Miami
Miami, Florida, USA

www.HOLAconference.com



Jorgan von Stiening
EY

Jorgan von Stiening is a Senior Manager in EY's Transaction Real Estate practice, where he specializes in hotel, residential and mixed-use real estate development projects. Jorgan has worked with major US, Caribbean, and Latin American investors, as well as major hospitality brands to develop, transact on, and enhance operations of luxury and upscale properties throughout the Americas. In this capacity, he has also helped to define and redefine project positioning, optimal mix of uses, and overall land use strategies to best capture market opportunities. Jorgan worked in the New York office of EY prior to joining the Miami team in 2015.



Bruce D. Wardinski
Playa Hotels & Resorts

Mr. Wardinski is the Chairman & Chief Executive Officer of Playa Hotels & Resorts ("Playa"). Playa is the owner of all-inclusive resorts located in Mexico and the Caribbean. Mr. Wardinski has served in his current position since founding Playa in early 2006.

Previously, Mr. Wardinski was CEO of Barceló Crestline Corporation; Chairman of the Board of Highland Hospitality Corporation (NYSE: HIH); Chairman, President and CEO of Crestline Capital Corporation (NYSE: CLJ); Senior Vice President and Treasurer of Host Marriott Corporation (NYSE: HMT); and served in various other capacities with Host Marriott and Marriott Corporation. He graduated with honors from the University of Virginia with a B.S. degree in Commerce and earned an MBA degree in Finance from the Wharton School of Business at the University of Pennsylvania.

Mr. Wardinski currently serves as Chairman of the ServiceSource Foundation, serves on the Board of Directors of the Wolf Trap Foundation for the Performing Arts, is a member of the George Mason University Foundation Board of Trustees and is a member of the Board of Advisors of the College of Business at James Madison University.

Mr. Wardinski serves as a director of DiamondRock Hospitality Company (NYSE:DRH) and previously served as director of privately-owned international resort company Kerzner International.



Richard A. Weissmann
KSL Capital Partners, LLC

Mr. Weissmann joined KSL in March 2008. Previously, he was a Managing Director in the Investment Banking Division of Goldman Sachs & Co., where he led Goldman's Hospitality and Gaming Practice. Prior to joining Goldman in 1998, he was an attorney in the real estate and corporate groups with the law firm Paul, Weiss, Riffkind, Wharton & Garrison LLP in New York City. Mr. Weissmann began his career in 1984 as a real estate developer in the New York metropolitan area. He has a B.A. from Tufts University and a J.D. from Columbia University School of Law.



David Wilner
La Quinta Inns & Suites

David Wilner is Senior Vice President, Development with more than 19 years of development and management experience in the hospitality industry.

In Mr. Wilner's current role at La Quinta, he directs and supervises franchise development responsibilities, including management of sales staff for both domestic and international growth.

Mr. Wilner has been with La Quinta since the inception of the Franchise program in 2001. He started as a Director of Franchise Development and served as Vice President of Franchise Development for the Western United States and Central America from 2007 through 2010. Prior to joining La Quinta, Mr. Wilner worked on Capitol Hill for a Senior United States Senator.

Mr. Wilner has a Bachelor of Political Science – University of Arizona, 1997.



May 15-16, 2018

JW Marriott Marquis Hotel Miami
Miami, Florida, USA

www.HOLAconference.com



Matthias Winkler

FSC Architects

Matthias Winkler, AIA, Dipl.-Ing., is a principal at FSC ARCHITECTS, an award-winning international hospitality design firm offering master planning and architecture services from its headquarters in Honolulu, Hawaii. He has been involved in the design, production and construction of high-end resorts, hotels, clubhouses, villas and estates for almost two decades. Educated as an architect in Europe and the United States he was exposed to different cultures and languages from the very start of his career.

His passion for design has taken him from his native Germany to high-end hospitality and residential design firms in Seattle, Washington, and on a few of the Hawaiian Islands. He had been practicing with the international hospitality design firm WATG for several years before joining FSC Architects in 2010.

Matthias has been working on projects in multiple climates around the world from snowy Changbaishan and the deserts of Dubai to tropical islands like Cape Verde and Palau. His underlying design theme are authentic and memorable experiences in any chosen location.

Notable projects, recently opened or under construction, with FSC Architects are: Marriott and Renaissance Tong An Resorts Xiamen, Hilton Linzhi Resort Tibet, Curio Sanya Yazhou Bay Resort and Praia Integrated Resort and Casino Cape Verde.