

**NYU****SCHOOL OF
PROFESSIONAL STUDIE**

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



A

Arthur Adler

**Chairman, Americas, Hotels & Hospitality Group
JLL**

Arthur Adler, chairman, has led the Americas division of JLL's Hotels & Hospitality Group for more than 17 years. In his current capacity, Adler provides strategic oversight to the group, which is part of JLL's Hotels & Hospitality Group International. In addition, Adler is directly responsible for the region's hotel transactions business, which consists of arranging the sale and the financing of hotel properties throughout the Americas. Over the last several years, JLL has arranged hotel transactions that have totaled approximately \$10 billion per annum.

Adler's diverse industry background includes the arrangement of debt and equity transactions; consulting and asset management; litigation support; and strategic planning for owners, investors, and lenders. He oversees a business employing more than 100 people and whose clients are the most prolific hotel owners and operators in the industry, such as InterContinental Hotels & Resorts, The Blackstone Group, Colony Capital, Starwood Hotels and Resorts, Global Hyatt Corporation, Apollo Commercial Real Estate Finance, Host Hotels & Resorts, LaSalle Hotel Properties, Noble Investment Group, HEI Hotels & Resorts, Pebblebrook Hotel Trust, Marriott International, Kingdom Holding Company, BCIMC, Barings, Goldman Sachs, Oaktree Capital, Walton Street Capital, Brookfield, and ADIA.

Doron Aharon

**Senior Deputy Director General, Infrastructure Development and Investment Administration
Israel Ministry of Tourism**

Doron Aharon is senior deputy director general, Infrastructure Development and Investment Administration, at the Israel Ministry of Tourism.

Prior to his current position, he served as director at the Electricity Authority and was responsible for integrating renewable energy in the electricity market in Israel. Doron holds a BA in psychology and education and a master in business administration, both from the Hebrew University, as well as a BA in economics. Recently, Aharon graduated from the Wexner Senior Leadership Program at Harvard University.

Reza Akhavi

**Co-Head of Real Estate Investment Banking
Deutsche Bank Securities**

Reza Akhavi is the co-head in Deutsche Bank's Americas Real Estate, Gaming, Lodging, and Leisure (REGLL) Investment Banking team. He is responsible for advisory and capital markets client coverage across industries under the REGLL umbrella, including market leaders in the US and international gaming industry, lodging REITs and C corporations, and general leisure operators. Akhavi joined Deutsche Bank in 1998 and joined the REGLL group as a vice president in April 2005. Prior to joining Deutsche Bank, he was an agency equities trader for Herzog, Heine, Geduld, a leading Nasdaq market maker. Akhavi earned a BS cum laude in finance with a concentration in economics from the University of Maryland, College Park in 1997. He was a member of the Financial Management Honors Society and the National Business School Honorary Society, and he received the Nations Bank Educational Endowment Award.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



James Allen

Chairman, Hard Rock International
Chief Executive Officer, Seminole Gaming

Responsible for gaming operations at the Seminole Tribe of Florida since 2001, James Allen has guided the development of Seminole Gaming into one of the world's most profitable gaming entities, with seven casinos located throughout Florida. Allen led the Seminole Tribe of Florida's 2007 acquisition of Hard Rock International, the first acquisition of a major international company by a North American Indian Tribe. He also guided successful gaming compact negotiations between the Seminole Tribe, the State of Florida, and the US Department of the Interior.

As chairman of Hard Rock International, Allen oversees all operations of one of the most globally recognized brands, known for rock music and its signature cafes, hotels, casinos, memorabilia, and live concerts, with venues in 74 countries, including 179 cafes, 24 hotels, and 11 casinos, plus Hard Rock Stadium in Miami.

Allen led the development team for the highly successful Seminole Hard Rock Hotels & Casinos in Tampa and Hollywood, Florida, which opened in 2004, and he has directed Hard Rock International's aggressive expansion program in the hotel and hotel-casino sectors. In addition to Tampa and Hollywood, Hard Rock hotels, casinos, or hotel-casinos are located in exciting locations including Bali, Cancun, Ibiza, Las Vegas, and San Diego. New Hard Rock Hotel or hotel-casino projects are planned in Atlanta, Atlantic City, Berlin, Budapest, London, Los Cabos, Maldives, New York City, Ottawa, and Dalian and Haikou in China.

Allen is a gaming industry veteran with 37 years of experience, and he has held executive positions with the Trump Organization, Hilton, Hemmeter Companies, Park Place Entertainment, and Sun International Resorts. A former member of the New Jersey Casino Control Commission Task Force on Gaming Regulation, Allen has lectured on countless casino industry topics at numerous professional conferences, governmental programs, and college campuses, including at the New Jersey Governor's Business Development Conference and at Harvard and Cornell Universities.

Craig J. Aniszewski

Chief Operating Officer
Summit Hotel Properties

Craig J. Aniszewski serves as executive vice president and chief operating officer of Summit Hotel Properties. He joined The Summit Group in January 1997 as vice president of operations and development. He became the executive vice president and chief operating officer of The Summit Group in 2007 and has been a member of the board of managers of its predecessor since 2004. Aniszewski currently serves on the Owners Advisory Board for Hilton Garden Inn, and he has previously served on the InterContinental Hotel Group's IH4 Room Owners Advisory Board (2016-2017) and the Fairfield Inn by Marriott's Franchise Advisory Committee.

Aniszewski joined The Summit Group following 13 years with Marriott International, where he held sales and operations positions in full-service convention and resort hotels. During his career with Marriott, he also worked in the select-service sector, holding positions that included the director of sales and general manager for Residence Inn and Courtyard branded hotels located in Florida, New York, Connecticut, Pennsylvania, Maryland, and North Carolina. Aniszewski graduated from the University of Dayton with a BS in criminal justice and minors in business and psychology.

Gary E. Axelrod

Partner and Co-Chair, Hospitality, Gaming, and Leisure Industry Group
Latham & Watkins

Gary E. Axelrod is a partner in the Chicago office of Latham & Watkins and co-chair of the firm's Hospitality, Gaming, and Leisure industry group. His practice focuses on complex business transactions for real estate private equity sponsors and funds, REITs, institutional investors, real estate and hotel operating companies, and entrepreneurial developers engaged in all aspects of real estate investment and development. He has significant experience representing owners and operators in connection with the sale, acquisition, development, financing, ownership, and management of hotel, resort, and gaming properties. He also represents corporate, venture capital, and other private equity clients in bankruptcies, restructurings, mergers, acquisitions, and dispositions involving portfolio companies and their real estate assets. Axelrod has been named a *Law360* "MVP" for notable legal work, and he is a member of *Law360*'s Hospitality Editorial Advisory Board. He is regularly recognized in *Chambers USA* and *The Legal 500 United States*.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Arash Azarbarzin

President
SH Group

Arash Azarbarzin joined SH Group with more than 30 years of industry experience, including as a founding member of sbe Hotel Group, where he served as president for 12 years. He spent several years in leadership roles at W Hotels & Resorts, St. Regis, and Four Seasons. As president, Azarbarzin oversees operations and expansion for SH Group, which currently operates the fast-growing 1 Hotels, a nature-inspired luxury lifestyle brand with locations in Manhattan, Brooklyn, and South Beach, and the five-star luxury Baccarat Hotel brand.

Azarbarzin's vision, leadership, and operational expertise fueled the growth of many hotel destinations under the sbe Hotel Group umbrella. His role was instrumental in developing Starwood's W Hotel brand and propelling the concept to prominence within the industry.

Azarbarzin holds a degree in hotel and restaurant management from United States International University and graduated from the Culinary Institute of America in Hyde Park, New York.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



B

Geoff Ballotti

President and Chief Executive Officer
Wyndham Hotel Group

Geoff Ballotti is the president and chief executive officer of the Wyndham Hotel Group, the world's largest hotel company with more than 8,100 hotels across 20 iconic brands in nearly 80 countries united by the award-winning loyalty program, Wyndham Rewards. Under his direction, Wyndham is solidifying its leadership position, with J.D. Power rating Wingate by Wyndham the number-one midscale hotel brand, while operating many of the industry's most internationally recognized brands, including Days Inn, Ramada, and Super 8.

Previously, Ballotti served six years as president and chief executive officer of Wyndham Exchange and Rentals, the global leader in vacation exchange and the world's largest professionally managed vacation rentals destination company. There, he oversaw a network of renowned accommodation brands serving more than 3.7 million RCI timeshare owners and millions of annual vacation renters at storied brands such as ResortQuest, Novasol, and Landal.

Prior to joining Wyndham Worldwide, Ballotti spent nearly 20 years in various leadership positions at Starwood Hotels and Resorts both in the United States and Europe. He served as president of Starwood North America, where he led the 65,000 associates of the owned, managed, and franchised St. Regis, Luxury Collection, Westin, Le Méridien, W, and Sheraton brands.

Heather Balsley

Senior Vice President, Global Marketing, Mainstream Brands
InterContinental Hotels Group (IHG)

Heather Balsley is senior vice president, global marketing, mainstream brands, at InterContinental Hotels Group (IHG), based in Atlanta, where she is responsible for global performance of IHG's mainstream brands: Holiday Inn and Holiday Inn Express, Candlewood Suites, Staybridge Suites, and avid hotels. Balsley leads all aspects relating to the development and delivery of overall category, business and marketing performance, brand and commercial strategy, loyalty, guest experience, innovation, design, and marketing communications for IHG's mainstream portfolio globally. She serves as a member of the Global Sales and Marketing Senior Leadership Team, as well as the Regional Leadership Team for the Americas.

Thomas J. Baltimore, Jr.

Chairman and Chief Executive Officer
Park Hotels & Resorts

Thomas J. Baltimore, Jr. serves as chairman of the board, president, and CEO of Park Hotels & Resorts. He served most recently as the president and CEO of RLJ Lodging Trust and as a member of RLJ's Board of Trustees from its formation in 2011 until May 11, 2016, when he joined Park Hotels & Resorts. Prior to that, Baltimore cofounded RLJ Development, RLJ's predecessor entity, and served as its president from 2000 to 2011. Previously, Baltimore held senior positions with Hilton, Marriott International, and Host Marriott Services Corporation. He currently sits on the Prudential Financial Board of Directors, where he serves as lead independent director. He also is chair of the National Association of Real Estate Investment Trusts (NAREIT) Executive Board.

Baltimore earned a bachelor of science from the McIntire School of Commerce at the University of Virginia and a master of business administration from the Darden School of Business at the University of Virginia.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Scott Barrack

Greater China Representative
Colony NorthStar

Scott Barrack is the Greater China representative for Colony NorthStar and is based in Shanghai where he has been living since 1998. Barrack works closely with Asian investors, including sovereign wealth funds, insurance companies, family offices and wealth management, and other strategic investors on capital formation for Colony's global funds and direct investment opportunities. Prior to joining Colony in 2015, Barrack was the founder of SPACE Global, a Shanghai-based real estate investment and development firm that was established in 2001. He also was the founder and managing partner of URBN Hotels and Resorts, a boutique hotel development and management company that he sold in 2014. He was the president of Shanghai's Entrepreneurs' Organization in 2015, and he is a regular speaker on China's hotel development and private equity circuit. Barrack studied business at Arizona State University and Chinese at both Beijing and Dalian Language Universities. He is fluent in Mandarin.

Emma Bassein

Vice President, Strategic Initiatives
Carbon Lighthouse

Emma Bassein is vice president of strategic initiatives at Carbon Lighthouse. She leads the company's "skunkworks" group, which is dedicated to discovering new ways for delivering energy savings to building owners. Working alongside the founding team for the past six years, she has worn many hats across engineering and business development to advance the company's mission of making it easy and profitable for building owners to eliminate carbon emissions caused by wasted energy.

Previously, Bassein served as a project manager at the New York State Energy Research & Development Authority (NYSERDA), where she helped to leverage the office's \$87 million budget to advance innovative clean energy solutions in New York and served as the official liaison to Mayor Michael Bloomberg's office. Bassein holds a master of science in environmental engineering from Princeton University and a bachelor of science in earth, atmospheric, and planetary sciences from MIT.

Sébastien M. Bazin

Chairman and Chief Executive Officer
AccorHotels

After five years working in several financial positions in New York, San Francisco, and London, Sébastien M. Bazin was appointed CEO of the investment bank Hottinguer Rivaud Finances in 1990 and then CEO of L'Immobilière Hôtelière, a hotel developer in France, in 1992. In 1997, he moved to Colony Capital, a private real estate investment firm, to head its European branch and to lead several acquisitions, principally in the hospitality sector (Générale des Eaux, Club Méditerranée, Lucien Barrière, Fairmont Raffles Hotels International, Buffalo Grill, Château Lascombes, Stadia Consulting, and others).

Bazin joined Accor's Board of Directors in 2005, and via Colony Capital, he became a Paris Saint-Germain Football Club shareholder in 2006 and the club's chairman in 2009.

In August 2013, Bazin resigned from his duties at Colony Capital and was appointed chairman and CEO of AccorHotels.

Bazin has served as chairman of the Théâtre du Châtelet Board of Directors since 2015 (and a board member since 2013), as vice-chairman of the Gustave Roussy Foundation's supervisory board, and as a member of the GE Board of Directors since 2016.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE

**Peter Benudiz**Partner
Sidley Austin

Peter Benudiz is a partner in Sidley Austin's Century City office and co-leader of the Global Real Estate practice. He also is leading the firm's Global Hospitality Group. His multidisciplinary practice focuses on all aspects of hospitality and real estate. Recognized as one of the leading hospitality lawyers in the United States, Benudiz is regularly called upon to provide strategic advice and guidance to boards of directors and senior management of operating businesses on various cross-border and domestic matters. He has advised on billions of dollars of hospitality, real estate, corporate finance, and M&A deals, including domestic and cross-border leveraged private equity deals. He has counseled some of the world's leading financial institutions and private equity funds on the acquisition, financing, and restructuring of major real estate and hotel projects.

Scott D. BermanPrincipal, Hospitality Industry Leader US
PwC

Scott D. Berman is a principal and the US industry leader for the Hospitality and Leisure subsector at PwC, leading the firm's industry program that is focused on client service, industry perspective, and research. Berman has more than 30 years of diversified experience in the areas of commercial and financial diligence, market and business strategy, and subject matter expert advisory within the hospitality, tourism, and leisure sectors. In his 25-plus years at PwC, he has provided consulting services in more than 40 countries across the firm's network and in all 50 states. Prior to joining PwC, Berman was the director of development for Hilton, where he was responsible for brand development and acquisition of existing properties in the United States, Canada, Mexico, Latin America, and the Caribbean.

Currently, Berman is an active member of the Urban Land Institute Hotel Development Council (HDC) and its former chair, a member of the Cornell University School of Hotel Administration Dean's Advisory Board, a trusted adviser to the board of directors of the American Hotel & Lodging Association (AHLA), a trustee of the American Resort Development Association, a member of the executive board of the Greater Miami and the Beaches Hotel Association, and a member of the International Society of Hospitality Consultants. Berman sits on the planning and steering committees of both the NYU International Hospitality Industry Investment Conference and the Americas Lodging Investment Summit (ALIS).

Berman has appeared on CNN and CNBC as an industry expert and is frequently quoted on hospitality issues in *The Wall Street Journal*, *USA Today*, *The New York Times*, *Forbes*, and a variety of industry publications. He recently wrote several academic journal articles for the *Cornell Hospitality Quarterly* and the Cornell Center for Hospitality Research.

Berman holds a degree in hotel administration from Cornell University.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



James Bermingham

Executive Vice President, Operations
Montage International

James Bermingham, executive vice president, operations, is responsible for overseeing all aspects of operations for Montage International's hotels and resorts, including owner relations, as well as supporting culture development and sales and marketing. In addition, Bermingham oversees Montage Residences Corporation, a subsidiary of the company. Bermingham joined Montage in 2002 as part of the pre-opening team of Montage Laguna Beach, and he helped to open the hotel in 2003 as its first general manager. Bermingham was promoted to vice president of operations for the company in 2008.

Prior to joining Montage, Bermingham was the general manager of the Latham Hotel and Georgetown Inn in Washington, DC, part of the MeriStar Hotels & Resorts collection of boutique luxury properties. Before that, he was the vice president of hotel operations at the Beau Rivage in Biloxi, Mississippi, which was part of Mirage Resorts. Bermingham spent 10 years with ITT Sheraton Corporation and the Luxury Collection, beginning in sales and marketing while in London, England, and eventually transferring to the United States, where he ultimately became the general manager of ITT Sheraton Five Diamond St. Regis Hotel in Houston, Texas.

Bermingham is an active member in his surrounding community in Orange County, California, participating in Hearts of Montage, a comprehensive outreach program that supports nonprofit programs throughout Orange County. Bermingham has served on numerous Orange County nonprofit and hospitality industry boards and committees, among them the Boys & Girls Club of Laguna Beach, the Ocean Institute, the Anaheim/Orange County Visitor & Convention Bureau, and the Orange County Tourism Council.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Preet Bharara

Preet Bharara, Former US Attorney, Southern District NY; Distinguished Scholar in Residence, NYU School of Law; Host, CAFE, Stay Tuned with Preet

Preet Bharara is an American lawyer who served as US attorney for the Southern District of New York from 2009 to 2017, nominated to the position on May 15, 2009 by President Barack Obama. Bharara's nomination was unanimously confirmed by the US Senate, and he was sworn in on August 13. During his tenure, Bharara earned a reputation as one of "the nation's most aggressive and outspoken prosecutors," according to *The New York Times*. His office's case against SAC Capital, for example, resulted in the largest fine ever paid in the history of insider-trading prosecution and reportedly served as an inspiration for the television series *Billions*, currently airing on Showtime.

In 2012, Bharara was featured on the cover of *TIME* magazine and appeared on its list of the "100 Most Influential People in the World." He was included in *Bloomberg Markets* magazine's "50 Most Influential" list in 2014. He also was included in *Vanity Fair*'s "New Establishment" list and *Worth* magazine's "The Power 100: The 100 Most Powerful Men and Women in Finance" lists in 2012–2016. He was named in *City & State*'s "New York City Power 100" and "Albany Power 100" lists in 2013 and 2014. He was included in *New York Observer*'s "The City State: Albany's Top 40" list in 2014 and 2015 and in its "New York City's Political Power 50" list in 2016. That same year, *City & State* also named him "Newsmaker of the Decade."

As US attorney, Bharara oversaw the investigation and litigation of all criminal and civil cases brought on behalf of the United States in the Southern District of New York. He supervised an office of more than 200 assistant US attorneys, who handled a high volume of cases involving terrorism, narcotics and arms trafficking, financial and healthcare fraud, cybercrime, public corruption, gang violence, organized crime, and civil rights violations.

Under Bharara's leadership, the office experienced one of the most productive periods in its history. Early in his tenure, he formed the Terrorism and International Narcotics Unit, which has continued the office's long history of prosecuting leaders and associates of global and domestic terrorists, narco-terrorists, cartels, and money-laundering organizations. Its convictions have included major terrorists, arms traffickers, and even a Somali pirate.

During Bharara's tenure, the office continued the tradition of being at the forefront of prosecuting financial misconduct, including securities fraud. The office secured convictions of numerous other insider trading defendants, including Raj Rajaratnam and Rajat Gupta. The Civil Frauds Unit brought a number of significant civil actions alleging financial and healthcare fraud and collected hundreds of millions of dollars in settlements for fraud relating to faulty lending practices. His office held to account several of the world's largest corporations for their misconduct—defrauding consumers, causing environmental damage, and violating US sanctions abroad. The Complex Frauds and Cybercrime Unit also prosecuted some of the most cutting-edge financial fraud cases, in addition to sophisticated tax fraud, bank fraud, and cybercrime cases involving core members of the hacking groups LulzSec and Anonymous, drug trafficking website Silk Road, and digital currency providers.

Under Bharara's supervision, the office also brought a series of significant and systemically revelatory public corruption cases against members of New York City and State governments: New York State senators and assembly members, New York City Council members, the former majority leader of the New York State Senate, and the former speaker of the New York State Assembly.

Furthermore, the office continued its traditional civil rights work by, for example, conducting a multiyear investigation into the treatment of adolescent males at Rikers Island and filing Americans with Disabilities Act cases against leading New York City institutions like Avery Fisher Hall in Lincoln Center, while simultaneously bringing new and innovative cases under the Uniformed Services Employment and Reemployment Rights Act. The office also prosecuted more than 1,000 violent members and associates of various gangs, including the Bloods, Latin Kings, and Trinitarios, in an effort to make communities in the Southern District safer for their residents.

Bharara has delivered the keynote address at the commencements of Fordham Law School, Columbia Law School, Cardozo School of Law, UC Berkeley School of Law, Pace University School of Law, and New York University School of Law, and in 2014, he spoke at Harvard Law School's Class Day ceremony.

On April 1, 2017, Bharara joined the NYU School of Law faculty as a Distinguished Scholar in Residence.

In September 2017, Bharara launched *Stay Tuned with Preet*, a podcast about justice and fairness.

Prior to becoming the US attorney, Bharara served as chief counsel and staff director of the US Senate Judiciary

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Committee's Subcommittee on Oversight, Agency Action, Federal Rights and Federal Courts. During his tenure, he helped to lead the Senate Judiciary Committee investigation of the firing of United States attorneys.

From 2000 to 2005, Bharara served as an assistant US attorney in the Southern District of New York, where he prosecuted a wide range of cases involving organized crime, racketeering, securities fraud, money laundering, narcotics trafficking, and other crimes.

Bharara was a litigation associate in New York at Swidler Berlin Shereff Friedman from 1996 to 2000 and at Gibson, Dunn & Crutcher from 1993 to 1996. He graduated magna cum laude from Harvard College with an AB in government in 1990, and from Columbia Law School with a JD in 1993, where he was a member of the *Columbia Law Review*.

Gaurav Bhushan

**Global Chief Development Officer
AccorHotels**

Gaurav Bhushan is the global chief development officer of AccorHotels, responsible for overseeing the group's hotel development strategy worldwide. AccorHotels offers unique experiences in more than 4,000 hotels, resorts, and residences, as well as in more than 2,600 of the finest private homes around the globe. Benefiting from dual expertise as an investor and operator through its HotelServices and HotelInvest divisions, AccorHotels operates in 95 countries. Its portfolio comprises internationally acclaimed luxury brands including Raffles, Fairmont, SO/Sofitel, Sofitel, onefinestay, MGallery by Sofitel, Pullman, Swissôtel, and Grand Mercure; the popular midscale and boutique brands of Novotel, Mercure, Mama Shelter, and Adagio; and the in-demand economy brands of ibis, ibis Styles, and ibis budget. AccorHotels had a record year of openings in 2015 with 229 hotels and 36,172 rooms and has a strong pipeline of more than 930 hotels and 177,000 rooms. AccorHotels opens more than one hotel every other day somewhere in the world.

Reporting to AccorHotels CEO and Chairman Sébastien Bazin and serving as a member of the Global Executive Committee, Bhushan is responsible for the network growth of the group. Bhushan began his career with AccorHotels in 1995 in Australia, where he held various posts in operations and finance. From 2006, he headed the Asia Pacific development teams.

Bhushan earned an MBA from the Royal Melbourne Institute of Technology (RMIT University) and a postgraduate diploma in applied finance and investments from the Securities Institute of Australia.

Greg Bingaman

**Director, Asset Management
Westmont Hospitality Group**

Greg Bingaman is director, asset management, of Westmont Hospitality Group, where he manages luxury and full-service hotel portfolios in a variety of partnerships and private equity funds. Previously, Bingaman served as executive director, asset management, of Legacy Hotels REIT, where he oversaw a \$2 billion publicly traded hotel portfolio. In the late 1990s, Bingaman was a founding principal of Boutique Hotel Group, a privately held hotel management company headquartered in New York City. Starting his hospitality career at The Ritz-Carlton Chicago, Bingaman has worked in hotel operations with Four Seasons, Swissôtel, The Ritz-Carlton, and Fairmont. Bingaman is an active member of the Hospitality Asset Managers Association. He earned an MMH in real estate finance from the Cornell School of Hotel Administration and a bachelor of arts in economics from DePauw University.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Barry A.N. Bloom

President and Chief Operating Officer
Xenia Hotels & Resorts

Barry A.N. Bloom, PhD, is president and chief operating officer of Xenia Hotels & Resorts, a NYSE-listed real estate investment trust. From 2011 to 2013, Bloom served as an associate professor of the practice in the School of Hospitality Administration at Boston University.

From 2008 to 2011, Bloom co-founded and was a principal of Abacus Lodging Investors. Previously, he was executive vice president of portfolio management and administration with CNL Hotels & Resorts. Prior to CNL, he served as vice president of investment management for Hyatt Hotels Corporation. In addition, Bloom has worked for Tishman Hotel & Realty, VMS Realty Partners, and Pannell Kerr Forster (now CBRE Hotels). Bloom earned a BS in hotel and restaurant management and an MBA from Cornell University, as well as a PhD in hospitality management from Iowa State University.

Roger Bloss

Executive Vice President, President of Global Development
RLHC

Roger Bloss joined RLHC in October 2016 in conjunction with the acquisition of Vantage Hospitality Group. Bloss brings more than 40 years of hospitality experience to his roles as executive vice president and president of global development. Prior to joining RLHC, he served in executive positions with several major hotel franchise companies and founded Vantage in 1996. Under his leadership, the Americas Best Value Inn economy brand became the fastest growing hotel chain in the industry and Vantage grew to more than 1,100 properties, becoming a top-10 global hotel company. Bloss was named *Lodging* magazine's "Innovator of the Year" in 2006 and 2010, as well as one of the "Top 25 Extraordinary Minds in Sales and Marketing" in 2009 by HSMIAI.

Michael D. Bluhm

Executive Vice President and Chief Financial Officer
Host Hotels & Resorts

Michael D. Bluhm joined Host Hotels & Resorts as executive vice president and chief financial officer in November 2017. Prior to that, Bluhm served as managing director of investment banking, head of Western Region Real Estate and global head of Lodging and Leisure at Morgan Stanley, where he was directly involved in more than \$150 billion of merger, acquisition, and restructuring assignments and public and private debt, equity, and equity-linked offerings.

Jennie Blumenthal

Principal
PwC

Jennie Blumenthal is a partner in PwC's Travel and Transportation practice, with 20 years of experience counseling hospitality and airline executives in customer strategy and business-led technology transformations. Her experience in hospitality includes working with major hospitality chains on developing a sales strategy and a customer segmentation approach; redesigning the end-to-end sales process for multiple clients; designing and implementing Salesforce for a 2,500-person team across four major regions; and building several CRM, digital, and sales roadmaps with accompanying business cases to model revenue (RevPAR, VPG) and ROI.

Prior to PwC, Blumenthal worked in marketing and channel sales for Verizon and in strategic planning with nonprofits around the world. She has coauthored articles in hospitality on the role of customer experience, the rise of connected devices in hotels, customer loyalty in hospitality, and hospitality's role in the sharing economy.

Blumenthal earned a bachelor of arts from the University of Virginia in history and graduated with honors from The George Washington University with a master of business administration in finance and strategic management.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Jon E. Bortz

**Chairman and Chief Executive Officer
Pebblebrook Hotel Trust**

Jon E. Bortz is founder, chairman, and chief executive officer of Pebblebrook Hotel Trust, a leading publicly traded real estate investment trust, which was formed and went public in late 2009. Prior to forming Pebblebrook, Bortz served as chairman and chief executive officer of LaSalle Hotel Properties, a company he founded in early 1998. Previously, Bortz was chairman of the board and CEO of LaSalle Hotel Advisors, a division of Jones Lang LaSalle, and he founded LaSalle's Hotel Group in 1993, overseeing all of LaSalle's hotel investment and development activities.

Bortz is coauthor of *The Dow Jones-Irwin Guide to Real Estate Investing*, revised second edition, 1982. He currently serves on the board of trustees of Federal Realty Investment Trust and on the American Hotel & Lodging Association Board of Directors. He holds a BS in economics from The Wharton School of the University of Pennsylvania.

Patrick T. Bosworth

**Co-Founder and Chief Executive Officer
Duetto**

As co-founder and chief executive officer of Duetto, Patrick T. Bosworth spearheads the company's strategy and vision, championing a new approach to revenue management. Under his leadership, Duetto has grown to more than 100 employees who support more than 2,500 hotel and casino properties around the world.

Previously, Bosworth was director of yielding and business strategy for Wynn Las Vegas. He was responsible for revenue management at the Wynn and Encore resort-casinos, and during his tenure, he realigned strategic marketing functions and formulated new pricing strategies for the properties.

Bosworth also worked at the US Department of Labor, driving the modernization of financial reporting standards—the first major update of those standards since the 1950s.

He holds an MBA from Harvard Business School and a bachelor of arts in political science from the University of San Diego.

Jacques E. Brand

**Partner, Strategic Advisory Group
PJT Partners**

Jacques E. Brand is a partner in the Strategic Advisory Group at PJT Partners, based in New York, and he is a member of the firm's Global Management Committee. Prior to joining PJT Partners, Brand was CEO of Deutsche Bank in the Americas and a member of the firm's Group Executive Committee. Prior to joining Deutsche Bank in 1999 from BT Alex. Brown, Brand also held significant leadership positions, including global head of Investment Banking Coverage and M&A and chairman of the Deutsche Bank Americas Foundation.

Over the span of his 30-year Wall Street career, which began at Lehman Brothers in the 1980s, Brand has had extensive experience in advising a broad base of clients on transformational M&A and capital-raising transactions in a range of global sectors, including real estate, hospitality and gaming, and financial institutions. Brand earned an MBA from Harvard Business School in 1990 and graduated magna cum laude from Boston University in 1982.

Brand is chairman of the board of the American Institute for Contemporary German Studies, which is affiliated with Johns Hopkins University. He is a member of the Council on Foreign Relations, and he also is on the boards of philanthropic organizations, including the Jewish Museum in New York and the Cancer Advisory Council at Columbia University Medical Center.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



William A. Brewer III

Managing Partner
Brewer, Attorneys & Counselors

William A. Brewer III, managing partner at Brewer, Attorneys & Counselors, has earned a reputation as one of the most successful attorneys in the United States practicing in the field of complex commercial litigation. Under his direction, Brewer, Attorneys & Counselors has become renowned for its innovative handling of major disputes in a number of industries, including hospitality. The firm has represented hotel franchisors, management companies, owners, developers, and investors in many significant industry matters.

Brewer earned a bachelor of arts cum laude from St. John's University and a juris doctor, cum laude, from the Albany Law School of Union University. Thereafter, he attended NYU School of Law, from which he earned a master of laws in trade regulation.

Brewer is active in a broad range of professional groups and philanthropic organizations. He serves as chairman of the Brewer Foundation and is a member of the boards of trustees of New York University, Albany Law School, and Paul Quinn College.

Ben Brunt

Principal and Executive Vice President, Acquisitions and Development
Noble Investment Group

Ben Brunt is a principal and executive vice president of acquisitions and development at Noble Investment Group, with primary responsibility for new investment origination. His focus is the sourcing and underwriting of lodging and hospitality investments that encompass asset and debt acquisitions, land and new development opportunities, market and investment analysis, and brand positioning.

Brunt has more than 18 years of hospitality industry experience and has acquired or developed more than \$3 billion in lodging and hospitality investments throughout his career. Prior to joining Noble as a partner in 2005, he was vice president of investments and development for Songy Partners and a senior member of the investment team at Hardin Capital. Brunt began his career in hospitality as an operations analyst for Homestead Village and later gained experience in the field as a multiunit property manager.

Brunt earned a BA from Trinity College and an MBA from Southern Methodist University, and he is a board member of the Atlanta Midtown Alliance. He is a former professional violinist and spent two years as a member of the Memphis Symphony Orchestra.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



C

Carla Campos

Acting Executive Director
Puerto Rico Tourism Company

Carla Campos is the acting executive director of the Puerto Rico Tourism Company (PRTC), the Government of Puerto Rico's tourism board. She previously was the deputy director and chief marketing officer of the PRTC, but her tourism industry experience and track record in destination management and marketing quickly placed her at the forefront of the agency and as a key member of Governor Ricardo Rosselló Nevares' cabinet. She has spearheaded the recent design and implementation of Puerto Rico's transformational Destination Marketing and Recovery Plan before and after hurricanes Irma and Maria with ample private sector buy-in, which has enabled a rapid-pace recovery for tourism on the island.

Having earned a master of tourism administration with a concentration in destination management from The George Washington University in Washington DC, her field experience in destinations throughout Latin America and the Caribbean position her as an experienced facilitator in public-private partnerships for destination management and, most recently, as a leading professional in crisis management for tourism.

Janis Cannon

Senior Vice President, Upscale Brands
Choice Hotels International

Janis Cannon is senior vice president of upscale brands and a member of the senior executive team for Choice Hotels International, one of the world's leading hotel companies. In this role, she is responsible for the overall performance and growth of the upscale portfolio and leads brand strategy and positioning for Cambria Hotels & Suites and the Ascend Hotel Collection.

Since joining the company in 2016, Cannon has increased Cambria's hotel openings and pipeline developments by more than 50 percent, driven revenue in key urban markets, and grown the Ascend Hotel Collection—recognized as the industry's first "soft" brand—to more than 200 properties worldwide.

Prior to joining Choice Hotels, she served as global vice president for upscale and lifestyle brands at IHG.

Cannon was recently named one of the travel industry's "10 to Watch" for 2018 by *Hotel Business* and one of the "Top 15 Women in Leadership" by *Lodging* magazine.

Colin Carroll

Vice President, Investments
Ashford

Colin Carroll is vice president of investments at Ashford and serves as the vice president of investments for both Ashford Hospitality Trust and Ashford Hospitality Prime. Carroll's role at Ashford focuses exclusively on hospitality investments across all segments and at all levels of the capital structure, including direct hotel investments and mezzanine loans.

Carroll's responsibilities involve sourcing and underwriting hotel investments including direct equity investments, joint venture equity, preferred equity, and mezzanine loans. During Carroll's time at Ashford, he has been involved in numerous hotel equity transactions, including its 2007 CNL and 2011 Highland Hospitality acquisitions. In addition, he has been responsible for the asset management of Ashford's loan portfolio and assisted with capital raising activities of both equity and debt capital.

Before joining Ashford, Carroll held roles with ClubCorp, a leading owner and operator of premier destination resorts and private clubs, and with Wyndham International, a fully integrated hotel enterprise operating primarily in the upper-upscale and luxury segments.

Carroll earned a bachelor of business administration in accounting and management from Texas A&M University and a master of business administration from Southern Methodist University. He is a certified public accountant.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



James Carroll

**President and Chief Executive Officer
Crestline Hotels & Resorts**

James Carroll is the president and chief executive officer of Crestline Hotels & Resorts. As chief executive officer, he oversees the management of the company's portfolio of more than 115 managed properties in 28 states throughout the United States. With a dedicated team of more than 5,000 associates, Crestline has grown to become one of the top 10 independent hotel management companies in the country, and it has earned the elite status of being qualified to manage any of the Marriott, Hilton, Hyatt, or IHG products.

During its 20-plus year history, Crestline has been involved in all aspects of the hospitality business. Crestline has formed and spun off multiple hotel real estate companies both domestically and internationally with equity value of more than \$2 billion, and the company has performed asset management on portfolios in excess of 140 properties and \$600 million in revenues.

Carroll joined Crestline in 2004 from Dell. At Crestline, he served as treasurer and chief financial officer prior to his promotion to president and chief executive officer in 2010. He holds a master of business administration from Harvard Business School and is a graduate of the US Naval Academy. Previously, Carroll served as a naval aviator and lieutenant in the US Navy. He serves on the boards of directors of Armada Hoffer Properties and ServiceSource.

Randy Carroll

**Senior Portfolio Manager, Hotels, Real Estate & Infrastructure Department
Abu Dhabi Investment Authority (ADIA)**

Over the course of more than 30 years in the hospitality business, Randy Carroll has served in various legal, real estate, finance, development, and asset management capacities for prominent global hotel and timeshare owners and operators. He has been a senior portfolio manager within the Hotel division of the Abu Dhabi Investment Authority (ADIA) for the past nine years. In his current role, he has primary responsibility for new hotel investments, divestments, and asset management. Prior to joining ADIA, Carroll held senior positions with Hilton Hotels, Hilton Grand Vacations Company, MeriStar Hospitality, and his own third-party asset management firm. He is a graduate of Dartmouth College (BA), the Cornell University School of Hotel Administration (MPS), and the College of William & Mary (JD). Carroll resides in Abu Dhabi, United Arab Emirates, where ADIA maintains its headquarters.

Ben Cary

**Senior Vice President of Development, North America
MEININGER Hotels**

Ben Cary is senior vice president of development, North America, for MEININGER Hotels, where he is responsible for leading the company's expansion in North America. Since opening the first property in 1999 on Meininger Street in Berlin, MEININGER Hotels has grown today to 20 properties in Europe's top cities, with 15 additional properties in the pipeline. The unique hybrid concept of MEININGER is based upon combining the service and comfort of a hotel with the uncomplicated nature of a hostel: top locations, high-quality amenities, flexible room structure, and reasonable prices. In North America, MEININGER targets projects located in city centers and suburbs near transportation centers. MEININGER developments are non-prototypical and include conversions, adaptive reuse projects, and new developments (including properties with mixed-use integration).

Cary has more than 15 years of hotel and real estate experience, most recently holding development and feasibility positions with Starwood Hotels and Resorts. Prior to Starwood, Cary held positions with the investment firm Hotel Capital Advisers and The Carlyle Hotel in New York City.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Sam Chandan

Larry & Klara Silverstein Chair in Real Estate Development and Investment and Associate Dean
NYU School of Professional Studies Schack Institute of Real Estate

Sam Chandan, PhD, FRICS, is the Larry & Klara Silverstein Chair in Real Estate Development and Investment and the associate dean of the NYU School of Professional Studies (NYUSPS) Schack Institute of Real Estate. In addition, he is partner, global head of strategy, and a member of the investment committee at Capri Capital, a multinational investment management firm with \$4 billion of assets under management in the United States and investment platforms in Sub-Saharan Africa and India. He also is founder of Chandan Economics, a leading provider of multifamily and commercial real estate mortgage data and risk analytics, and cohost of *The Real Estate Hour* on SiriusXM Business Radio.

Chandan's commentary on commercial and residential real estate markets and the broader economy has been featured regularly in national and global press, including *The Wall Street Journal*, *Financial Times*, CNBC, and Bloomberg. Among his recent publications, he is the editor and coauthor of *Real Estate Financing*, published by PEI, and the lead investigator for "Regulatory Design and Real Outcomes," a major study on the regulation of commercial real estate lending commissioned by the Commercial Real Estate Finance Council (CREFC).

Chandan's applied research is focused on commercial real estate capital markets and risk analytics. Leveraging his expertise in credit risk management and lender loss mitigation, he presents regular updates on commercial real estate lending trends to US and global regulators, including the Board of Governors of the Federal Reserve System and the Federal Deposit Insurance Corporation (FDIC). He holds an honorary appointment as the economist laureate of the Real Estate Lenders Association, and he has served on the real estate advisory council of the Federal Reserve Bank of Atlanta.

Chandan was previously the Laurence and Susan Hirsch Adjunct Associate Professor of Real Estate at The Wharton School of the University of Pennsylvania, a visiting professor on the faculty of the Economics Department at Dartmouth College, and a doctoral scholar at Princeton University. Prior to founding Chandan Economics, he was global chief economist and executive vice president at Real Capital Analytics (RCA). During his tenure as chief economist and senior vice president at Reis, he was part of the executive team that took the company public.

Chandan earned his PhD in applied economics from The Wharton School and was a doctoral scholar in the Economics Department at Princeton University. In addition to real estate, his academic work has focused on issues relating to school access, housing affordability, and development economics. He holds graduate degrees in economics and engineering and an undergraduate degree in economics, finance, and public policy.

Mike Chuma

Vice President, Product Strategy and Marketing
IDeaS-A SAS Company

Mike Chuma is the vice president of product strategy and marketing for IDeaS, a global leader in maximizing revenue performance for the hospitality industry. He leads product strategy, corporate marketing, product marketing, and sales enablement teams on a global basis. Chuma has spent the last 15 years driving growth and strategy in enterprise SaaS technology, international e-commerce, brand management, and marketing for companies ranging from startups to *Fortune* 50 organizations. Before IDeaS, Chuma was senior director, global product strategy, at Digital River, a global e-commerce provider. There, Chuma was responsible for global SaaS-based e-commerce and subscriptions, product platforms serving the software, and online gaming markets. Prior to Digital River, Chuma held strategic roles in e-commerce, multichannel marketing, and brand management for organizations such as Albertsons, SuperValu, and Trinity Springs.

Chuma earned a bachelor of business administration in marketing and a bachelor of business administration in finance from Boise State University.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Isabelle Claver

Director, Hospitality and Leisure
PwC

Isabelle Claver is a director in the Hospitality and Leisure consulting group of PwC, based in Miami, Florida. Prior to joining PwC, Claver worked in luxury hotels in various operational roles in Europe, Asia, and the United States. Today, she directs the day-to-day operations of the PwC Hospitality and Leisure practice in Miami.

Since joining PricewaterhouseCoopers more than 15 years ago, Claver has worked on a multitude of engagements for clients, ranging from financial institutions and developers to governmental agencies. She is a specialist in the mixed-use resort development sector, with expertise in fractional ownership, resort residential development, condominium-hotel projects, and recreational facilities such as golf courses and marinas. Over the past several years, Claver has focused on assisting clients with distressed properties, ranging from resorts in the Caribbean to condominium-hotel projects throughout South Florida. Claver also has been actively involved in a number of litigation support engagements related to landmark cases involving disputes between hotel owners and hotel companies. She has testified in federal court and in arbitration hearings as an expert witness on hospitality-related issues.

Claver is an active member of the Cornell Hotel Society South Florida Chapter and the Urban Land Institute. She often is asked to speak at industry conferences throughout the Americas on topics ranging from management contracts to investment in the hotel industry.

Meghan Cocci

Co-Chair, Global Hotels and Leisure
Dentons

Meghan Cocci is co-chair of Dentons' global Hotels and Leisure practice. As an adviser to top hotel and resort owners, investors, and operators around the globe, she works hand in hand with her clients to help them successfully negotiate transactions involving the management, acquisition, and development of hotels, resorts, spas, restaurants, golf courses, and mixed-use projects in the United States, Europe, the Middle East, and Asia. Her clients rely on her understanding of the key role that business, operations, and legal issues play in long-term management and license agreements for hotel and leisure projects, especially in the upscale and luxury sectors of the industry.

Among her numerous accolades, Cocci holds a "Band 1" designation in the prestigious *Chambers USA: America's Leading Lawyers for Business* and has been ranked as a top hospitality and leisure lawyer in the United States every year since 2007. She was named "Hospitality MVP of the Year" by *Law360* from 2013 to 2015, and *The National Law Journal* included her in its list of "Outstanding Women Lawyers."

Lawrence Cohen

Partner-in-Charge, Business Management and Family Office, Hospitality Group Leader
Marks Paneth

Lawrence Cohen, CPA, is a partner at Marks Paneth and the leader of the firm's Hospitality Group. Cohen provides specialized accounting, tax, and advisory services to a wide variety of hotels, management companies, restaurants, and hospitality vendors. He draws from extensive experience running Merv Griffin's family office, as well as advising high-net-worth individuals, entrepreneurs, CEOs, and CFOs on business management strategies.

Prior to joining Marks Paneth, Cohen served as president and CEO of the Griffin Group and as a financial executive at the Coca-Cola Company. A CPA with more than 30 years of public accounting experience, Cohen is a sought-after speaker, business consultant, and family office adviser in the hospitality, entertainment, and media industries.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



John L. Cohan

**Chief Executive Officer
Margaritaville Holdings**

John L. Cohan is the chief executive officer of Margaritaville Holdings, a lifestyle brand management company operating in the diversified hospitality business, which includes resorts, hotels, vacation and active living residential communities, vacation ownership, gaming, and restaurants; alcoholic beverages; lifestyle consumer products; and media. The brand—inspired by the iconic music, lyrics, and life of Jimmy Buffett—is based on the concept of island escapism.

Prior to joining Jimmy Buffett in 1997 to form Margaritaville Holdings, Cohan worked for TRIARC, a publicly traded holding company comprised of consumer businesses, including Arby's, Snapple, and RC Cola.

Cohan graduated from Princeton University, attended the London School of Economics, and graduated from Georgetown University Law Center.

Kevin Colket

**Managing Director and Head of Real Estate Acquisitions, Asia Pacific
Starwood Capital Group**

Kevin Colket is a managing director at Starwood Capital Group, where he supervises the firm's investments in the Asia Pacific (APAC) region.

Prior to relocating to Hong Kong in March 2015 to lead the firm's APAC efforts, Colket was co-head of the firm's Global Hotel Acquisitions Group based in London and led Starwood Capital's hospitality acquisition efforts in Europe from 2012.

Since joining Starwood Capital's Greenwich, Connecticut, office in 2007, where he worked until moving to the UK in 2012, Colket has successfully led more than \$4 billion in closed equity and debt transactions, including the 50-plus Hotel Principal Hayley Hotel Platform in the UK (made up of several separate company and portfolio acquisitions); the 1 Hotel South Beach in Miami; the 1 Hotel Central Park in New York; the Margaritaville Beach Resort in Hollywood, Florida; and the Hyatt Regency Minneapolis, as well as negotiated hotel management platform JVs with Hersha Hospitality Management in the US, the Shimao Hotel Group in China, and Golden Age in Australia.

Prior to joining Starwood Capital, Colket worked as director of hotel acquisitions and development for Edinburgh Management, a US-based hotel joint venture with the Bank of Scotland. Before that, Colket held various finance and investment banking positions at Goldman Sachs, Bank of Boston (now Bank of America), and PaineWebber (now UBS).

Colket earned an MBA from Harvard Business School and a BA in economics from Trinity College.

Bruce Collins

**Director of Development
OTO Development**

Bruce Collins is director of development at OTO Development, a Spartanburg, South Carolina-based Johnson Management company that develops, owns, and operates hotels in key urban markets across the country. Collins oversees every aspect of OTO's construction projects in the eastern region, leading a team of development managers and supervising site evaluations, due diligence, budgeting and analysis, design review, and project management services. A graduate of Clemson University, Collins worked as director of construction for Extended Stay America prior to assuming his current position in 2004.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Chad L. Crandell

Managing Director and Chief Executive Officer
CHMWarnick

Chad L. Crandell is managing director and chief executive officer of CHMWarnick, the leading provider of hotel asset management and owner advisory services. He is responsible for overseeing the CHMWarnick team, comprised of 38 hospitality professionals operating across eight offices nationwide. As a group, they are responsible for asset-managing a client portfolio of more than 70 hotels and 29,000 guestrooms, collectively valued at over \$15 billion. Crandell has 30 years of experience in the hospitality industry, the majority of which has been dedicated to asset-managing, developing strategies for enhancing hotel value, and protecting the rights of hotel owners and investors. He has extensive experience in structuring fair and equitable hotel ownership agreements, and he plays an active role in all client contract negotiations. Crandell also advises on key operational challenges, including revenue management, risk mitigation, capital planning and expenditures, and investor-funded capital projects.

Crandell is a past president and current member of the Hospitality Asset Managers Association (HAMA), took part on the certified hotel asset manager (CHAM) designation development team, and served on the American Hotel & Lodging Association finance committee that instituted changes for the 11th edition of the Uniform System of Accounts for the Lodging Industry. Crandell is a member of the International Society of Hospitality Consultants (ISHC) and is a certified hotel asset manager (CHAM). He earned a BS in hotel administration from Cornell University.

Jan Crawford

Chief Legal Affairs and National Correspondent
CBS News

Jan Crawford is CBS News' chief legal and national correspondent, contributing regularly to *CBS Evening News*, *CBS This Morning*, and *Face the Nation*, as well as to CBS Radio News and CBSNews.com.

Crawford, who joined CBS News in October 2009, is a recognized authority on the Supreme Court. Her 2007 book, *Supreme Conflict: The Inside Story of the Struggle for the Control of the United States Supreme Court* (Penguin Press), gained critical acclaim and became an instant *New York Times* bestseller. She began covering the Supreme Court in 1994 for the *Chicago Tribune* and went on to become a law and political correspondent for all ABC News programs, a Supreme Court analyst for *The NewsHour with Jim Lehrer* on PBS, and a legal analyst for CBS News' *CBS Evening News* and *Face the Nation*. She has reported on most of the major judicial appointments and confirmation hearings of the past 20 years and amassed crucial sources in the White House, the Justice Department, and Congress along the way.

Chief Justice John Roberts granted his first network television interview to Crawford, just one of the rare interviews she was able to obtain with a total of five of the court's current members, as well as retired Justice Sandra Day O'Connor. Crawford also sat down with then-86-year-old Justice John Paul Stevens in his first television interview, as well as Justices Clarence Thomas, Antonin Scalia, and Stephen Breyer.

Crawford's in-depth reports on the Bush administration's legal war on terror and her exclusive reports on controversial interrogation techniques used for terror suspects received wide acclaim and have been credited as catalysts for congressional hearings on the matter. *Washingtonian* magazine named her one of Washington's top journalists.

Crawford began her journalistic career at the *Chicago Tribune* in 1987, joining the legal affairs beat in 1993, after her graduation from the University of Chicago Law School. The newspaper honored Crawford with its highest award in 2001 for her role on a team of reporters covering the presidential election of 2000 and the resulting legal battles over the White House. She won the same prize for her 13-part series on the post-civil rights South, a project that brought her back to her native Alabama.

Crawford graduated from the University of Alabama in 1987. She has taught journalism at American University and frequently speaks about the Supreme Court to universities, law schools, legal organizations, and civic groups across the country. She is a member of the New York Bar. She and her family live in Washington, DC.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



D

Terry Dale

**President and Chief Executive Officer
United States Tour Operators Association (USTOA)**

Terry Dale was named president and CEO of the United States Tour Operators Association (USTOA), in January 2011. A well-known and respected travel industry leader, Dale has had a distinguished career, most recently as president and CEO of Cruise Lines International Association (CLIA) since 2003.

His previous positions include five years with NYC & Company—the New York City Convention and Visitors Bureau—where he was executive vice president, 10 years as president and CEO of the Greater Providence Convention and Visitors Bureau, and president of the New England Society of Convention and Visitors Bureaus. Dale has also served on the boards of directors of the US Travel Association, HSMIA, and Visit Florida. He has been a course instructor and Grossinger Distinguished Lecturer at the NYU School of Professional Studies Jonathan M. Tisch Center for Hospitality and Tourism, and he has served as a Distinguished Lecturer at Johnson & Wales University.

Among Dale's responsibilities at USTOA are developing the association's strategic marketing initiatives, managing the association's government advocacy on issues affecting tour operators, and working with other leaders and decision-makers in the travel industry to identify mutual challenges and opportunities. Dale also serves as a key ambassador and spokesperson for USTOA. He holds the distinction of being the third president in USTOA's 45-year history.

Peter E. Dannemiller

**Managing Director
Hodges Ward Elliott**

Peter E. Dannemiller is managing director of Hodges Ward Elliott (HWE), the leading hotel brokerage and investment banking firm in the United States.

Since joining HWE in 1996, Dannemiller has become one of the leading producers within the firm and within the hotel investment sales and financing industry. Dannemiller has teamed with partner Mark Elliott to close sales and financing transactions totaling more than \$40 billion in volume during his tenure with the firm, including more than \$5 billion in debt placement.

Dannemiller has been a speaker and panelist at the Americas Lodging Investment Summit (ALIS), the Atlanta Hotel Investment Conference, the UNC Real Estate Conference, the Hospitality Asset Managers Association (HAMA) Conference, The Lodging Conference, the Midwest Lodging Investors Summit, Meet the Money, and the NYU International Hospitality Industry Investment Conference. He has been quoted in *Hotel Business*, *Real Estate Forum*, and *Lodging Hospitality* magazines as a hospitality brokerage expert.

Dannemiller holds a bachelor of science in business from the University of North Carolina at Chapel Hill and an MBA from Emory University.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Jeffrey Dauray

Senior Vice President, Acquisitions
RLJ Lodging Trust

Jeffrey Dauray joined the RLJ Lodging Trust senior management team in January 2009. He serves as senior vice president of acquisitions with responsibility for REIT acquisitions. Dauray focuses on acquiring individual hotel assets, strategic property portfolios, whole loans, and entity-level M&A transactions in the hotel sector. A 30-year veteran of investment real estate, Dauray has held senior positions in hospitality sector private equity investment, REO asset management, brokerage, and opportunistic RE investment banking.

Prior to joining RLJ Lodging Trust's predecessor private equity funds platform, Dauray covered the hospitality sector as senior vice president for CBRE's Investment Properties Institutional Group in New York City, which is CBRE's top-producing investment sales team worldwide. From 1997 to 2000, Dauray was one of three senior managers directing investments for South Charles Investment Corporation, a revolving \$300 million real estate opportunity fund sponsored by Bank of America's holding company. From 1990 to 1997, at the time of the S&L crisis, Dauray was an asset manager with NationsBank and, subsequent to a merger, with Bank of America, where his team's dispositions of hundreds of nonperforming loans and REO assets exceeded \$2 billion.

Dauray earned a bachelor of science from Vanderbilt University. He is a member of the New York Hospitality Council, the ULI Hotel Development Council, and the Washington Capital Lodging Forum. He also is a voting member of the Commercial Real Estate Finance Council (CREFC), formerly known as the Commercial Mortgage Securities Association.

Kevin Davis

Managing Director, Hotels & Hospitality Group
JLL

Kevin Davis is a managing director in JLL's Hotels & Hospitality Group in New York. He is responsible for raising debt and equity capital for hotel owners and is one of the leaders of the Hotel Investment Banking Group. In this role, Davis works closely with the lending community, including banks, life insurance companies, debt funds, mezzanine providers, and CMBS lenders, as well as institutional owners of commercial real estate. Since joining JLL in 2013, Davis has been involved in almost \$10 billion of financings, which include ground-up construction projects, value-add/transitional assets, and stabilized properties. Notable transactions include the financing of JW Marriott Essex House, The Standard High Line, 1 Hotel Central Park, Loews Regency San Francisco, and The Ritz-Carlton St. Thomas. Representative clients include ADIA, Ashford Hospitality Trust, Barings, The Blackstone Group, Highgate Hotels, Rockpoint Group, Starwood Capital, and Walton Street Capital.

Prior to joining JLL, Davis spent almost a decade as a lender at Merrill Lynch and UBS, where he was involved in sourcing and executing more than \$7 billion of first mortgage and mezzanine financings for securitization and balance sheet. In this role, Davis was actively involved in loan origination, loan structuring, and closing. He also spent three years as a partner and co-founder of FundCore Finance, a high-yield lending platform that made opportunistic investments following the financial crisis. Previously, Davis worked as an attorney in Washington, DC, where he covered banking and securities policy issues for members of the House and Senate Banking Committees. Davis holds a BA with honors in economics from the University of North Carolina at Chapel Hill, a JD from the UCLA School of Law, and an MBA from The Wharton School of the University of Pennsylvania.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE

**Mike Deitemeyer****President & Chief Executive Officer
Interstate Hotels & Resorts**

As president & chief executive officer of Interstate Hotels & Resorts, Mike Deitemeyer is responsible for driving overall performance, hotel operations, and global growth of Interstate's portfolio, which currently spans 550 properties and 12 countries, including committed pipeline. He also serves on Interstate's Board of Directors. He joined Interstate after a highly successful tenure with Omni Hotels & Resorts, as president for 13 years, and prior to that, he helped to grow the organization through management roles in operations, development, sales, and finance. Deitemeyer established Omni as a leading hotel brand and operator, with a reputation for delivering superior quality, award-winning service, and exceptional guest experiences.

Deitemeyer serves on the executive committee and board of the American Hotel & Lodging Association (AHLA). He served as a founding board member and director of the Global Hotel Alliance (GHA), the world's largest alliance of independent hotel brands, bringing together 35 brands with 550 hotels in 76 countries. Deitemeyer is a graduate of Fitchburg State University.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Dennis Di Lorenzo

Harvey J. Stedman Dean
NYU School of Professional Studies

Following an extensive national search, Dennis Di Lorenzo was appointed dean of the NYU School of Professional Studies (NYUSPS) in September 2013. One year later, his deanship was named in honor of Harvey J. Stedman, a predecessor in that role. Having served as interim and vice dean of NYUSPS, in addition to holding other senior-level positions for nearly 20 years, Di Lorenzo has an in-depth understanding of the School that few can claim. This knowledge is eclipsed only by his enthusiastic passion for and palpable dedication to the School, as evidenced by the key leadership role he has played in its evolution and growth. Di Lorenzo has, among many other initiatives, fostered the development of innovative programming on the undergraduate and graduate levels and in the nondegree arena, provided insight and guidance on faculty and student affairs issues, expanded the School's horizons in the US and abroad, and developed learning experiences that provide high school students in underserved communities with skills that prepare them for college.

The NYU School of Professional Studies serves as the NYU home for study and applied professional education pertaining to those knowledge-based industries in which the New York region leads globally. Given the current emphasis on bridging the gap between an individual's practical learning needs and the requirements of industry, the School's 84-year history and mission in this realm are proving to be of even greater application and import today. The connections between students and the workplace and between the classroom and industry have strengthened significantly under Di Lorenzo's stewardship. The School serves as a think tank for industry, addressing challenges in business models and anticipating the required skill sets of the future workforce. In the non-degree space, Di Lorenzo is constantly innovating and launching new programs to meet the needs of a changing employment market. From highly focused Diploma Programs, which are geared for professionals who seek to acquire specialized skills, to the impending launch of redefined noncredit Certificate Programs, which will focus on imparting broader-based skill sets, he is willing to be agile and creative in a marketplace that offers new and exciting opportunities. He also sees the intrinsic value in providing young people with the opportunity to explore career paths prior to entering college. The NYUSPS High School Academy, which was launched in 2013, allows students to immerse themselves in a career-focused area of interest while experiencing life on the NYU campus.

During his tenure, the dean has cultivated unprecedented and frequent open dialogue with students, faculty members, and administrators. The School is committed to building community and to improving student experience and outcomes—goals that remain consistently at the top of his agenda. These objectives have motivated Di Lorenzo to implement several important initiatives. The International Student Support Center (ISSC) was created to serve a diverse and growing international student population. It offers programs and services to ease the transition for international students as they adapt to a new culture and learning environment. The NYU Wasserman Center for Career Development at NYUSPS was launched in Fall 2012 to support the career development of the School's graduate and undergraduate students. In 2017, in partnership with other NYU schools and departments, the dean launched the NYU Veterans and Military Resource Center, which serves veterans enrolled at NYU as well as the veteran population at large.

Di Lorenzo also has worked tirelessly to position NYUSPS as the access and opportunity school of NYU. In 2015, he initiated the Aspire program, which prepares high school students in underserved communities to become first-generation college students. In Fall 2017, he introduced low-cost associates degree programs to ensure that students who have limited college choices due to economic circumstances, could benefit from an NYUSPS education.

Consistent with the NYU mission of expanding its global network to prepare students for lives and careers in a diverse world, the School began offering English language-learning programs in Tokyo in 2013, and has recently introduced Global Executive Certificates, which are designed for mid- to senior-level professionals and deliver skills in growing and emerging industries that can be utilized in Japan and around the world. In 2015, the School launched NYUSPS at NYU Shanghai, which initially offered English language-learning programs and now has developed a series of professional courses and corporate training programs to meet the needs of China's evolving workforce. The dean is developing additional initiatives that will continue to bring the School's brand of education to locations around the world.

In addition to his role at NYUSPS, for the past 13 years, Di Lorenzo also has been acting in a public service capacity, building consensus and creating public policy as a trustee member of the Harrison, New York Board of Education, which serves a multicultural, pre-K through 12th-grade student population. He and his wife Jennifer are the proud parents of four children: Julia; Dennis, Jr.; Jack; and Violet.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Constantine S. Dimas

Senior Vice President and Chief Business Officer
Loews Hotels

Constantine (Costa) S. Dimas oversees new hotel and business development for Loews Hotels, most recently announcing hotels in Toronto; Kansas City and St. Louis in Missouri; and Arlington, Texas.

Over the course of the last decade, Dimas has held previous roles in asset management and owner relations, food and beverage, and operations for Loews Hotels. In each role, he drew upon his diverse background as an entrepreneur, operations leader, and executive-level strategist to deliver both cash and brand value to Loews and its partners.

In addition to owning hospitality-related businesses, Dimas served as deputy chief of staff to US Senator Charles (Chuck) E. Schumer (D-NY), for whom he worked on a range of issues, including power deregulation, economic development, and the launch of New York State-based businesses.

Thomas Dolan

Managing Partner
HVS

Thomas Dolan is the managing partner with the Tax Advisory division of HVS. His 27-year career in hospitality began with 10 years in operations, followed by 17 years with HVS in a strategic advisory role. His experience ranges from real estate and intangible valuations to asset capitalization and tax advisory. Dolan has well over 1,000 projects under his belt, many of which have been on a very large scale with regional, national, and international appeal. His 17 years with HVS have connected him to thousands of professionals working in nearly every capacity throughout the transaction process. Dolan specializes in seeking capital through municipal funding opportunities when risk is higher and equity is limited. HVS is well known as a leader in hotel real estate consulting, and the firm continues to advise hotel stakeholders as the transaction process evolves and becomes more complex. Dolan graduated summa cum laude with a BS in hospitality from North Arizona University.

Greg Doman

Senior Vice President, Development, North and Central America, Luxury Hotels Americas and Residential
AccorHotels

Greg Doman has been working with AccorHotels since July 2016, upon the company's acquisition of Fairmont Raffles Hotels International. Prior to that, Doman had been with Fairmont Raffles Hotels International since May 2003. He is responsible for leading the development for the North and Central America network and the development of Accor's luxury and upper-upscale network in South America. He also is responsible for the global residential business for the company.

Prior to joining AccorHotels, Doman was vice president of strategic planning and business development at Promus Hotels. He also was a management consultant at A.T. Kearney.

Doman holds an MBA from the Kellogg School of Management at Northwestern University and a bachelor of science in business administration from Indiana University.

Dorothy Dowling

Chief Marketing Officer
Best Western Hotels & Resorts

Dorothy Dowling is senior vice president and chief marketing officer for Best Western Hotels & Resorts. Dowling, a 30-year hotel industry veteran, directs all marketing and sales strategies, overseeing the brand's loyalty program, consumer and field marketing activities, advertising, and public relations.

Dowling has implemented a number of measures to increase market share and to contemporize the iconic Best Western brand. She also has overseen critical user experience improvements to the bestwestern.com booking channel and the launch of multiple mobile initiatives. Under Dowling's leadership, Best Western has strengthened its strategic partnership with AAA/CAA. As a result, Best Western has been named AAA Lodging Partner of the Year every year since 2008. In 2016, AAA also named Best Western "Best in Marketing," "Best in Member Support," and "Best in Travel Agency Support."

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Mark Durliat

Chief Executive Officer and Co-Founder
Grace Bay Resorts

Prior to visiting the Turks and Caicos Islands in 2001, Mark Durliat had spent nearly 10 months searching the Caribbean for the right location and property on which to expand his entrepreneurial career in the development of condo-resorts. Durliat's first acquisition was the Grace Bay Club, from which the Grace Bay Resorts brand was born. Under his leadership, the luxury brand has either developed, or managed 10 different projects in the Turks and Caicos Islands, consisting of resorts, condominiums and single-family residential projects, that have accumulated hotel affiliations and accolades from names such as The Leading Hotels of the World, *Travel + Leisure*, and Preferred Hotels. The company has been responsible for more than 300,000 square feet of new construction and has directly sold \$145 million of real estate. In 2009, Durliat was presented with the Lifetime Achievement Award by the Turks and Caicos Hotel and Tourism Association.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



E

Joel M. Eisemann

**Chief Development Officer, Americas
InterContinental Hotels Group (IHG)**

Joel M. Eisemann joined the InterContinental Hotels Group (IHG) in September 2011 and is chief development officer for the Americas. He is responsible for all development and conversion activities (both managed and franchised) for the InterContinental, Kimpton, Crowne Plaza, Hotel Indigo, EVEN Hotels, Staybridge Suites, Candlewood Suites, Holiday Inn, and Holiday Inn Express brands in the Americas. Eisemann also is responsible for the company's transactions and asset management group for the Americas, which handles workouts and restructurings, and for the region's owner and franchise services team, which leads the IHG organization to attract, support, and cultivate those owners and franchisees who will help the company to continue to grow its brands' distribution and preference. Additionally, he is responsible for the architecture and design and the capital projects teams for the Americas.

Previously, Eisemann was with Marriott International for 29 years, where he held a number of senior positions including chief owner and franchise relations officer; chief development officer, select service and extended-stay brands; executive vice president, global asset management; and senior vice president, lodging development, Asia/Pacific, based in Hong Kong. Prior to joining Marriott, he was with Laventhol & Horwath in Tampa for three years.

Eisemann serves on a variety of committees and boards, including as a board member of the American Hotel & Lodging Association, a fellow of the Cornell Center for Real Estate Finance, a member of the Hotel Development Council at the Urban Land Institute, and a member of the Executive Planning Committee for the NYU International Hospitality Industry Investment Conference.

Eisemann is a graduate of the master of professional studies program at the Cornell University School of Hotel Administration, and he earned an AB in economics from Stanford University.

David Eisen

**Editor in Chief
Questex Hospitality**

David Eisen is editor in chief of the Questex Hospitality Group, whose titles include *Hotel Management* magazine. His responsibilities include overseeing print and digital direction and leading content creation for events and conferences under the Questex umbrella. Prior to joining Questex, he was hotel editor at *Business Travel News*. Eisen holds a master of science in hospitality industry studies from the NYU School of Professional Studies Jonathan M. Tisch Center for Hospitality and Tourism. He frequently presides over and moderates panels and roundtable discussions on global hospitality investment, development, and other industry trends and topics.

Aly El-Bassuni

**Senior Vice President, Franchise Operations, Americas
Radisson Hotel Group**

Aly El-Bassuni serves as senior vice president, franchise operations, Americas, of Radisson Hotel Group (formerly Carlson Rezidor Hotel Group). In this role, he leads franchise operations across the company's core brands in the Americas, including Radisson Blu, Radisson, Radisson RED, Park Plaza, Park Inn by Radisson, and Country Inn & Suites by Radisson. El-Bassuni reports to Ken Greene, president, Americas.

Prior to joining Radisson Hotel Group, El-Bassuni spent more than 17 years at Wyndham Hotel Group holding a variety of roles within the company. Most recently, he served as vice president of brand operations, leading the Microtel Inn & Suites by Wyndham and Wingate by Wyndham brands. In this role, he oversaw strategic direction, financial and operations management, and brand positioning, while also leading the brand's franchise advisory council.

El-Bassuni has been in the hospitality industry for 26 years, beginning his career at age 16 at a resort hotel restaurant in the Poconos. He holds a bachelor's degree in business with a focus on hotel, restaurant, and tourism management from East Stroudsburg University of Pennsylvania. El-Bassuni earned an MBA from the John L. Grove College of Business at Shippensburg University.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Marc W. Ellin

Global Head of Miraval Group and exhale enterprises
Hyatt Hotels Corporation

Marc W. Ellin is the global head of Miraval Group and exhale enterprises, which are Hyatt's best-in-class wellness and fitness brands. In this role, Ellin oversees all aspects of both businesses and their expansion strategy. Ellin has been with Hyatt Hotels Corporation for 30 years, most recently serving as senior vice president of operations for Hyatt's luxury and lifestyle brands. Throughout his career, Ellin has served in a variety of roles, including vice president and managing director of Hyatt properties, among which are Hyatt Regency Scottsdale Resort, Grand Hyatt Washington, Hyatt Regency Maui Resort, Grand Hyatt San Francisco, Park Hyatt Chicago, and Hyatt Regency O'Hare. Ellin has an extensive background in community and industry philanthropic activities. He also is a member of the board of directors of Maui Jim Sunglasses.

Mark W. Elliott

President
Hodges Ward Elliott

Mark W. Elliott joined Hodges Ward Elliott in 1983. Elliott has sold more hotels than any other individual in the United States. Since 1992, he has personally sold or financed more than 1,460 hotels—approximately 290,000 rooms—with a dollar volume of approximately \$48 billion. The firm has closed \$21.7 billion in commercial real estate sales and financings since 2013.

Elliott is a past co-chairman of the Industry Real Estate Financing Advisory Council (IREFAC), and he is mentioned annually as the leading hotel broker by *Real Estate Forum* magazine and *Commercial Property Executive*. He has written articles for *The Real Estate Finance Journal*, authored a chapter in the *Hotel Investment Handbook*, and has been quoted in *The Wall Street Journal* as a lodging industry expert. Elliott has been a recipient of the prestigious ALIS Jack A. Shaffer Financial Advisor of the Year award and the IREFAC C. Everett Johnson Award. He also has been a speaker at Harvard Business School.

Deric Eubanks

Chief Financial Officer
Ashford

Deric Eubanks is the chief financial officer of Ashford, and he serves as the chief financial officer of both Ashford Hospitality Trust and Ashford Hospitality Prime. Eubanks oversees all corporate finance and financial reporting initiatives and is involved in all capital market activities, including equity raises and debt financings. He also oversees investor relations.

Eubanks formerly served as the senior vice president of finance at Ashford. Prior to this role, he was vice president of investments and was responsible for sourcing and underwriting hotel investments, including direct equity investments, joint venture equity, preferred equity, mezzanine loans, first mortgages, B-notes, construction loans, and other debt securities for Ashford Trust.

Eubanks has been with Ashford Trust since its initial public offering in August 2003. He has written several articles for industry publications and is a frequent speaker at industry conferences and roundtables. Before joining Ashford, Eubanks was a manager of financial analysis for ClubCorp, where he assisted in underwriting and analyzing investment opportunities in the golf and resort industries. Eubanks earned a BBA from Southern Methodist University and is a CFA charter holder. He is a member of the CFA Institute and the CFA Society of Dallas-Fort Worth.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



F

Katie B. Fallon

Executive Vice President, Global Head of Corporate Affairs
Hilton

Katie B. Fallon is the global head of corporate affairs for Hilton. She is responsible for managing the company's communications, government relations, and corporate responsibility efforts.

Fallon has more than a decade of experience serving as a top leadership aide in the highest levels of the US government. Prior to Hilton, Fallon was senior adviser and director of legislative affairs for President Barack Obama. As President Obama's chief liaison to Congress, Fallon played a lead role in negotiating major bipartisan legislation and improving communications between the White House and Congress. Before becoming President Obama's chief liaison to the Hill, Fallon served as his deputy communications director at the White House, where she devised and executed communications strategies for the president to promote his economic agenda across the country.

From 2011 until May 2013, Fallon was the staff director of the Senate Democratic Policy and Communications Center in Congress. Fallon's other roles in government and politics include legislative director to US Senator Charles (Chuck) E. Schumer (D-NY), deputy staff director of the Joint Economic Committee, and policy director at the Democratic Senatorial Campaign Committee.

Fallon graduated from the University of Notre Dame and pursued two graduate degrees in politics in the United Kingdom as a Marshall Scholar.

Warren G. Feldman

Chief Executive Officer
JN+A

Warren G. Feldman, AIA, ISHC, is chief executive officer of JN+A, a leading architecture, interior design, and project management firm specializing in the hospitality industry. He also is a principal with HVS Design. With more than 30 years of experience, Feldman has expertise as architect and owner's representative in the direction and management of multimillion-dollar commercial, institutional, educational, residential, and hospitality projects.

Prior to joining JN+A, Feldman worked on the feasibility, design, and construction of diverse projects, including hotels, high-rise commercial corporate headquarters, educational facilities, civic projects, and housing development projects.

Feldman earned undergraduate and graduate degrees in architecture from Washington University in St. Louis, and he is a member of the American Institute of Architects. As a complement to his education in architecture, Feldman completed his juris doctor from Georgetown University in December 1999 and is a member of the Maryland Bar.

William J. Ferguson

Co-Chairman and Co-Chief Executive Officer
Ferguson Partners

William J. Ferguson serves as chairman and chief executive officer of Ferguson Partners and as the co-chairman and co-chief executive officer of FPL Advisory Group. Ferguson conducts senior management recruiting assignments, with a specialization in president/chief executive officer searches, and recruiting assignments for boards of trustees and directors. He also conducts chief executive officer succession planning assignments and facilitates public company board assessments and senior management assessments.

Before founding Ferguson Partners, Ferguson was a managing director with one of the leading international executive recruiting consultants. There, he co-managed the firm's national real estate practice. Prior to focusing in real estate, Ferguson worked for General Mills in Minneapolis in strategic marketing.

Ferguson holds a BA from Harvard University, where he was a member of Phi Beta Kappa, and an MBA in marketing from The Wharton School of the University of Pennsylvania.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



William A. Finfrock

President
FINFROCK

William A. Finfrock is the president of FINFROCK, a vertically integrated, single-source design-build firm and real estate development company based in Apopka, Florida.

FINFROCK specializes in turnkey, guaranteed-price construction of parking garages, hotels, multifamily apartments, and student housing. FINFROCK utilizes its patented, one-of-a-kind DualDeck Building System, which affords huge advantages to private commercial real estate development projects.

Finfrock also leads real estate development opportunities for the company. The most recent example is HYATT House Naples/5th Avenue, which was developed, contracted, designed, manufactured, and erected by in-house FINFROCK employees. The development process, from conception in January 2014 to completion and occupancy by hotel guests in March 2016, took only 26 months.

Finfrock is a 1992 civil engineering graduate of Vanderbilt University, and he earned an MBA from Rollins College Crummer Graduate School of Business in 1997. He is a licensed professional engineer and a certified general contractor.

Jon Finkelstein

Principal, Washington National Tax
KPMG

Jon Finkelstein is a principal in the Passthroughs group of KPMG's Washington National Tax practice. Finkelstein's practice is primarily focused on providing tax planning advice to partnerships, limited liability companies, and other passthrough entities. He has particular expertise in structuring complex joint ventures, restructurings, acquisitions, and dispositions involving operating businesses and real estate assets.

Finkelstein is a former chair of the Real Estate Committee of the American Bar Association (Tax Section) and is the current chair of the Passthroughs and Real Estate Committee of the District of Columbia Bar Association (Tax Section). He also is an adjunct professor for the Villanova University Graduate Tax Program.

He frequently publishes articles in leading tax publications and speaks at professional conferences across the country. Prior to joining KPMG, Finkelstein was a partner at McDermott Will & Emery, an international law firm.

Michael Fishbin

Global and Americas Hospitality Leader
EY

Michael Fishbin is EY's global and Americas hospitality leader. The hospitality practice focuses on audit, tax, transactions, development, valuation, operations, and strategy. He is an active adviser to hospitality companies, developers, private equity funds, lenders, and governments in all aspects of the hospitality, leisure, and tourism sector. Recently, Fishbin served as lead adviser on numerous high-profile M&A and development transactions.

Fishbin has served as an adjunct faculty member at the NYU School of Professional Studies Jonathan M. Tisch Center for Hospitality and Tourism. He holds a BA from Union College and earned a graduate degree from the Cornell University School of Hotel Administration.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Bill Fortier

Senior Vice President, Development, Americas
Hilton

Bill Fortier was named senior vice president of development, Americas, for Hilton in June 2008. He is responsible for developing both the managed and franchised businesses for all of Hilton's brands in the region. Prior to his current role, Fortier was senior vice president, franchise development, of Hilton's brand performance and development group, a position he held since 2001. In that capacity, he was responsible for overseeing franchise development efforts for Hilton Hotels Corporation's brands in North America, including Hilton, Doubletree, Embassy Suites, Hampton Inn, Hampton Inn & Suites, Hilton Garden Inn, and Homewood Suites by Hilton. These activities also included continuing the expansion of the company's network of hotels and ensuring the consistent delivery of brand standards from a development standpoint. Fortier joined Hilton in 1996 as vice president of franchise development, where he worked with owners to develop Hilton and Hilton Garden Inn franchised hotels in the western region.

Prior to Hilton, Fortier spent 10 years at Marriott International, where he was vice president of development. Fortier earned a bachelor of science in hotel and restaurant management from the University of Houston Conrad N. Hilton College of Hotel and Restaurant Management.

James Francque

Head of Transactions
Hyatt Hotels Corporation

James Francque is head of transactions for Hyatt Hotels Corporation. At Hyatt, Francque is responsible for implementing overall capital strategy on a global basis, including strategic investments, mergers and acquisitions, hotel acquisitions and dispositions, and related transactional activity. Francque also oversees Hyatt's residential activities, including Hyatt-branded whole ownership residences and Hyatt's relationship with ILG, its exclusive licensee in the shared ownership business. Francque joined Hyatt in 2011 as senior vice president and associate general counsel in Hyatt's legal group. Prior to joining Hyatt, he was a partner at Jones Day where he had a broad-based and diverse real estate practice. Francque is involved with a number of charitable organizations, including Misericordia, which serves more than 600 disabled children and adults. Francque holds a bachelor of science from Northern Illinois University, cum laude, and a law degree from Loyola University Chicago School of Law, magna cum laude.

Tim Fuzesi

Senior Director, Real Estate
Safanad

Tim Fuzesi is a senior director on Safanad's real estate team and is based in New York. He is responsible for sourcing, evaluating, executing, and managing real estate opportunities across property types. Prior to joining Safanad, Fuzesi was a managing director for Building and Land Technology (BLT), a vertically integrated real estate development company, where he focused on originations, acquisitions, asset management, and the overall growth of BLT's third-party real estate private equity platform. Prior to BLT, he was a vice president, acquisitions, for Starwood Capital Group. Before Starwood, Fuzesi worked at Apollo Global Management in the debt (Apollo Commercial Real Estate Finance) and equity group. Fuzesi began his career in real estate investment banking and CMBS at Goldman Sachs. Over the course of his real estate career, Fuzesi has been involved in more than \$15 billion of real estate transactions, ranging from corporate and entity-level transactions to asset-level acquisitions and developments across the capital structure. He graduated from Princeton University with an AB from the Woodrow Wilson School of Public and International Affairs.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



G

Chris Gebert

Vice President, Development
Hyatt Hotels Corporation

Chris Gebert is a 35-year veteran in the lodging industry—15 years in executive-level operations and sales/marketing and 20 years in hotel development. Currently, Gebert is vice president of development for Hyatt Hotels Corporation, focused on Hyatt developed/owned select service and boutique hotel product in high-barrier locations in the western United States. Previously, he was senior vice president of development and a principal with LodgeWorks, prior to the sale of proprietary Hotel Sierra and AVIA assets/brands and management to Hyatt in September 2011. Formerly, he was vice president of operations for Summerfield Hotel Corporation, prior to the sale of Summerfield Suites and Sierra Suites brands and management to Patriot American Hospitality/Wyndham. Following the sale to Patriot/Wyndham, Gebert was senior vice president of operations for Wyndham's Select Service Division, inclusive of the Summerfield Suites and Sierra Suites brands.

Heather L. Geisler

Vice President, Global Brands
Hyatt Hotels Corporation

Heather L. Geisler is vice president, Global Brands at Hyatt Hotels Corporation, overseeing marketing strategy and execution for Hyatt's full-service brands, including Hyatt Regency, Grand Hyatt, Park Hyatt, Hyatt Centric, Andaz, and the Unbound Collection by Hyatt. Previously, she was the vice president, creative and field marketing at Hyatt, leading in-house creative services and field marketing support for 200-plus full-service properties in the Americas. Prior to joining Hyatt, Geisler was vice president, brand marketing, at MSNBC, where she guided the development of the brand's positioning and growth strategy; integrated consumer brand experience programs and creative campaigns; and the promotion of new programming, partnerships, and special events. She spent more than 15 years at integrated marketing and creative agencies in New York and Washington, DC, and she began her professional career as deputy press secretary to US Senator Tom Harkin (D-IA).

Laurence S. Geller

Chairman and Chief Executive Officer
Geller Capital Partners

Laurence S. Geller, CBE, is currently chairman and chief executive officer of Geller Capital Partners. He also is founder and chairman of Innovative Aged Care, the UK's pioneer in high-end dementia care residential facilities. Geller is an accomplished businessman and entrepreneur who has led multinational corporations in the hospitality industry, most recently as founder, president, and CEO of Strategic Hotels & Resorts, a company he founded in 1997. Prior to Strategic, Geller was chairman of Geller & Co., a gaming, tourism, and lodging advisory company he founded in 1989. Previously, he held positions as EVP and chief operating officer of Hyatt Development Corporation, SVP of Holiday Inns, and director of Grand Metropolitan Hotels in London.

Geller serves on the board of Michels & Taylor (London). He has held the position of co-founder and chairman of the Industry Real Estate Financing Advisory Council (IREFAC) of the American Hotel & Lodging Association for six nonconsecutive two-year terms. Geller serves on the boards of Choose Chicago, Children's Memorial Hospital, and the American Jewish Committee. He is chairman of the British-American Business Council Chicago. Geller is chairman of The International Churchill Society Board of Trustees and founder of the National Churchill Library and Center located in Washington, DC.

Geller is a graduate of Ealing Technical College's School of Hotel Management and Catering, and in May 2011, he was appointed chancellor of the University of West London, the successor to Ealing Technical College, which houses the London Geller College of Hospitality and Tourism. On December 31, 2011, Geller was named a Commander of the Order of the British Empire (CBE) by Her Majesty Queen Elizabeth II.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Sourav Ghosh

Senior Vice President, Enterprise Analytics
Host Hotels & Resorts

Sourav Ghosh is the head of enterprise analytics at Host Hotels & Resorts. In his role, he is responsible for all analytic functions, including feasibility and portfolio analysis, business intelligence, revenue management, corporate financial planning, and capital expenditure analysis, as well as innovations and initiatives for the company's various departments and investment platforms. He joined Host in 2009 and most recently worked as senior vice president, global business intelligence. Prior to joining Host, Ghosh held numerous positions at Starwood Hotels and Resorts, including senior director of real estate investments and director of acquisitions and development. Prior to Starwood, Ghosh was a senior associate with HVS International, a global hospitality consulting firm.

Sherri Gilligan

Chief Marketing Officer
Two Roads Hospitality

Sherri Gilligan is the chief marketing officer for Two Roads Hospitality. Founded in 2016, Two Roads is an international lifestyle hotel company that manages and operates the Alila Hotels and Resorts, Destination Hotels, Joie de Vivre Hotels, Thompson Hotels, and tommie Hotels brands. Gilligan leads marketing, branding, and PR for Two Roads.

Prior to joining Two Roads, Gilligan led card marketing for Capital One. Her role included acquisition, strategy, segments, retention, and partnerships. In her role, she redefined card marketing by driving brand management, value proposition development, planning, integration, research, advertising strategy, and CRM/content marketing.

Prior to joining Capital One, Gilligan was senior vice president of marketing and advertising at MGM Resorts International, where she drove the development of the groundbreaking customer loyalty initiative "M life." She led the areas of partnerships; Internet marketing; marketing strategy and program development; advertising; media and promotions; and digital, electronic, and graphic design.

Previous to that, she worked at Sprint Nextel Corporation, where she served as vice president of marketing strategy and operations. During her more than 18 years of experience with Sprint Nextel, she held several key management positions in marketing, sales, operations, and finance. She was a member of the original 1993 Sprint wireless startup team. Before joining Sprint Nextel, Gilligan worked for General Electric and is a graduate of GE's Financial Management Program.

Gilligan earned a bachelor of science in finance from the University of Nebraska and a master of business administration from the University of Missouri-Kansas City.

Kershing Goh

Regional Director, Americas
Singapore Tourism Board

Kershing Goh serves as the chief of Singapore Tourism Americas. In this capacity, she leads all planning, business development, marketing, and tourism investment promotions efforts in the Americas region, and she drives strategies that affirm and enhance Singapore's position as a dynamic, global city.

Prior to her current position, Goh worked for the Abu Dhabi government and has consulted with agencies. She comes from a journalism background and graduated from the National University of Singapore. Goh also is an adjunct professor at the NYU School of Professional Studies Jonathan M. Tisch Center for Hospitality and Tourism.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Barry Goldstein

Executive Vice President and Chief Marketing Officer
Wyndham Hotel Group

Barry Goldstein is executive vice president and chief marketing officer for Wyndham Hotel Group, responsible for all aspects of marketing and revenue generation for the company and its 20 global brands, leading the brand marketing, loyalty, digital marketing, global sales, communications, customer care, and revenue management functions for a portfolio of more than 8,400 hotels in 80 countries. He is based in Wyndham Hotel Group's Parsippany, New Jersey, offices.

Goldstein was previously chief digital officer for Wyndham Hotel Group, overseeing the management and optimization of the company's digital marketing strategies, assets, and presence, including its web and mobile sites, next-generation mobile apps, online media, digital content, third-party distribution, and the hotel marketing services group focused on driving local property revenues and balanced distribution.

Prior to joining the company, Goldstein was chief revenue officer at Dolce Hotels and Resorts—which was acquired by Wyndham Hotel Group in February 2015—where he was led information technology, e-commerce, global sales, marketing, and revenue management. He also spent five years at Starwood Hotels and Resorts Worldwide as vice president, global sales strategy, technology, and operations, and he has held executive technology positions with Cisco Systems, Kurt Salmon Associates, and Matsushita Electric Corporation.

Goldstein earned an undergraduate degree in computer science from Columbia University and completed the advanced management program at Harvard Business School.

Phillip Gordon

Partner
Perkins Coie

Phillip Gordon focuses his practice in the areas of private equity, hotel transactions and management agreements, corporate mergers and acquisitions, and representation of boards of directors of public companies. Over the years, he has supervised the acquisitions, financing, and management agreement negotiations of hotels in North America and Europe. He has advised sponsors on establishing private equity funds and has represented the portfolio companies of the private equity funds. Gordon has handled numerous public and private corporate acquisitions and dispositions, and he has advised boards of directors and committees of boards of public companies on a range of topics. Gordon is listed in *The Best Lawyers in America* and is ranked nationally in *Chambers USA* as a leading lawyer in leisure and hospitality. He is a frequent panelist at hotel industry seminars and has been recognized as a leader in the industry by various publications and organizations. Gordon is a graduate of Oxford University, the University of Chicago Law School, and the University of Witwatersrand.

Nicolas Graf

Associate Dean
NYU School of Professional Studies Jonathan M. Tisch Center for Hospitality and Tourism

Nicolas Graf, PhD, is the associate dean of the NYU School of Professional Studies Jonathan M. Tisch Center for Hospitality and Tourism. Prior to this, he served as chief academic officer of Les Roches Global Hospitality Education, managing director at Alain Ducasse, and professor and director of the IMHI Center at ESSEC Business School in Paris. He earned his PhD from Virginia Tech and is a graduate of the Ecole hôtelière de Lausanne.

He has published in numerous academic journals in the fields of finance and strategy, including the *International Journal of Hospitality Management*, *The Real Estate Finance Journal*, and the *Journal of Retail & Leisure Property*.

Over the past 20 years, he has delivered executive education courses for various companies in Asia, MEA, North and South America, and Europe, and he has conducted several consulting projects in the fields of asset management, strategic planning, and business development.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Whitney A. Gray

Senior Vice President
Delos

Whitney A. Gray, PhD, is a senior vice president of Delos, where she is responsible for the oversight of applied health research and the development of innovative design strategies and products that seek to improve human health and wellness through the built environment. She has led the development of case studies focused on the WELL Building Standard and has helped to launch more than 100 educational and training sessions related to WELL in more than 20 countries, reaching over 15,000 design and health professionals.

Prior to joining Delos, Gray served as the health research and innovation director for Cannon Design, a global healthcare design firm, where she oversaw the company's primary and secondary research, prototyping, and innovation platforms. Before her tenure with Cannon Design, she led building science research at the MedStar Institute for Innovation. She holds dual appointments as an adjunct assistant professor at the Georgetown School of Nursing & Health Studies, with research interests that include the development of innovative and sustainable design strategies, processes, and products that provide a safe and healing environment for patients and staff.

Gray's efforts have been widely published, and she is an invited presenter at national and international conferences—often speaking on topics related to health-centered design and wellness real estate. Gray co-founded the NIH Health in Buildings Roundtable and is an advisory board member at the Cornell Institute for Healthy Futures. She earned a PhD from the Johns Hopkins Bloomberg School of Public Health and a BA in public health studies from Johns Hopkins University. She is the first public health professional to become LEED AP.

Ken Greene

President, Americas
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.

In his role, Greene is focused on the performance and expansion of the Americas portfolio, which includes more than 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 Greenthouse Consulting, a Toronto-based startup that provides management consulting and advisory services on company strategy, branding, and real estate transactions. Prior to that, he was 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 to 2012, Greene held various positions at Wyndham Worldwide, including president and managing director, helping to establish Wyndham's Asia Pacific regional headquarters.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Jennifer Gribble

Vice President, avid hotels and Holiday Inn Express, Americas
InterContinental Hotels Group (IHG)

Jennifer Gribble is vice president, Americas, for avid hotels and Holiday Inn Express, both brands of InterContinental Hotels Group (IHG). Gribble has overall responsibility for leading the avid hotels and Holiday Inn Express brands across the Americas and for developing and delivering brand strategies that enhance the guest experience and drive sustainable brand performance. She led the fast-paced development of avid hotels, a new high-quality, midscale offering designed to meet the needs of 14 million underserved midscale travelers.

Prior to the launch of avid hotels, Gribble also led IHG's two extended-stay brands, Staybridge Suites and Candlewood Suites. In her nearly 15-year tenure at IHG, she also has served as director, brand management, for Crowne Plaza Hotels & Resorts, where she was responsible for leading the brand in the Americas during its global repositioning efforts. Prior to this, she was director, marketing services, during which she championed the creation of a marketing and communications center of excellence supporting the entire IHG brand portfolio.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



H

John S. Hamilton

Senior Vice President, Business Development
Pyramid Hotel Group

As senior vice president, business development, at Pyramid Hotel Group (PHG), John S. Hamilton is responsible for the company's new management assignments, acquisitions, and business development. In the past 15 years, Hamilton and his team have underwritten, financed, acquired and/or taken over management of more than 120 hotels with over 45,000 rooms.

Hamilton has years of experience sourcing, evaluating, underwriting, and executing hospitality real estate and management transactions. Previously a licensed CPA, he has been associated with such prominent firms as Lowe Hospitality Group, Promus Hotels, Carnival Hotels & Resorts, DoubleTree Hotels, and Laventhol & Horwath.

PHG is a third-party hotel and resort management and asset management company providing services to owners and lenders, including hotel and resort property management, asset management, receivership, and project management. PHG has more than 100 hotels and resorts under management, comprising more than 23,000 rooms and 1.5 million square feet of meeting space and approximately 12,000 employees.

Daniel P. Hansen

Chairman, President, and Chief Executive Officer
Summit Hotel Properties

Daniel P. Hansen serves as chairman, president, and chief executive officer of Summit Hotel Properties, a publicly traded real estate investment trust. The company's hotels operate under premium franchise brands owned by Marriott, Hilton, Hyatt, and IHG. Hansen previously served as president and chief financial officer of the company's predecessor, after serving as chief development officer. Prior to joining Summit, Hansen spent 11 years with Merrill Lynch in various leadership positions. Hansen holds a BA in economics from South Dakota State University and serves on boards and advisory councils for the lodging industry and for several hotel brands.

Glenn Haussman

Host
No Vacancy Podcast and Here to Stay TV

Glenn Haussman hosts the *No Vacancy* podcast and programming on Here to Stay TV, an online video channel. He also contributes to the You Must Be Trippin' website and publishes novacancynews.com. He is an in-demand public speaker, educator, and custom content creator for major hotel brands and leading industry suppliers.

Haussman is the consummate traveler, enjoying the worlds of hospitality and travel as an observer, an educator, and a guest. As a frequent moderator and speaker, his unique motivational style and viewpoint encourage people to rethink conventional thinking. The *No Vacancy* podcast attracts the biggest names in hospitality, including major public company CEOs and industry influencers. The show was chosen by *USA Today* as a "best podcast to listen to while traveling."

Haussman has been quoted in leading publications such as *The New York Times*, *USA Today*, *The Washington Post*, MSNBC.com, CNN.com, and *Chicago Tribune*. He's also been in the classroom, previously serving as an adjunct professor at the NYU School of Professional Studies Jonathan M. Tisch Center for Hospitality and Tourism, where he taught classes in public relations, advertising and consumer behavior.

Michael Heaton

President
Waterford Hotel Group

Since joining Waterford Hotel Group in 1997, Michael Heaton has held numerous management positions at Waterford-managed properties before assuming the role of vice president, operations, in 2009. In January 2018, Heaton was promoted to the position of president of Waterford Hotel Group and is responsible for all aspects of ongoing operations for the company. Heaton holds a bachelor of arts in economics from the State University of New York.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Alex Hendrie

Director of Tax Policy
Americans for Tax Reform

Alex Hendrie is director of Tax Policy at Americans for Tax Reform, a free market taxpayer advocacy group founded in 1985 by Grover Norquist at the request of President Ronald Reagan. In this role, Hendrie manages the organization's federal tax policy and works closely with lawmakers, the administration, business groups, the media, and trade associations. He is a native of Melbourne, Australia, and currently resides in Washington, DC.

Kate Henriksen

Senior Vice President of Investment and Portfolio Analysis
RLJ Lodging Trust

Kate Henriksen, a veteran RLJ executive, is senior vice president of investment and portfolio analysis. She is responsible for managing the underwriting process on RLJ's potential hotel investments and for asset-managing the portfolio on a strategic level. Before RLJ went public, she also oversaw portfolio management and her responsibilities included tracking the performance of the company's investment portfolios, assisting with capital raising efforts, and managing relationships with investors in RLJ's investment funds. Henriksen also served as vice president of investment analysis, where she was primarily responsible for underwriting and due diligence on potential hotel investments. Since joining RLJ, Henriksen has overseen the underwriting on completed transactions totaling \$5.4 billion, as well as the merger with FelCor Lodging Trust. Henriksen also has been actively involved in RLJ's capital recycling program, marketing for sale nearly \$2.6 billion in sold assets.

Prior to joining RLJ in 2002, Henriksen served as a director of development planning and feasibility at Marriott International. Henriksen's experience also includes consulting on and appraising more than \$4 billion in existing and proposed lodging facilities for HVS International. Henriksen graduated from the Cornell University School of Hotel Administration, earning a BS with a concentration in real estate and property asset management. Henriksen serves as an advisory board member for Cornell University's Center for Real Estate and Finance.

Tyler Henritze

Senior Managing Director in the Real Estate Group and Head of Real Estate North American Acquisitions
Blackstone

Tyler Henritze is a senior managing director in the Real Estate Group and head of Real Estate North American Acquisitions for Blackstone based in New York. Since joining Blackstone in 2004, Henritze has been involved in more than \$75 billion of real estate investments across all property types. Notable transactions include the acquisition of GE Capital's real estate business, Strategic Hotels, The Cosmopolitan of Las Vegas, Motel 6, and Equity Office Properties. Henritze currently serves as a board member of The Cosmopolitan of Las Vegas and is a former board member of Hilton Worldwide, Park Hotels & Resorts, and La Quinta. Before joining Blackstone, Henritze worked at Merrill Lynch in the Real Estate Investment Banking group.

Henritze earned a BS in commerce from the McIntire School of Commerce at the University of Virginia.

Jeff Higley

Vice President and Editorial Director
STR/Hotel News Now

Jeff Higley is vice president, digital media and communications, and editorial director at *Hotel News Now*. Higley is a 26-year journalism veteran who has specialized in the hotel industry for the past 16 years. He launched HotelNewsNow.com, a division of Smith Travel Research, in September 2008. Prior to joining HotelNewsNow.com and STR in March 2008, Higley served in various leadership positions for Questex's hotel group, including *Hotel & Motel Management* and *Hotel Design* magazines. Higley began his career in the newspaper industry and worked as a sportswriter for several medium-sized Midwest newspapers, covering the gamut from high school basketball to professional championship games.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Amanda W. Hite

President and Chief Executive Officer
STR

Amanda W. Hite is the president and chief executive officer of STR. Founded in 1985, STR provides clients from multiple market sectors with premium global data benchmarking, analytics, and marketplace insights. STR's presence has expanded to 15 countries, with corporate North American headquarters in Hendersonville, Tennessee; international headquarters in London; and Asia Pacific headquarters in Singapore.

As president and CEO, Hite oversees all operations and business activities to ensure they produce the desired results and are consistent with the overall strategy and mission. She also serves as chairman of the board for STR's international business.

Hite is a member of the American Hotel & Lodging Association (AHLA) Board of Directors, the AHLA Women in Lodging (WIL) Executive Council, the US Travel Association, and the Forward Sumner Economic Partnership Board of Directors. She also serves as a member of the Travel and Tourism Advisory Council for the Federal Reserve Bank of Atlanta and on the Industry Advisory Board of the Hotel Management program at Auburn University.

Prior to joining STR, Hite was the director of research for the Nashville Area Chamber of Commerce. She is a graduate of Birmingham-Southern College with a BS in business administration. She resides in Hendersonville, Tennessee with her husband and two children.

Karen Hoffman

President
The Bradford Group

Karen Hoffman is president of The Bradford Group, an award-winning New York-based marketing and public relations agency with a strong focus on travel and tourism. As a boutique agency with a global perspective, The Bradford Group excels at developing strategic partnerships and alliances; raising client media profiles; and making introductions to key print, broadcast, digital media, and travel industry influencers.

As PR consultant for Malta Tourism Authority, Bradford, through its proactive marketing and media strategy, has successfully helped to establish Malta as one of the top new tourist destinations for travelers from North America. This year alone, Malta was featured in more than 22 major US media outlets' "Places to Go 2018" lists. In the luxury hospitality space, The Bradford Group is responsible for developing promotional strategies on behalf of Corinthia Hotels, a collection of luxury five-star hotels worldwide, including a flagship in London and two properties in Malta.

The Bradford Group created the prestigious World Tourism Award, now in its 21st year. Presented annually at World Travel Market London on behalf of sponsors Corinthia Hotels, *The New York Times*, United Airlines, and Reed Travel Exhibitions, it is hosted by Peter Greenberg, CBS News travel editor.

Hoffman has been deeply involved in developing tourism strategies for destinations, airlines, and hotels worldwide. She was recognized for her expertise in Africa by the Africa Travel Association (ATA), which presented her with the ATA's Founder's Award and the Award for Outstanding Promotion of Tourism to the Continent of Africa. Currently, Hoffman serves on ATA's International Advisory Board.

Appointed US Goodwill Ambassador for Just a Drop (JAD), the international clean water aid charity, Hoffman and her team have made JAD Bradford's official charity.

Hoffman holds a BA in political science from Boston University and a master in travel and tourism administration from the New School in New York City, and she completed the Advanced Management Program at the Cornell University School of Hotel Administration.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Rick Hoffman

**Executive Vice President, Mergers, Acquisitions, and Business Development
Marriott International**

Rick Hoffman serves as executive vice president, mergers, acquisitions, and business development, a position he has held at Marriott International since August 2004. Hoffman started with Marriott as senior vice president, special projects, in 2000, and he currently has responsibility for leading and supervising the company's mergers and acquisitions strategy and execution, and for developing new business opportunities for the company. He led the Marriott team in successfully negotiating and closing the merger with Starwood Hotels and Resorts in September 2016. During his tenure, Marriott has added through acquisition Delta Hotels and Resorts (Canada), Protea Hotels (sub-Saharan Africa), Gaylord Hotels, and the AC by Marriott brand; developed the EDITION brand in partnership with Ian Schrager; created the Autograph Collection; and developed the new Moxy Hotels brand for the economy sector in partnership with Inter IKEA. Prior to Marriott, Hoffman was an attorney for Williams & Connolly and served as Marriott's lead counsel in several litigation matters.

Edward T. Hoganson

**Chief Financial Officer
Hospitality Investors Trust**

As chief financial officer at Hospitality Investors Trust, Edward T. Hoganson oversees the firm's finance, accounting, and asset management teams. The \$2.5 billion public nontraded REIT owns 144 predominately select-service hotels located across the country, branded by Marriott, Hilton, and Hyatt.

Since joining the REIT in 2014, Hoganson has been deeply involved with the firm's acquisitions, financings, and corporate operations. Previously, he was CFO of Crestline Hotels & Resorts, a leading third-party management company, and earlier, he headed up asset management for Highland Hospitality. Hoganson has more than 20 years of hospitality industry experience. He began his career with Deloitte and then joined Marriott International, where he held various finance positions.

Hoganson earned his undergraduate degree from Yale University and an MBA from The Wharton School of the University of Pennsylvania. He also holds a master of arts in international relations from the University of Pennsylvania. When he's not talking with hotel managers, Hoganson can be found teaching hospitality finance at Georgetown University.

Naftali Holtz

**Managing Director
Goldman, Sachs & Co.**

Naftali Holtz is a managing director and global head of lodging and leisure in the Investment Banking Division of Goldman, Sachs & Co. He is active in strategic advisory and financing transactions for companies in the lodging, hospitality, travel, and leisure sectors. Holtz joined Goldman Sachs as an associate in 2007 and was named managing director in 2017.

Prior to joining the firm, Holtz was an associate at Bear Stearns & Co. in the healthcare investment banking group. Prior to that, he served as an officer in the Israeli Air Force.

Holtz earned a BSc in computer sciences and economics from Tel Aviv University and an MBA from the University of Chicago Booth School of Business.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE

**Jeffrey A. Horwitz**

Partner, Co-Chair of Private Equity Real Estate, and Head of Lodging & Gaming Practice Groups
Proskauer

Jeffrey A. Horwitz is a partner in Proskauer's corporate department, where he co-heads the Private Equity Real Estate practice and runs the internationally recognized Lodging & Gaming Group. He also has served as co-head of mergers and acquisitions and as a member of the company's Executive Committee. Horwitz is a general corporate and securities lawyer with broad-based experience in mergers and acquisitions, cross-border transactions, and long-term joint ventures. He is regularly engaged to advise boards, management teams, and investors on strategic matters, from litigation to personnel to transactions, and he has handled many of the largest and most sophisticated transactions in the industry, such as Accor's acquisition of Fairmont Raffles Hotels International.

Ruby Huang

Senior Vice President, Asset Management
Starwood Capital Group

Ruby Huang is senior vice president of asset management at Starwood Capital Group, where she is responsible for enhancing the asset value of the firm's select-service hotel platform. Prior to joining Starwood Capital in 2012, Huang was vice president of asset management for Och-Ziff Real Estate, where she oversaw its full-service and select-service hotels. Before that, Huang was vice president of asset management for HEI Hotels & Resorts. She also has held hospitality investments roles with Tishman Hotel & Realty.

Huang earned a BS from the Cornell University School of Hotel Administration. She is a member of the Hospitality Asset Managers Association and has previously served as its president. She participates in the Residence Inn, Fairfield Inn, and Hampton Inn brand committees, Marriott's Capital Asset Planning and Execution Committee, and IHG Owners Association. Huang serves on the InTown Suites Board of Directors and is a certified hotel asset manager.

Carmen Hui

Global Commercial Director of Owner Partnerships
Booking.com

Carmen Hui is the global commercial director of owner partnerships at Booking.com, a role she has held since March 2017. In this new strategic lead role, Hui is responsible for defining Booking.com's vision and strategy for partnerships with owner groups and independent management groups worldwide, including relationship development and management, strategic innovation, and alignment on business growth opportunities together with these partners to ultimately help further Booking.com's mission of empowering people to experience the world.

Hui came to Booking.com from Host Hotels & Resorts, where she worked for 12 years leading and executing key activities, including setting up Host's European joint venture in 2006. Most recently, as senior vice president—investments of Host Hotels Europe, she led a team responsible for the ongoing acquisition and disposition activities of the joint venture's approximately €1.7 billion portfolio and fund management activities on behalf of Host's joint venture partners, APG and GIC.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE

**Amy A. Hulbert****Vice President of Boutique and Upscale Brands
Best Western Hotels & Resorts**

Amy A. Hulbert is vice president of boutique and upscale brands for Best Western Hotels & Resorts. A 20-year veteran of the hospitality design industry, Hulbert joined the company in 2010 and now leads the brand team in helping to promote the successful growth and performance of its upscale brands, as well as the construction and operation of Best Western's corporate-owned assets.

At the helm of the design department for Best Western Hotels & Resorts for nearly a decade, Hulbert was responsible for implementing the company's highly successful Design Excellence Program, which was introduced in 2015 and now offers exclusive design services to hoteliers as part of their Best Western membership. She also has led the design of two of Best Western's newest brands—Vīb and GLō—and rolled out various prototypes to contemporize the company's legacy brands: Best Western, Best Western Plus, and Best Western Premier. Helping to catapult the company to the forefront of industry innovation through cutting-edge design, Hulbert is an industry thought leader who frequently shares her insight in forward-thinking articles and industry panels focused on hotel design trends.

Hulbert began her career in hospitality interior design at The Gettys Group in Chicago, specializing in hospitality interiors for the firm. In 1998, Hulbert joined Hilton and was an integral part of its design team for 11 years, most recently covering the Latin America and Caribbean territory for all 10 of Hilton's brands. Hulbert earned a degree in interior design from Miami University in Oxford, Ohio.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE

**I****Surya S. Israni****Associate, Acquisitions and Development
Playa Hotels & Resorts**

With Playa Hotels & Resorts since 2016, Surya S. Israni plays a prominent role in acquisitions and the development of the company's portfolio in Mexico and the Caribbean. This includes, but is not limited to, the development of the 750-room Hyatt Ziva & Hyatt Zilara Cap Cana, the management of Sanctuary Cap Cana, and the recent acquisition of five resorts in Jamaica. He is currently responsible for the underwriting and feasibility of potential acquisition and development opportunities. Prior to joining Playa, Israni was on the Corporate Finance and Asset Management team at Hersha Hospitality Trust, where he helped with the successful disposition of the company's suburban, noncore portfolio and execution of its asset management strategies. Israni began his career in hospitality in 2012 at Taj Hotels and Resorts. He earned a degree in hotel management from Les Roches in Switzerland, and he continued his education at the NYU School of Professional Studies, where in 2015 he earned a master of science in hospitality industry studies with a concentration in hotel finance.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



J

Kevin J. Jacobs

Chief Financial Officer
Hilton

Kevin J. Jacobs is chief financial officer of Hilton. He joined the company in 2008, was elected treasurer in 2009, was appointed executive vice president and chief of staff in 2012, and assumed his current role in 2013.

Prior to Hilton, Jacobs was senior vice president of mergers and acquisitions and treasurer of Fairmont Raffles Hotels International. Prior to Fairmont Raffles, he spent seven years with Host Hotels & Resorts, which was preceded by various roles with PricewaterhouseCoopers and Cushman & Wakefield.

Jacobs is a member of the Dean's Advisory Board at the Cornell University School of Hotel Administration and the Hotel Development Council of the Urban Land Institute. He is a trustee and member of the Executive Committee of the Federal City Council, and he serves on the Finance Committee of the Holton-Arms School.

Jacobs is a graduate of the Cornell University School of Hotel Administration.

Alexandra Jaritz

Global Head of Tru by Hilton
Hilton

Alexandra Jaritz serves as the global head of Tru by Hilton. With more than 470 deals in various stages of development, including nearly 300 in the pipeline, Tru by Hilton achieved the fastest brand launch in hospitality industry history. Tru by Hilton was brought to market in record time—the concept was revealed at the January 2016 America's Lodging Investment Summit and the first-ever property opened in April 2017.

Prior to joining Hilton, Jaritz held key executive positions with Choice Hotels International, serving most recently as a corporate officer and senior vice president of brand strategy and marketing. In that role, she managed a portfolio of nine hotel brands across midscale, economy, and extended-stay segments, representing 5,000 hotels and gross room revenue in excess of \$5 billion. Jaritz earned a bachelor of science in hotel administration from Cornell University and a master of business administration from Duke University's Fuqua School of Business.

Ke Jin

Senior Analyst
EY

Ke Jin is a senior analyst in Ernst & Young's Transaction Real Estate group, focusing in the hospitality sector. Jin earned a master of science in hospitality industry studies from the NYU School of Professional Studies Jonathan M. Tisch Center for Hospitality and Tourism in 2014. Jin is passionate about hospitality investment, development, and asset management, and his professional expertise was strengthened after completing numerous assignments in development advisory, M&A/asset due diligence, and valuation. With his multicultural background, Jin also provides assistance to Chinese corporations' real estate investments in the United States. Prior to joining EY in 2015, Jin worked at HVS and completed multiple valuation and feasibility assignments.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE

**Helen W. Jorgensen****Vice President, Design and Procurement
Host Hotels & Resorts**

Helen W. Jorgensen is vice president of design and procurement for Host Hotels & Resorts, an S&P 500 and *Fortune* 500 company, the largest lodging real estate investment trust, and one of the largest owners of luxury and upper-upscale hotels. The company currently owns 87 properties in the United States and six properties internationally totaling approximately 52,000 rooms. The company also holds non-controlling interests in seven domestic and international joint ventures. Jorgensen is LEED accredited and brings more than 25 years of expertise and responsibility for global strategic sourcing, strategic partnership, and design management for the portfolio. She holds a bachelor of science in business management and in mass communications, magna cum laude, from Towson University, Maryland, and she earned a graduate certificate in administration and management from Harvard University. She is an advisory board member for *Hospitality Design* magazine and a member of NEWH.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



K

Naveen Kakarla

President and Chief Executive Officer
Hersha Hospitality Management

Naveen Kakarla is the president and chief executive officer and also on the board of directors of Hersha Hospitality Management (HHM), which manages more than 120 hotels in the Northeast, Florida, and California. These hotels range from three- to five-star properties in urban and leisure resort destinations.

Kakarla is responsible for HHM's investment and fund management, acquisitions and development, finance and accounting, human resources, and capital projects. He previously led HHM's New York City region and oversaw its construction and technical services division. Prior to joining Hersha in 2005, Kakarla worked with a private equity firm and its portfolio companies on early-stage investments and roll-ups in various industries. He had been an active real estate investor in the multifamily space prior to joining Hersha.

Outside the real estate sector, Kakarla was a partner specializing in corporate and securities law at the national law firm of Jenkens & Gilchrist, and he was associated with Akin Gump Strauss Hauer & Feld in Washington, DC. Kakarla earned a bachelor of arts from Austin College and a law degree from Cornell Law School.

Fern Kanter

Managing Director and Executive Vice President
CHMWarnick

Fern Kanter is managing director and executive vice president of CHMWarnick, the leading provider of hotel asset management and owner support services. Kanter provides strategic guidance on value optimization across a client portfolio of more than 70 hotels, 29,000 guestrooms, and \$15 billion in client investments. She also is responsible for strategy and development of CHMWarnick's enterprise technology and asset management applications, overseeing systems for performance benchmarking, market trends, and financial analysis. Kanter possesses more than 30 years of diversified hospitality industry experience, having consulted on thousands of existing and planned hotel, resort, and hospitality mixed-use projects globally. Kanter brings expertise in acquisition underwriting, investment strategies, redevelopment, mixed-use planning, and highest-and-best-use analyses. She is a regular speaker at industry events and is involved in a number of hospitality organizations, such as the Urban Land Institute and its Women's Leadership Initiative.

Kovy Katzovitz

Acquisitions Associate
Highgate

Kovy Katzovitz is a member of the acquisitions team at Highgate. In his role, Katzovitz focuses on growing the company's management initiatives and rapidly expanding real estate portfolio through the direct investment in hospitality assets across the United States.

Prior to joining Highgate, Katzovitz served as an associate at Simon Baron Development, working on the firm's acquisitions and development-related activities. During his time at Simon Baron, Katzovitz was involved in acquiring, financing, and developing a portfolio of hotel, multifamily, retail, and office assets. Katzovitz holds a BS in hotel and tourism management from the NYU School of Professional Studies.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Colleen Keating

**Chief Operating Officer, Americas
InterContinental Hotels Group**

Colleen Keating is chief operating officer, Americas, at InterContinental Hotels Group (IHG), based in Atlanta. In this role, Keating is responsible for leading the operations for 3,800 IHG hotels across the region, further strengthening and cultivating relationships with owners, and overseeing franchisee performance support. She serves as a member of the Regional Leadership Team for the Americas region.

Keating has more than 25 years of operational leadership experience. Prior to joining IHG, she served as executive vice president of operations for Davidson Hotels & Resorts in Atlanta, one of the largest privately held management companies in the lodging industry. In this role, she led all operations functions, including operations strategy and analytics, to deliver greater value to owners and investors under brand flags that included Hilton, Hyatt, Westin, Marriott, Sheraton, and Renaissance.

Prior to Davidson, Keating spent 17 years at Starwood, where she led its franchise operations for North America, overseeing 264 full-service hotels across five brands. Earlier in her career, she held management and sales leadership roles in several hotels for Starwood Hotels and Resorts, Omni Hotels & Resorts, The Ritz-Carlton, and a franchise operator of Crowne Plaza and Holiday Inn Express hotels.

Keating has been active in the industry and the community, having served as an executive committee member and chair of the Massachusetts Lodging Association and on the board of management trustees for UNITE HERE Local 26, among many other boards and industry organizations. Keating attended Western New England College in Massachusetts.

Greg P. Kennealey

**Portfolio Manager
KSL Capital Partners**

Greg P. Kennealey is a portfolio manager at KSL Capital Partners, where he oversees the firm's investments in complex hospitality turnaround projects. Prior to joining KSL Capital in 2011, Kennealey spent five years serving as vice president of asset management for Strategic Hotels & Resorts, where he was responsible for a collection of luxury hotels located in major markets across the United States and Europe. From 2003 until 2006, he was an asset manager at LaSalle Investment Management, overseeing a portfolio of value-add investments in the office, industrial, multifamily, and parking sectors. Prior to LaSalle Investment Management, Kennealey held leadership positions at IBM Global Services' strategy consulting group and at Forrester Research. Kennealey is a member of the Hotel Asset Managers Association (HAMA) Board of Directors, and he holds a BA from the University of Notre Dame and an MBA from the Kellogg School of Management at Northwestern University.

Douglas A. Kessler

**President and Chief Executive Officer
Ashford Hospitality Trust**

Douglas A. Kessler is the president and chief executive officer of Ashford Hospitality Trust (AHT) and the president of Ashford. He previously served as the president of Ashford Hospitality Prime (AHP). Kessler has been with AHT since its formation, having led its IPO, and he has served in various capacities, including chief operating officer. He has spearheaded virtually all of Ashford's key initiatives.

Kessler has an extensive background with more than 30 years of diverse experience across many real estate sectors and operating companies in terms of acquisitions, development, dispositions, finance, asset management, and capital markets. Over those years, he has served on several corporate boards and executive committees, including both the AHT and AHP boards of directors. Previously, Kessler spent 10 years with Goldman Sachs' Whitehall Funds and five years with Trammell Crow.

Kessler earned both an MBA and a BA in economics from Stanford University.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Alyssa Kickenweitz

Operations and Acquisitions Analyst
Paramount Hotel Group

As an operations and acquisitions analyst at Paramount Hotel Group, Alyssa Kickenweitz supports the overall performance enhancement and owner reporting of Paramount's hotel portfolio. She also is involved with underwriting hotel assets, evaluating development projects, and sourcing new business opportunities.

Kickenweitz came to Paramount after graduating from the NYU School of Professional Studies Jonathan M. Tisch Center for Hospitality and Tourism with a master of science in hospitality industry studies and a concentration in hotel finance. She also holds an undergraduate degree from Hofstra University. Kickenweitz excels in owner communication, hotel analysis, budget management, and expense reporting. She previously worked at Highgate Hotels, where she reviewed and analyzed industry reports and worked closely with departments to ensure budgets were within operating parameters.

Rick S. Kirkbride

Partner
Paul Hastings

Rick S. Kirkbride, a partner at Paul Hastings, represents real estate development companies, institutional lenders, investment banks, opportunity funds, and other capital providers, owners, and operators. His practice encompasses the development, acquisition, sale, finance, leasing, operation, licensing, roll-up, foreclosure, workout, and restructuring of hotels, condo-hotels, resorts, branded condominiums, private residence clubs and timeshare projects, spas, restaurants, casinos, golf courses, tennis stadiums, theme parks, and other hospitality-based entertainment properties and businesses in North America, Latin America, the Caribbean, Europe, Asia, and the Middle East. Kirkbride is an adjunct professor at the Columbia University Graduate School of Architecture, Planning, and Preservation. He has been named one of only two lawyers within "Band 1" of the list of "Leaders in Their Field" for the leisure and hospitality category in *Chambers USA* since the initial publication thereof, and he frequently has been named by the *Los Angeles Daily Journal* and *San Francisco Daily Journal* as one of the "Top 100 Lawyers in the State of California." He is a member of the Urban Land Institute and is immediate-past chair of its Hotel Development Council. He also is a former member of the Hospitality Editorial Board of *Law360* and a former member of the International Society of Hospitality Consultants. He was the founder and chair of the UCLA Real Estate Conference. He speaks on various hospitality topics at seminars and conferences throughout the world.

David Kong

President and Chief Executive Officer
Best Western Hotels & Resorts

David Kong is an industry leader with a long track record of success. Since being named president and chief executive officer of Best Western Hotels & Resorts in 2004, Kong has led the company to significant financial achievements, including an average RevPAR index of 110 over the past five years. Best Western has a global network of 4,000 hotels in more than 100 countries and territories worldwide, with annual hotel revenue of almost \$8 billion.

Under Kong's leadership, Best Western now offers 11 hotel brands, including two lifestyle and boutique concepts—GLō and Vīb. Additionally, in late 2016, Kong introduced the SureStay Hotel Group, which taps into the vast economy segment.

Best Western has received numerous accolades from the industry, including winning 36 HSMIA Adrian Awards in 2017 and being named AAA's "Partner of the Year" every year since 2008.

Kong has been recognized numerous times for his work in the industry, receiving the HSMIA Lifetime Achievement Award and the Stephen W. Brener Silver Plate Award, among others.



NYU

SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Larry Kutscher

Chief Executive Officer
TravelClick

Larry Kutscher has been chief executive officer of TravelClick since 2010, driving the company's overall strategic direction and vision. He is passionate about building not only industry-leading solutions, but also motivated teams of hospitality and marketing experts to enable the success of TravelClick's 49,000-plus hotel customers worldwide. He has helped create a unique suite of products for hoteliers that includes business intelligence, reservations, and demand generation solutions, which together have helped to more than double revenue and earnings during his tenure.

Prior to joining TravelClick, Kutscher served as chief executive officer of Register.com, senior vice president and general manager of the Small Business Group at Dun & Bradstreet, and managing director at Goldman Sachs Wealth Management. He also worked 12 years at American Express.

Kutscher earned an MBA from Columbia Business School and a political science degree from Brown University.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



L

Rick Harvey Lam

Senior Vice President, Global Brand Marketing
AccorHotels Luxury Brands

Rick Harvey Lam leads global brand marketing for the luxury portfolio of AccorHotels, a collection that includes Raffles, Fairmont, and Sofitel, as well as many other leading hotel brands. With extensive experience in brand building and identity development, Lam has proven expertise in luxury marketing, brand strategy, consumer trends, and integrated communication strategies. As part of his role, he also oversees the company's luxury-oriented spa and wellness brands, a function that includes developing customized wellness strategies aligned with each brand's positioning.

Lam began his career at SmithKline Beecham before joining Disneyland Resort Paris, where he was a senior brand executive for nine years. He also held progressive positions at Center Parcs Europe and InterContinental Hotels Group before joining AccorHotels in 2012 as SVP, global sales, marketing, and communications for Sofitel Worldwide. He holds an MBA from Erasmus University Rotterdam and a CEMS masters degree from Copenhagen Business School, and he is fluent in five languages.

Guy Langford

Vice Chairman, US Transportation, Hospitality, and Services Leader
Deloitte

Guy Langford is the vice chairman, US Transportation, Hospitality, and Services (THS) sector, at Deloitte. Langford leads a practice of multidisciplinary client service teams serving preeminent hospitality, aviation, gaming and casino, restaurant and food service, transportation, and sports and wellness companies to help them to enhance the customer experience, achieve operational excellence, and drive digital and tech innovation.

Prior to this role, Langford served as the Deloitte US M&A THS and real estate leader, where he worked on some of the largest and most complex transactions both domestically and internationally in the public and non-public arenas.

Originally from Australia, Langford has been based in New York since 1997. He earned a bachelor of commerce at the University of Melbourne. He is a chartered accountant (Australia) and a licensed CPA (US—Illinois and New York), with more than 25 years of public accounting experience.

Steven L. Lichtenfeld

Partner
Proskauer

Steven L. Lichtenfeld is a partner in the global law firm of Proskauer Rose, where he co-chairs both the Real Estate Capital Markets and Real Estate Finance Groups. Lichtenfeld regularly advises real estate private equity funds, investment banking firms, financial institutions, institutional lenders, specialty lenders, hedge funds, REITs, and pension advisers regarding public offerings and private placements of debt and equity securities; mergers and acquisitions; senior and mezzanine financings; and other corporate, partnership, and limited liability company matters. Lichtenfeld has been widely recognized as a driving force in the real estate capital markets and finance space during his more than 35-year career, and he has garnered several prestigious accolades in this area.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Bill Linehan

Executive Vice President and Chief Marketing Officer
RLHC

Bill Linehan joined RLHC in February 2014 as executive vice president and chief marketing officer. With Linehan leading its award-winning marketing team, RLHC has launched an upscale brand, Hotel RL, and has relaunched branding for Red Lion Hotels, Red Lion Inn & Suites, GuestHouse International, and Settle Inn. Linehan has more than 25 years of hospitality experience, recently as chief marketing officer and managing director at Richfield Hospitality and Sceptre Hospitality Resources, where he led the sales, marketing, and resource management activities surrounding the company's portfolio of hotels and resorts. Linehan repositioned Sceptre to become a global leader of hotel revenue technologies. Previously, he was VP of global marketing for InterContinental Hotels Group (IHG), where he established the marketing to relaunch seven IHG brands to the development community. Linehan also served as global VP of marketing, brand alignment, and partnerships for Starwood Hotels and Resorts, as well as in marketing positions with Hyatt Hotels Corporation and Sheraton.

Stephanie Linnartz

Global Chief Commercial Officer
Marriott International

Stephanie Linnartz is an influential player in the travel, leisure, and lifestyle space, overseeing a wide range of critical business functions at Marriott International, the world's largest hospitality company with more than one million rooms, 30 brands, and 675,000 employees in 125 countries and territories. As global chief commercial officer, Linnartz oversees consumer interaction with some of the world's most venerable brands, including The Ritz-Carlton, St. Regis Hotels & Resorts, The Luxury Collection, Marriott Hotels, Sheraton, W Hotels Worldwide, Courtyard, Residence Inn, Westin, Renaissance Hotels, and Le Méridien.

Linnartz joined Marriott in 1997 as a financial analyst and is now one of the company's highest-ranking executives, responsible for all aspects of brand management, sales, marketing, revenue management, digital, distribution, consumer insights and innovation, and information technology worldwide. A penchant for technology and trends drives her passion for predicting and managing against important shifts and disruptors in the dynamic travel industry.

Anne R. Lloyd-Jones

Senior Managing Director and Director of Consulting and Valuation
HVS

Anne R. Lloyd-Jones, CRE, is senior managing director and director of consulting and valuation of HVS, a premier global hospitality consulting firm. Since 1980, HVS has provided various consulting services for more than 20,000 hotels worldwide. HVS operates from more than 25 offices in 12 countries. Since joining HVS in 1982, Lloyd-Jones has provided consulting and appraisal services to over 5,000 hotels. She is responsible for the sale, supervision, and administration of more than 200 appraisal and consulting assignments annually. Her particular areas of expertise include market studies, feasibility analysis, and appraisals. She also is an expert in the field of the valuation of management companies, franchise companies, and brands; the negotiation and valuation of management contracts; spas; and conference centers. She has appeared as an expert witness on numerous occasions, providing testimony and litigation support on matters involving bankruptcy proceedings, civil litigation, and arbitration.

Lloyd-Jones holds the CRE designation from the Counselors of Real Estate. She currently serves as the treasurer at Christ Church in Pelham Manor, New York, and previously served as a member of the Swarthmore College Board of Managers and the Pelham Public Library Board of Trustees. She earned a bachelor of arts from Swarthmore College and a master of professional studies from the Cornell University School of Hotel Administration.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Joseph D. Long

Managing Partner
KHP Capital Partners

Joseph D. Long is a managing partner of KHP Capital Partners with direct responsibility for acquisitions, property development and redevelopment, and raising capital. Long served as executive vice president and chief investment officer of Kimpton Hotels & Restaurants from 2003 until January 2015. In this role, he held leadership responsibility for all acquisitions and development activities, including acquisitions for the Kimpton discretionary fund, management contracts, joint ventures, and design and construction projects. From 1996 to 2003, Long was senior vice president of acquisitions and development for Starwood Hotels and Resorts Worldwide, where he was responsible for all acquisitions and management contract development in North America for all brands. Prior to that, he was with LaSalle Partners from 1993 to 1996 and was part of the team that started the LaSalle Hotel Group, which ultimately became the publicly traded REIT LaSalle Hotel Properties. Before LaSalle, he spent eight years with Metric Realty, a large institutional owner of hotels in the 1980s and early 1990s, as vice president, asset management, and as an acquisitions investment analyst. He began his career with Laventhol & Horwath in Philadelphia. Long holds a BS from the Cornell University School of Hotel Administration.

Katherine Lugar

President and Chief Executive Officer
American Hotel & Lodging Association (AHLA)

Katherine Lugar is president and chief executive officer of the American Hotel & Lodging Association (AHLA), the US lodging industry's largest trade association. In this role, she is responsible for setting AHLA's strategic vision and championing the industry's voice on Capitol Hill, within the administration, in the press, and beyond. During her tenure, Lugar has transformed AHLA, building membership to a historic high, refocusing the organization's core mission on advocacy, and attaining record HotelPAC contributions. She also oversees the American Hotel & Lodging Educational Foundation (AHLEF).

Prior to leading AHLA, Lugar served as executive vice president, public affairs, with the Retail Industry Leaders Association (RILA), where she ran several successful, high-profile issue campaigns, including the regulation of debit swipe fees (named by *Politico* as the highest profile fight on Capitol Hill), the achievement of a level playing field on tax issues with Amazon, and the defeat of efforts by labor to advance punitive laws against the retail sector. Prior to RILA, Lugar led government relations for Travelers Insurance, served as vice president of legislative and political affairs at the National Retail Federation, and worked on Capitol Hill. She currently sits on the board of the US Travel Association; the Bryce Harlow Foundation; and the St. Baldrick's Foundation, the largest private funder of pediatric cancer research grants. Lugar also is a member of the Chamber of Commerce Committee of 100.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE

**Mark A. Lunt**Principal
EY

Mark A. Lunt, principal, brings more than 20 years of experience in the hospitality industry to EY and is an active adviser to developers, owners, operators, private equity funds, lenders, and governments in all aspects of the hospitality, leisure, and tourism industries. This experience includes market and financial analysis, operator selection, valuation, operational diagnostics, strategic planning, and transaction due diligence.

Lunt leads EY's efforts in providing hospitality and real estate advisory services for the US Southeast, Caribbean, and Latin America regions. Major recent engagements include a detailed restructure analysis of regional demand characteristics to advise the lender on go-forward alternatives on major components of a large mixed-use resort, due diligence, and strategic planning for large mixed-use developments in Miami, Brazil, and Puerto Rico; strategic tourism advisory services for a Caribbean destination in modernizing and optimizing its tourism platform; and market and financial due diligence for an acquisition of a large portfolio of hotels throughout Latin America. Lunt has led advisory projects involving all types of hospitality assets, including hotels, vacation ownership, mixed-use development, condominium-hotels, golf courses, marinas, convention facilities, and tourist attractions. He has focused his activities on transaction due diligence and strategic development consulting.

Lunt is the author of many articles, is often quoted in industry and trade publications, and is an experienced speaker and lecturer on real estate and hospitality issues. He serves on several industry organizations and is considered an expert in operations, marketing, and development of hotels, resorts, and other recreational real estate. He is the chair of Urban Land Institute's Recreational Development Council. Lunt is a graduate of Cornell University.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



M

Peter Mack

**Founder and Chief Executive Officer
Collective Hotels & Retreats**

Peter Mack is the founder and CEO of Collective Retreats, the experiential luxury hotel brand that connects guests with places, communities, and themselves through its unique, asset-light business model. Mack started Collective Retreats following his role as vice president of product innovation at Tough Mudder, where he oversaw experience design and product. Prior to Tough Mudder, Mack spent more than 10 years at Starwood Hotels and Resorts, where he correctly identified that the majority of hotel revenue was spent on property expenses and upkeep, not toward furthering the guest experience. Mack, a graduate of the Cornell University School of Hotel Administration, decided to turn the hotel model upside down and establish a new type of retreat that creates as little barrier as possible between each location's breathtaking landscape and guest accommodations. Collective Retreats is currently operating in Vail, Big Sky in Montana, Hudson Valley and Governors Island in New York, and Texas Hill Country, and a new location in Sonoma is opening next year.

Adam Malamut

**Chief Customer Experience Officer
Marriott International**

Adam Malamut, PhD, is the chief customer experience officer at Marriott International and is charged with elevating the customer's voice across the global business. In this role, Malamut leads the Customer Experience team responsible for the orchestration of customer strategies across the Brand, Marketing, Sales + Consumer Services (BMSC) organization, while also providing BMSC leaders insight and strategy capabilities to accelerate the innovation of the customer experience.

Prior to this role, Malamut served as global talent officer, overseeing the innovation of all Marriott talent management areas (e.g., talent acquisition, learning and development, compensation, engagement) and supporting the company's global brand and consumer strategies. In this position, he also served as chief learning officer and was responsible for developing and implementing the strategy to reinvent the Marriott Learning and Development function and the company's learning culture at large. Malamut also has served in a number of senior HR business partner roles, most notably as one of the key architects of the BMSC organization.

Malamut's work on organizational climate, diversity and inclusion, employee selection, and learning and development systems has been presented at numerous professional conferences and published in peer-reviewed books and journals. His applied research on workforce diversity and inclusion was recognized and supported by a multiyear grant from the National Science Foundation. He has a doctorate in industrial/organizational psychology from The George Washington University and a bachelor of science from Penn State University. He also is an aspiring artist.

Kevin E. Mallory

**Senior Managing Director and Global Head
CBRE Hotels**

Kevin E. Mallory is senior managing director and global head for CBRE Hotels. In this position, Mallory oversees CBRE's global activity in the lodging sector, including transaction, asset management, advisory, and capital market services.

Prior to joining CBRE Hotels, Mallory was senior vice president of Hyatt Development Corporation, for which he was responsible for all acquisition and investment activity, investment management, business development, and property development for the company. Mallory was a principal with Lend Lease Real Estate Investments prior to Hyatt. At Lend Lease, Mallory was responsible for all lodging-related capital transactions, as well as the company's asset management function.

Before Lend Lease, Mallory was a founding executive and chief operating officer at Starwood Lodging Corporation. His responsibilities ranged from developing new business ventures to providing strategic and daily oversight for the corporation. He also worked for Westin, VMS Realty Partners, and industry consultants Laventhol & Horwath.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Gail Mandel

**President and Chief Executive Officer
Wyndham Destination Network**

Gail Mandel serves as president and chief executive officer for Wyndham Destination Network, which is part of the Wyndham Worldwide family of companies. With more than 125,000 properties in over 120 countries, Wyndham Destination Network is the world's largest provider of professionally managed, peer-to-peer vacation accommodations with renowned brands including RCI, Wyndham Vacation Rentals, Love Home Swap, and Hoseasons.

In Wyndham Worldwide's recent move to form two separate, publicly traded hospitality companies, Mandel was instrumental in positioning the brands for success. She also led the company to a lucrative agreement to sell its European vacation rental business for US\$1.3 billion.

Prior to her time as CEO, Mandel held senior finance positions at Wyndham Destination Network, Wyndham Worldwide, Cendant Corporation, and HFS, totaling more than 20 years of experience in the hospitality industry.

Majid Mangalji

**Founder and President
Westmont Hospitality Group**

Majid Mangalji is founder and president of Westmont Hospitality Group, which started its hospitality business approximately 40 years ago. Mangalji has been involved in all aspects of the development of the Westmont Group, as it has grown from a single hotel to one of the largest private hotel owners/operators in the world, with a significant presence in North America, Europe, and Asia. As the head of this global group, Mangalji has developed an extensive knowledge of international hospitality markets by investing and operating in these markets, and he has created strong relationships with major international hotel brands, leading financial institutions, and investment funds.

Mangalji sits on the boards of principal companies in which the Westmont Group invests. He is the founder and was the first chairman of InnVest REIT, the largest publicly listed hospitality company in Canada.

He sits on the boards of IREFAC in the United States and IHIC in Europe.

In 2010, Mangalji was presented with the IREFAC C. Everett Johnson Award at the NYU International Hospitality Industry Investment Conference. In 2013, he received the prestigious IHIF Lifetime Achievement Award in Berlin. In 2015, he was granted an honorary doctorate from the University of West London.

Corey McCarthy

**Chief Marketing Officer
Beekeeper**

Corey McCarthy is an entrepreneur, marketer, and speaker. As Beekeeper's chief marketing officer, McCarthy is charged with creating a buzz among businesses that rely on communication with frontline workers who are digitally difficult to reach, connect with, and engage.

Prior to joining Beekeeper, McCarthy founded Testarossa Marketing in 2012, a San Francisco-based marketing-services firm specializing in marketing strategy, business development, branding, creative, digital, SEO, SEM, social, content management, PR, web development, events, partner marketing, marketing research, and more. She also worked as chief marketing officer for S.H. Silver Company, a gemstone investment firm and luxury retailer.

Before that, she served as vice president of sales and marketing for Hotel Interactive, a digital media group, and she spent the better part of a decade as associate publisher of *Lodging Hospitality* magazine.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Thomas P. McConnell

**Executive Managing Director, Head of Global Hospitality
Cushman & Wakefield**

Thomas P. McConnell is an executive managing director and head of Global Hospitality for Cushman & Wakefield (C&W). He specializes in hotel real estate transaction advisory, brokerage, investment advisory, asset management, and other related services. McConnell's experience in the hospitality industry spans two decades, and he has held advisory and consulting roles in numerous market and economic analyses of hotel investments, valuation, management contracts, finance, and hotel company transactions.

Over his 20-year career, McConnell has been involved in numerous hotel transaction and consulting engagements related to investment advisory, finance and refinance, operational consulting, workout consulting, and brokerage. He has worked with virtually all of the major international hotel companies, including Four Seasons Hotels and Resorts, Hilton, Starwood Hotels and Resorts, and Marriott International. He also counts various Wall Street firms and investors as clients, including Credit Suisse First Boston, UBS, Morgan Stanley, Goldman Sachs, Citigroup, and J.P. Morgan Chase.

Before joining C&W, McConnell worked for CB Richard Ellis Hotels. Prior to that, he worked with Arthur Andersen as director of Hospitality Consulting Services in the firm's New York City office. Previously, he held senior positions with Kenneth Leventhal & Company, and Laventhol & Horwath.

He is a frequent lecturer and speaker at industry conferences and is often quoted in various national publications on hospitality-related issues. McConnell has an undergraduate degree from Brown University and a graduate degree from the Cornell University School of Hotel Administration.

Robert McDowell

**Chief Commercial Officer
Choice Hotels International**

Robert McDowell is chief commercial officer for Choice Hotels International, one of the world's leading hotel companies. In this role, he is responsible for developing and leading Choice's marketing, sales, digital commerce, loyalty, revenue management, and customer care.

McDowell joined Choice Hotels in May 2011 as senior vice president of marketing and distribution, and he was appointed to his current leadership position in 2016. During his tenure, he successfully developed and executed the company's customer acquisition strategy through an integrated digital advertising campaign; built an industry-leading revenue management platform; relaunched Choice Privileges, a now top-rated and fastest-growing loyalty program in the industry; and continued to evolve Choice's digital platform.

Prior to joining Choice Hotels, McDowell spent nearly 15 years with United Airlines, where he served as managing director of distribution and e-commerce. While at United, he led efforts in international route planning, revenue management, e-commerce, and global distribution. Previously, McDowell served as chief operating officer for C&H International, a \$600 million international travel agency.

McDowell has a proven track record of building high-performing teams that are focused on customer engagement rooted in technology innovation, market research, and data to continually drive bottom line performance for the enterprise. McDowell earned an undergraduate degree from the New York Institute of Technology and a master of business administration from the University of Notre Dame.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Tim McManus

Vice President
McKinsey & Company

Tim McManus is a vice president with McKinsey's Capital Projects & Infrastructure practice, where he leads its major project delivery group in North America. He helps clients to develop, implement, and deliver major projects and capital programs in the global infrastructure market and other sectors.

Prior to McKinsey, McManus served as senior vice president and director of global program management at AECOM, where he managed the company's Hurricane Sandy recovery program and a \$60 billion infrastructure development program in Africa. He also oversaw a team on London's \$24 billion Crossrail program.

McManus directed the development and delivery of Gillette Stadium and all associated infrastructure as program director of the New England Patriots management team.

He has lectured at Harvard Business School, the Massachusetts Institute of Technology (MIT), and Columbia University's Fu Foundation School of Engineering and Applied Science. He is currently an instructor at Harvard University's Graduate School of Design.

McManus serves on the advisory board for Smart City Works, a not-for-profit incubator for emerging companies in engineering, construction, and technology for the infrastructure industry. He is an advisory board member for BoSTEM for the United Way of Massachusetts Bay and Merrimack Valley.

Michael Medzigian

Managing Partner
Watermark Capital Partners

Michael Medzigian is the chairman and managing partner of Watermark Capital Partners, a real estate investment management firm. He also is president, chief executive officer, and a director of Carey Watermark Investors and Carey Watermark Investors 2, publicly registered real estate investment trusts. He has led some of the world's largest real estate private equity funds and has overseen more than \$15 billion of investments. Previously, he was president and chief executive officer of Lazard Frères Real Estate Investors and, before that, a founding partner of Olympus Real Estate Corporation, the real estate fund management affiliate of Hicks, Muse, Tate & Furst. Earlier in his career, Medzigian was president of Cohen Realty Services, was founder and national director of the Hospitality Consulting practice at Deloitte & Touche, and held various management positions with Marriott International. He has served on numerous public and private boards and is a graduate of Cornell University.

Jonathan P. Mehlman

President and Chief Executive Officer
Hospitality Investors Trust

Jonathan P. Mehlman serves as president and chief executive officer of Hospitality Investors Trust. Previously, he served as executive vice president and chief investment officer of Hospitality Investors Trust (formerly known as American Realty Capital Hospitality Trust), since 2014. Mehlman has 25 years of experience in real estate investment banking and capital markets with significant focus in the hospitality sector. Within the real estate industry, he has acted as a mergers and acquisitions adviser, investment banker, and lender, and he has many years of experience coordinating transaction activity for public and private global hotel brands, US hotel REITs, and real estate private equity sponsors.

Mehlman earned a bachelor of arts from the University of Michigan and a master of business administration with a focus in real estate and finance from the University of North Carolina.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



John Melicharek

Partner
Baker & Hostetler

With more than 30 years of experience advising clients on business and transactional matters, John Melicharek focuses his practice primarily on transactions within the hospitality industry. He counsels clients on real estate, finance, management, branding, and similar transactional needs, and he provides invaluable guidance on hotel acquisitions, dispositions, and joint ventures. When clients are involved in complex negotiations, structuring complex mixed-use projects, or facing difficult legal decisions, Melicharek often is brought in to analyze the situation and develop creative strategies to meet the business objectives.

Melicharek leads Baker & Hostetler's Hospitality Industry practice. He has been ranked in *Chambers USA: America's Leading Lawyers for Business* since 2008 in the area of leisure and hospitality and is listed in *The Best Lawyers in America* in real estate law. He is a frequent lecturer at hospitality industry conferences, offering commentary and opinions on industry issues, trends, challenges, and concerns.

Suzanne R. Mellen

Senior Managing Director—Practice Leader
HVS

Suzanne R. Mellen, MAI, CRE, FRICS, ISHC, is a senior managing director—practice leader at HVS. Having appraised thousands of hotels, gaming assets, and related real estate throughout the world over the past 40 years, she specializes in complex hotel and casino feasibility issues and is nationally recognized for her industry expertise. Mellen opened the second office of HVS in 1985 in San Francisco and led HVS's expansion to Las Vegas (2009) and Los Angeles (2013). She has developed innovative appraisal methodologies, such as a mortgage-equity income capitalization formula for variable-income properties and a refinancing model for hotel investments. Mellen has authored numerous articles on the topic of hotel valuation and has spoken at numerous industry events, including annual appearances at JMBM's Meet the Money and ALIS. Mellen holds the following designations: MAI (Appraisal Institute), CRE (counselor of real estate), FRICS (fellow of the Royal Institution of Chartered Surveyors), and ISHC (International Society of Hospitality Consultants).

Lance Miceli

Executive Vice President, Chief Marketing Officer
G6 Hospitality

Lance Miceli has served as executive vice president, chief marketing officer for G6 Hospitality since April 2011. He maintains full responsibility for all aspects of topline and brand performance, leading e-commerce, distribution, marketing, public relations, revenue management, and sales for Motel 6 and Studio 6 in the United States and Canada and for Hotel 6/Estudio 6 internationally.

Since joining the enterprise, Miceli reengineered and realigned all marketing functions—architecting an enhanced in-line revenue management system, responsive web and digital platform, expanded online and channel distribution, and ongoing improvements in business-to-business and group sales.

Miceli has led the development and execution of award-winning integrated marketing programs for an array of brands, including Atlantis Paradise Island, Harrah's Casinos, Aria Resort & Casino, Arby's Restaurants, and various national packaged goods brands. He also served in the new product development and retail consumer business at telecommunications giant MCI. Miceli graduated from Loyola University with a degree in marketing and communications.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Christopher Michau

Vice President, Platform Services
Expedia

Christopher Michau leads an experienced global team responsible for driving the development, adoption, and engagement of Expedia Group's new lodging products and solutions. This includes the meeting solution product, white-label booking solutions, revenue management technology (Rev+), Partner Loyalty Enrollment program, and VIP Access. Michau also is in charge of the connectivity solutions that Expedia Group developed for the lodging industry.

Previously, Michau served as vice president of Global Partner Group, managing the relationships with the world's leading hotel companies and worked closely with the global hotel chains to maximize their exposure on more than 150 travel sites available under the Expedia Group.

Michau has been a core component of the company's evolution, starting more than 16 years ago in market management. Prior to joining Expedia Group, Michau worked in hotel operations, marketing, and finance in both independent hotels and large chains. Michau holds an MBA in International Hospitality Management from ESSEC Business School, Paris.

Rogério Miranda de Souza

Senior Investment Executive
London + Regional Properties

Rogério Miranda de Souza is a senior investment executive of London + Regional Properties (L+R), a global real estate investment company with a diverse portfolio of hotel investments in Europe, the United States, and the Caribbean. Based in Miami, Miranda de Souza is responsible for the company's investment efforts in the hospitality market in the Americas.

Prior to joining L+R, Miranda de Souza served as senior vice president for Host Hotels & Resorts. He headed Host's Latin America office in Rio de Janeiro and in Miami. Before Host, he took public a hotel investment company called Brazil Hospitality Group, where he served as chief investment officer. With a robust transaction experience, Miranda de Souza successfully negotiated and structured financing for several real estate transactions across Latin America.

Earlier in his career, Miranda de Souza worked as a private equity associate at GP Investments in Brazil and as a distressed debt banker at Deutsche Bank in London. He holds an MBA from The University of Chicago Booth School of Business.

Malcolm K. Montgomery

Global Head of the Real Estate Practice, Head of the Hospitality, Leisure & Gaming Industry Group, and Head of the REIT Affinity Group
Shearman & Sterling

Malcolm K. Montgomery is head of the Real Estate practice, head of the Hospitality, Leisure & Gaming Industry Group, and head of the REIT Affinity Group at Shearman & Sterling. His practice spans domestic and cross-border finance and investment, and leveraged lending and bank finance for REITs and other real estate companies. Montgomery handles transactions involving assets and currencies in multiple countries, including a domestic and international hotel and resort financings, multistate secured loans, mezzanine financings, term and construction financings, subscription and debt portfolio financings, and mortgage loans and workouts. He has authored numerous publications and frequently participates in speaking engagements on various facets of the real estate market. Montgomery is a fellow of the American College of Real Estate Lawyers. He holds degrees from Princeton University and New York University School of Law.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Thomas C. Morey

**Senior Vice President, General Counsel and Secretary
Park Hotels & Resorts**

Thomas C. Morey serves as senior vice president, general counsel and secretary of Park Hotels & Resorts. From October 2008 until July 2016, Morey served as senior vice president and general counsel of Washington Real Estate Investment Trust. Prior to that, he served in a business role as chief operating officer of Medical Funding Services, a provider of financial and administrative services to healthcare companies, from February 2006 until September 2008. Previously, Morey served as a corporate partner with Hogan & Hartson, a multinational law firm (now known as Hogan Lovells). From 1997 until 1998, Morey was a corporate attorney with Jones Day in Dallas.

Morey is a former member of the Maryland Chamber of Commerce Board of Directors, and he previously served on the Executive Committee of the Maryland Chamber of Commerce. Morey earned a bachelor of arts from Princeton University and a juris doctor from Duke Law School.

Katie Moro

**Regional Vice President, Demand360 Data Partnerships
TravelClick**

Katie Moro joined TravelClick in 2011 and is responsible for the global expansion of TravelClick's Demand360 product. Moro is a veteran of the hospitality industry and has been involved with the demand initiative since the product's early days.

Prior to joining TravelClick, Moro was an account manager with Rubicon and led a sales team that focused on product growth in major accounts. She also has held roles at Morgans Hotel Group and The Ritz-Carlton Hotel Company.

Moro holds a bachelor of arts from the University of Georgia.

Tyler Morse

**Chief Executive Officer and Managing Partner
MCR**

Tyler Morse is chief executive officer and managing partner of MCR. Since co-founding MCR in 2006, Morse has led the company to its position as the seventh largest hotel owner/operator in the United States. With \$2 billion of assets under management, MCR owns and operates 94 hotels (11,264 rooms) located across 67 cities and 24 states.

Prior to founding MCR, Morse served as assistant to the chairman and CEO of Starwood Hotels and Resorts (Barry Sternlicht) and contributed to Starwood's overall corporate investment and development initiatives. Morse also was president of Bliss, the upscale spa and beauty products company based in New York City. Previously, Morse worked as an investment banker at Morgan Stanley in its Financial Sponsors and Mergers and Acquisitions Group. He started his career at Ernst & Young, where he earned a CPA. Morse also has worked as a ski instructor at Squaw Valley and at Termas de Chillán in Chile, on ski patrol at Mammoth Mountain, and as a baggage handler at LAX for Delta Air Lines.

Morse serves on the board of directors of NYC & Company, the convention and visitor arm of New York City. He is a member of the Marriott International Courtyard by Marriott Advisory Board and the Hilton Worldwide Distribution Advisory Committee. He serves on the Policy Advisory Board for the Fisher Center for Real Estate & Urban Economics at the University of California, Berkeley, Haas School of Business. Morse is an active member of IREFAC, PREA, and NAREIT. He serves as a trustee on the board of Prep for Prep.

Morse earned an MBA from Harvard Business School and a BS in business administration from the University of California, Berkeley. He lives in New York City with his wife and two daughters.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Michael D. Morton

Vice President of Owner Relations
Best Western Hotels & Resorts

Michael D. Morton is vice president of owner relations for Best Western Hotels & Resorts. Morton oversees the company's North American development team and the development process from hotel member application to activation. Since joining Best Western in 2009, Morton has made many contributions, including leading brand training efforts to become one of the best in the industry and developing the company's customer-care initiative, I Care. He also led the company's customer feedback initiative by working with partner Medallia to greatly enhance the customer survey feedback reporting tools and training available to members.

Before joining Best Western, Morton was involved in single property and corporate multihotel operations since 1985, working with such brands as DoubleTree, Hilton, Holiday Inn, Hyatt, and Marriott. He spent more than 10 years with Boykin Management Company (BMC), most recently as senior vice president of operations, overseeing its full-service hotel portfolio. Morton also was vice president of operations for JHM Hotels, where he was hired to lead the company's entry into the full-service upscale hotel market. He has a very strong hotel operations background with expertise in food and beverage operations. He is a graduate of the University of Akron with a degree in industrial management/industrial accounting.

Greg Mount

President and Chief Executive Officer
RLH Corporation

Greg Mount joined RLH Corporation as president and chief executive officer in January 2014, bringing more than 25 years of experience to the company. Since Mount joined RLHC, the company has grown from 55 regional hotels to more than 1,100 nationally. Prior to joining RLHC, Mount served as president of Richfield Hospitality, Sceptre Hospitality, and Richfield Hospitality China, where he executed a number of strategic deals, including the acquisition and merger of Whiteboards Labs into Sceptre Hospitality. Previously, he held senior roles at Sage Hospitality, as well as Starwood Hotels and Resorts Worldwide, where he led the full-service division responsible for developing franchises and management contracts for the Westin, Sheraton, Four Points by Sheraton, Le Méridien, and Luxury Collection brands in the United States, Canada, and the Caribbean. Before joining Starwood, Mount held senior operating positions at Interstate Hotels Corporation and Marriott International, working his way up through a number of hotel and regional management positions before moving into development.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Jim Murren

Chairman and Chief Executive Officer
MGM Resorts

Jim Murren was named chairman and chief executive officer of MGM Resorts International in December 2008. He leads the global entertainment company with national and international locations featuring best-in-class hotels and casinos; state-of-the-art meeting and conference spaces; incredible live and theatrical entertainment experiences; and an extensive array of restaurant, nightlife, and retail offerings.

MGM Resorts creates immersive, iconic experiences through its suite of Las Vegas-inspired brands. The MGM Resorts portfolio encompasses 27 unique hotel offerings, including some of the most recognizable resort brands in the industry. The company is expanding throughout the United States and around the world.

Murren serves as chairman of MGM China Holdings, which owns MGM Macau and is developing MGM Cotai. He also serves as chairman of MGM Growth Properties, a real estate investment trust.

Murren joined MGM in 1998 after spending more than a decade on Wall Street, where he was regarded as a leading analyst in the hotel and gaming industries. His arrival at MGM coincided with a period of dramatic growth for the company, including the acquisitions of Mirage Resorts and Mandalay Resort Group.

He is the visionary behind CityCenter, the unprecedented urban resort destination that opened on the Las Vegas Strip in 2009, featuring centerpiece Aria Resort & Casino. CityCenter—a sophisticated mix of resorts, residences, conference facilities, dining, and retail—is among the largest “green” developments globally. Using cutting-edge solutions, CityCenter demonstrates that sustainability enhances the guest experience.

A native of Fairfield, Connecticut, Murren graduated from, and is a trustee of, Trinity College, where he majored in art history and urban studies. He serves as chairman of the American Gaming Association and is a member of the Brookings Institution Board of Trustees and the National Infrastructure Advisory Council. He is chair of the leadership board of the Keck School of Medicine of USC. He also is a member of the Howard University Board of Trustees and of the Business Roundtable, which is an association of CEOs of leading US companies.

A leader in the area of corporate responsibility, Murren was named a “Responsible CEO of the Year” by *CR Magazine*. He is the recipient of the Distinguished Leader Award by the University of Massachusetts’ Isenberg School of Management, and he was named “Executive of the Year” by *Casino Journal*. Under his leadership, MGM Resorts International was named among *Fortune’s* “World’s Most Admired Companies” in 2016. Murren also was named to the *Institutional Investor’s* “2017 All-America Executive Team” ranking as a “Best CEO for Sell-Side.”

Murren and wife, Heather Hay Murren, received the 2017 Woodrow Wilson Award for Corporate Citizenship. The award is given to those who, by their example and business practices, have demonstrated a profound concern for the common good beyond the bottom line, acting as a force for positive change. The Murrens are actively involved in assisting wounded warriors and their families through the creation of the Southern Nevada Fisher House.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



N

Francis J. Nardozza

Chairman and Chief Executive Officer
REH Capital Partners

Francis (Frank) J. Nardozza is chairman and chief executive officer of REH Capital Partners, a national real estate and hospitality investment and advisory services firm headquartered in Fort Lauderdale, Florida. Nardozza has more than 40 years of diversified experience in real estate and hospitality investment, finance, and consulting. He is recognized nationally and internationally for his work with mergers and acquisitions, investment, development planning, and strategic advisory services in the fields of real estate and hospitality. He has advised on more than \$15 billion in real estate and hospitality transactions throughout his professional career.

Prior to launching REH in 2001, Nardozza was a partner and served as the National and Global Real Estate and Hospitality Consulting practice leader for KPMG and KPMG Consulting, two entities comprising one of the world's largest professional services firms. His tenure with KPMG spanned more than 25 years.

Nardozza is the founding chairperson of the Lodging Industry Investment Council, and he currently serves on the Executive Planning Committee of the NYU International Hospitality Industry Investment Conference. He also is active with many other industry programs and forums, including the Urban Land Institute, the American Hotel & Lodging Association, and the American Resort Development Association.

Nardozza is a member of the executive advisory board of the real estate program at Florida State University, where he has established and endowed the Nardozza Real Estate Scholars Program. Nardozza serves as a trustee of the Florida State University Foundation, and in April 2013, he was inducted into the Florida State University College of Business Alumni Hall of Fame.

Christopher J. Nassetta

President and Chief Executive Officer
Hilton

Christopher J. Nassetta is president and chief executive officer for Hilton. He joined the company in 2007.

Previously, Nassetta was president and chief executive officer of Host Hotels & Resorts, a position he held since 2000. He joined Host in 1995 as executive vice president and was elected chief operating officer in 1997.

Before joining Host, Nassetta co-founded Bailey Capital Corporation in 1991, where he was responsible for the operations of the real estate investment and advisory firm. Prior to founding Bailey Capital Corporation, he spent seven years at The Oliver Carr Company, ultimately serving as chief development officer. In this role, he was responsible for all development and related activities for one of the largest commercial real estate companies in the mid-Atlantic region.

Nassetta graduated from the University of Virginia McIntire School of Commerce with a degree in finance. He currently serves on McIntire's Advisory Board.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Jonathan Newbury

**Senior Vice President, Strategic Development
Preferred Hotels & Resorts**

Jonathan Newbury serves as senior vice president of strategic development for Preferred Hotels & Resorts and is responsible for driving global development marketing initiatives and fostering hotel development and retention for the company in North America.

Newbury joined Preferred Hotels & Resorts in 2008 as vice president of brand development. After one year in that position, his strategic expertise and expert planning skills were called upon to oversee the company's newly created e-commerce department as vice president of e-commerce and technology. In that role, he implemented a completely customized global CRM, managed 20 websites, launched two new branded websites, and implemented a new website dedicated to the MICE (meetings, incentives, conferences, and exhibitions or events) market.

Prior to joining Preferred Hotels & Resorts, Newbury served as vice president of global development for Small Luxury Hotels of the World, based in New York.

Fluent in French, Newbury holds a BA (Hons) in politics and government from London University.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Stefani C. O'Connor

Journalist

Award-winning journalist Stefani C. O'Connor most recently served as executive news editor at *Hotel Business* magazine, a leading trade publication that covers the lodging industry and its decision-makers. Additionally, she served as managing editor of the magazine's National Executive Roundtable Series, which brought together executives from the hospitality arena and adjunct disciplines—finance, design, construction, technology, environmental, etc.—to discuss current issues of importance. O'Connor was a contributing editor for *Hotel Business Design* and its website, as well as for *Hotel Business's* website and daily e-newsletter. She has conducted numerous video interviews with industry leaders and international newsmakers.

Prior to joining *Hotel Business*, O'Connor was senior editor at *Business Travel News* and previous to that was editor in chief of *Hotel & Resort Industry* magazine.

A hard-news reporter and editor for several New York City newspapers prior to focusing on hospitality and finance, O'Connor has interviewed a range of people, from gang members to fashion designers, politicians to religious leaders, government officials to CEOs, and, as she says, "all the ordinary people in between who have extraordinary stories to tell."

Greg O'Stean

Chief Development Officer, North America
Interstate Hotels & Resorts

Greg O'Stean serves as Interstate Hotels & Resorts' chief development officer for North America. He is responsible for helping the company continue its successful expansion by driving overall business growth in North America. Most recently, O'Stean served as the chief investment officer at Loews Hotels, where he led the hotel acquisitions and development, asset management, and owner relations platforms. Previously, he has held executive roles with the Carlson Rezidor Hotel Group, Piper Jaffray, and GE Capital. O'Stean is a proven hotel industry leader, with a rich history of delivering exceptional results, and an expert in leading teams to achieve extraordinary growth. He earned an MBA and bachelor of science in industrial management from Georgia Tech.

Chip Ohlsson

Executive Vice President and Chief Development Officer, North America
Wyndham Hotel Group

Chip Ohlsson is executive vice president and chief development officer, North America, for Wyndham Hotel Group. In this role, he is responsible for the development strategy for Wyndham Hotel Group's 20 brands across North America, identifying and building strategic partnerships to position Wyndham Hotel Group in new markets and to optimize its presence in existing markets.

Ohlsson also is responsible for strengthening and expanding relationships with owners and key ownership groups, including real estate investment trusts, developers, and financial institutions with hospitality portfolios. Wyndham Hotel Group partners with owners to convert high brand awareness into consistent revenue by maintaining a clear brand focus and enhancing brand equity to attract the next generation of travelers, thereby creating opportunities for entrepreneurs to grow their business.

A 25-year veteran of the hospitality industry, Ohlsson brings with him hotel financing and portfolio management experience, as well as many established industry relationships.

Most recently, Ohlsson served as vice president of North American development at Starwood Hotels and Resorts, where he was responsible for the development and pipeline expansion for the company's renowned hotel brands.

Prior to this, Ohlsson held several leadership positions across the industry, including senior vice president, vice president, and franchise sales director with Cendant/Wyndham Hotel Group. During this time, he oversaw sales, business development, and financial management initiatives, and he was consistently a top sales producer, earning accolades including Vice President of the Year, among several other notable awards.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Mark K. Owens

Executive Vice President and Head of Hospitality Capital Markets
CBRE Hotels

Mark K. Owens is an executive vice president and the head of hospitality capital markets for CBRE Hotels. He is responsible for the origination and placement of hospitality-related transactions, including debt, equity, joint venture equity, and transaction sales.

Prior to joining CBRE, Owens ran the hospitality practice at Ackman-Ziff Real Estate Group and was a key component in building the team's production to more than \$1 billion in annual transaction volume. Recent representative transactions include the cash-out refinancing of a large resort hotel, construction financing for multiple significant New York City hotel projects, the acquisition and renovation financing of a seven-property full-service national hotel portfolio, and the recapitalization of the Milford. In addition to Ackman-Ziff, Owens was a vice president at Sonnenblick Goldman, where he closed \$3 billion in transactions representing a variety of institutional and opportunistic investors, as well as ownership/management companies. He also worked at HVS International in its New York office.

Owens is a graduate of the Cornell University School of Hotel Administration and has been a frequent guest lecturer at the NYU School of Professional Studies Jonathan M. Tisch Center for Hospitality and Tourism. Owens was a founding board member of AHLA's Under 30 Council and was named one of *Real Estate Weekly's* "Rising Stars of Real Estate." Owens is a member of the Urban Land Institute and the Cornell Real Estate Council, and he has spoken at the NYU International Hospitality Industry Investment Conference and the Hunter Hotel Investment Conference.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



P

Tom Papelian

Senior Vice President, Hotel Development
Marriott International

Tom Papelian is responsible for Marriott International's development efforts and growth strategies throughout the east region of the United States, focusing on the company's full-service brands, including The Ritz-Carlton, St. Regis Hotels & Resorts, JW Marriott, Marriott Hotels & Resorts, Sheraton, Westin Hotels & Resorts, Le Méridien, Renaissance Hotels, Delta Hotels and Resorts, Autograph Collection Hotels, Tribute Portfolio, and The Luxury Collection.

Papelian joined Marriott in 2005. He has 30 years of experience in the lodging industry, with emphasis on hotel development and transactions. Since joining Marriott, Papelian has been responsible for several successful development, conversion, and adaptive reuse projects, including public-private transactions, mixed-use developments, hotels, and resorts.

Papelian began his career at Laventhol & Horwath and its international affiliate, Horwath & Horwath. He later was director of real estate for The Ritz-Carlton Hotel Company, where he had responsibility for international hotel development. He was a vice president at PKF Consulting and then a principal of The Camberley Hotel Company, where he was responsible for the growth and development of a portfolio of unique luxury hotels.

Papelian earned an associate's degree in hotel administration from the State University of New York and a bachelor of science in business administration and hotel and restaurant management from the University of Denver.

Hitesh Patel

Chairman
AAHOA

Hitesh (HP) Patel, CHO, serves as chairman of AAHOA, the voice of America's hotel owners. Patel has been a member of AAHOA since 2004 and began his service on the AAHOA Board of Directors in 2010, when he was elected director at large. He subsequently won the AAHOA Award of Excellence for his work in supporting AAHOA's educational initiatives.

Patel also holds several leadership positions within the hotel industry, including as a member of the Austin Hotel & Lodging Association and the Leuva Patidar Samaj (LPS) Board of Directors, by appointment to the Austin Economic Growth and Redevelopment Task Force, and through an IHG Owners Association Ambassadorship.

Patel is the president of Capital City Hospitality Group and the creator of Global Green Consultants, which offers "green" consulting services primarily to hotels.

Sanat Patel

Chief Sales Officer
AVANA Capital

Sanat Patel is co-founder and chief sales officer for AVANA Capital, a commercial real estate debt fund. He has been in the commercial banking industry for over two decades and currently leads the sales team at AVANA Capital. Patel enjoys meeting business owners and bringing them solutions to grow their business. With more than 26 years of experience, Patel's strength is in being adaptive and driven in all aspects of his work. His sense of reward is in contributing to the success of his team and his clients. He has been instrumental in driving AVANA's loan volume to more than \$1 billion, including more than \$200 million in ground-up hospitality financing over the past two years.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Manoj Paul

President

Paul Global Benefits

Manoj Paul is a strategist and expert in providing consultative services to multinational corporations, managing their expatriate and local employee benefits programs in the US and worldwide. In 2008, Paul launched Paul Global Benefits (PGB), a unique consultancy and brokerage firm serving prominent brands in hospitality, technology, consumer products, manufacturing, and more.

Under Paul's leadership, PGB has grown significantly since opening its doors, currently managing in excess of \$600 million in premiums for health and welfare programs and \$1 billion plus in retirement plans. Early in his career, Paul pioneered an offshore contract arrangement for the inpatient employees of a leading multinational technology firm. Paul is well versed in all risk arrangements and has worked with all major insurance carriers and underwriters to develop health and wellness programs that support employee health and meet financial objectives.

Paul holds an undergraduate degree in mathematics from Delhi University and an MBA from Manhattan College. Paul is a proud graduate of the Indian Military Academy. He resigned his military commission in 1993 to pursue entrepreneurial dreams and raise his family in the US.

Daniel C. Peek

Senior Managing Director

HFF

Daniel C. Peek is a senior managing director and head of the hospitality practice group for HFF. He is responsible for institutional-grade hotel and resort property transactions throughout North America, Latin America, and the Caribbean. During his career, he has completed nearly \$15 billion in investment sale, debt, and structured finance transactions.

Peek joined the firm in October 2007. Prior to HFF, he was a co-founder and managing director of Regent Street, an affiliate of The Plasencia Group (TPG), a boutique firm specializing in sale, financing, and advisory services for distinctive hotels and resorts throughout the Americas. He also served as senior vice president at TPG.

Peek is a full member of the Urban Land Institute, the Hotel Development Council, the University of Florida Bergstrom Real Estate Center Advisory Board, the Cornell University Center for Real Estate and Finance Advisory Board, and the Cornell Hotel Society.

David Pepper

Chief Development Officer

Choice Hotels International

David Pepper is chief development officer of Choice Hotels International, one of the world's leading hotel companies. In this role, he is responsible for driving unit growth for each of the company's brands in key markets worldwide.

Pepper joined Choice Hotels in 2002 as vice president, franchise sales and development, for the company's new construction brands. Shortly thereafter, he was promoted to senior vice president of franchise development for North America, and later to his current executive position.

During his tenure, Pepper notably has led the company to record levels of franchise sales; during his first three years of leadership, franchise sales more than doubled. In addition, he played an integral role in the launch of the Cambria Hotels & Suites brand and in the acquisition of the Suburban Extended Stay Hotel brand, expanding Choice's presence in both the upscale and extended-stay hotel markets.

Prior to joining Choice Hotels, Pepper served as vice president of franchise sales for Hawthorn Suites and Microtel Inns. He also served as director of franchise sales for Holiday Inn Worldwide.

Pepper earned a bachelor's degree in economics from Tufts University. He currently is involved in numerous organizations, including as a member of the Council of Inns & Suites for the American Hotel & Lodging Association and the Executive Planning Committee for the annual NYU International Hospitality Industry Investment Conference.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Gilda Perez-Alvarado

Managing Director
JLL

Gilda Perez-Alvarado joined JLL's Hotels & Hospitality Group in 2004. Based in New York City as managing director and head of the global hotel desk, Perez-Alvarado focuses on cross-border investment sales. In her international role, Perez-Alvarado facilitates high-profile, global transactions by monitoring cross-border capital flows and leveraging JLL's relationships with key decision-makers to access off-shore capital. In the past 24 months, Perez-Alvarado has coordinated the sale of several hotels to off-shore investors, including the K+K Hotels portfolio in Europe, the New York Marriott East Side, Le Méridien Cambridge, and the InterContinental New York Barclay Hotel. She also has advised on other high-profile transactions involving the Essex House New York and the Turnberry Scotland.

Perez-Alvarado earned an MBA from Instituto de Empresa in Spain. She graduated with honors and earned a bachelor of science from the Cornell University School of Hotel Administration. Perez-Alvarado was the recipient of the 2015 ALIS Jack A. Shaffer Financial Advisor of the Year Award.

TJ Person

Chief Executive Officer
OpenKey

As CEO and founder, TJ Person made OpenKey the leader in universal mobile key access technology. With more than 17 years of experience in technology, business management, and marketing, Person knows what it takes to make a company successful.

Under his leadership, OpenKey has partnered with the largest global BLE lock companies and has successfully raised millions of dollars in strategic investments from some of the largest hotel management and ownership companies, such as Ashford Hospitality Trust.

Prior to OpenKey, Person was the founder and CEO of Koupon Media, the industry's first one-time-use mobile coupon platform for brands and agencies. In 2005, he co-founded Mango Mobile, a leading mobile marketing agency where he was responsible for global marketing strategy. Omnicom Group acquired the company in 2007 after record growth.

Person currently serves as chairman of Koupon Media and as an adviser to several companies, including FanPrint and Order My Gear.

Ron Pohl

Senior Vice President and Chief Operations Officer
Best Western Hotels & Resorts

Ron Pohl is senior vice president and chief operations officer for Best Western Hotels & Resorts. He joined the brand in 2007, and he currently serves on the company's executive committee and leads the brand's operations and development efforts for North America and Asia. Pohl is responsible for key departments within the hotel company, including customer care, member services, revenue management, education and training, design, supply, and global quality assurance. He was instrumental in repositioning the three core brands—Best Western, Best Western Plus, and Best Western Premier—as well as launching the newest brands: Vīb, GLō, BW Premier Collection, Executive Residency by Best Western, and BW Signature Collection by Best Western. Pohl also played a key role in launching the company's new franchise model, SureStay Hotel Group.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE

**Brian Povinelli****Senior Vice President and Global Brand Leader
Marriott International**

Brian Povinelli is senior vice president and global brand leader at Marriott International for Westin, Le Méridien, Renaissance, Autograph Collection, Tribute Portfolio, and Design Hotels. He is responsible for developing the overall vision, positioning, and strategic direction for the lifestyle brands through the global marketing strategy, guest experience, standards, and communications programs.

Povinelli has been building brands for more than 25 years. Previously, he was senior vice president and global brand leader for Westin and Le Méridien brands at Starwood Hotels and Resorts. Under his leadership, Westin has seen monumental global growth driven by the success of the brand's distinct well-being positioning and signature guest offerings. Povinelli also has led repositioning efforts for Le Méridien, resulting in the strongest portfolio and performance levels in the brand's history. Prior to that, he was the vice president of global integrated marketing at Reebok, where he was responsible for the brand's advertising, public relations, and overall marketing strategy.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



R

Cyril Ranque

President, Lodging Partner Services
Expedia

Cyril Ranque serves as the president of Lodging Partner Services for Expedia Group. In this role, Ranque is responsible for overseeing Expedia's lodging supply relationships and operations globally. He joined Expedia in 2006 and successively managed Expedia's hotel chains partnerships in EMEA and APAC and then the lodging and transport supply business in Asia Pacific, before heading the lodging Global Market Management Group prior to his current role.

Before Expedia, Ranque was vice president of marketing and distribution for Louvre Hotels, after having advised the Taittinger Group on the creation of the company in early 2004. Previously, Ranque was head of the French CRM practice for AT Kearney, and he also has served as a CRM consultant at Accenture, an investment banker at Morgan Stanley in London, and a financial analyst with LVMH in Tokyo.

Ranque earned a graduate degree from the ESSEC Graduate School of Business in Paris, with a specialization in finance and strategy.

Stacy Shoemaker Rauén

Editor in Chief
Hospitality Design Magazine

Stacy Shoemaker Rauén, a well-respected and talented editor and writer, is the editor in chief for *Hospitality Design (HD)* magazine, the leading publication for the industry. Besides overseeing the content and direction of the magazine, Rauén is a noted speaker at industry events. As an avid tracker of trends, places, projects, and people, she puts together panels at *HD's* conferences and has been quoted in various respected media outlets, including CNBC and *The Washington Post*. She also is the founder of *HD's* CitySCENE, a networking event series held in metropolitan areas throughout the United States and internationally that is meant to connect design professionals in each market, and NextGen Forum, a conference for the next generation of hospitality design leaders. She holds two degrees from Northwestern University's Medill School of Journalism, including a master of science in journalism.

David W. Reed

Vice President
Champion Modular

David W. Reed is the vice president of Champion Modular, the modular construction division of Champion Home Builders. Reed joined Champion in 2014 and is responsible for managing the division, focused on custom-designed, modular single-family homes and commercial structures throughout North America. Reed has more than 33 years of experience in the custom modular business, managing the execution of thousands of uniquely designed modular homes and numerous multifamily apartment buildings, hotels, condominiums, and commercial structures.

Reed has a business administration degree from Susquehanna University and is the recipient of the President's Award from the Modular Building Systems Association for his contribution to the modular industry.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Allison Reid

Chief Development Officer
Kimpton Hotels & Restaurants

As the chief development officer for Kimpton Hotels & Restaurants, Allison Reid is responsible for driving the overall development strategy for Kimpton, including determining and implementing strategic growth initiatives, signing new management contracts, and serving as a key member of the brand's executive leadership team.

Prior to Kimpton, Reid worked for Starwood Hotels and Resorts, where she held various leadership positions including senior vice president of development and acquisitions for North America, the Caribbean, and French Polynesia. During her tenure, she was instrumental in launching three new brands at Starwood and signing more than 600 new hotel deals.

Other career highlights include leading the real estate investment team responsible for the repositioning and/or sale of a \$3.5 billion global joint venture and leasehold portfolio; serving as W Hotels' chief financial officer, responsible for driving strategic operating and brand growth initiatives; and holding leadership roles in investor relations, owner services, workouts, finance, and operations.

Stephanie Ricca

Editor in Chief
Hotel News Now

Stephanie Ricca is editor in chief of *Hotel News Now (HNN)*, where she manages the content vision and day-to-day operations for the group's award-winning daily newsletter, as well as other initiatives. She has a decade's worth of experience in hotel trade journalism, most recently serving as editor in chief of *Hotel Management* magazine before joining *HNN* in January 2015. She is a graduate of Wittenberg University and holds a master of science in journalism from the Medill School of Journalism at Northwestern University.

James Riley

Group Chief Executive
Mandarin Oriental Hotel Group

James Riley was appointed group chief executive of Mandarin Oriental Hotel Group in April 2016, and he is based in Hong Kong. He has been with the Jardine Matheson Group, of which Mandarin Oriental is a part, since 1993 and served on Mandarin Oriental's management company board for the past 12 years.

During his career with Jardine Matheson, Riley served as finance director of Jardine Cycle & Carriage and Jardine Pacific and as managing director of Jardine Pacific, before being appointed Jardine Matheson's group finance director in 2005.

Prior to joining Jardine Matheson, Riley qualified as a chartered accountant with Price Waterhouse in London and spent seven years as an investment banker with Kleinwort Benson.

From 2012 to 2016, Riley was a nonexecutive director of the Hongkong and Shanghai Banking Corporation and chairman of its Audit Committee. He is chairman of the Royal Geographical Society in Hong Kong and vice chairman of the Hong Kong Arts Festival.

Tyler Rindler

Managing Director
Morgan Stanley

Tyler Rindler is a managing director at Morgan Stanley and has been with the firm since 2010. Prior to Morgan Stanley, Rindler spent time at Citadel Securities, Goldman Sachs, and Merrill Lynch. During his career, Rindler has provided key strategic and capital raising advisory services to real estate and lodging companies and has been involved in more than \$100 billion of M&A transactions and public/private capital raises. He has advised on key lodging situations, including the sale of the WoodSpring Suites brand/franchise business to Choice Hotels; the sale of Morgans Hotel Group to sbe; the spin/public listing of Xenia Hotels & Resorts; the sale of select-service assets from Inland American to NorthStar/Chatham; and the IPOs for Hilton Worldwide, La Quinta Holdings, and Extended Stay America. Rindler earned a BBA from the University of Michigan and an MBA from Columbia University.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Chip Rogers

President and Chief Executive Officer
AAHOA

Chip Rogers serves as president and CEO of AAHOA, the voice of America's hotel owners, during which time AAHOA has established association records for membership, event attendance, PAC fundraising, and revenue.

Prior to joining AAHOA, Rogers had a long career as a small business owner and public servant, serving six terms in the Georgia General Assembly, where he was elected the Georgia Senate majority leader and was the first national chairman of the Majority Leaders Conference. He also served on the board of the American Legislative Exchange Council (ALEC) and the State Legislative Leaders Foundation.

Rogers also is on the board of the US Travel Association, the Forbes Nonprofit Council, the California State University Hospitality & Tourism Management Education Alliance Advisory Panel, the Michigan State University Hospitality Business Real Estate Investment Management Advisory Council, ALEC Private Enterprise Advisory Council, Community Leaders of America Board of Directors, and the HX Advisory Board.

Rogers earned his undergraduate degree from Georgia Tech and an MBA from Georgia State.

Rick Rogovin

Vice President, Hospitality Finance Group
Wells Fargo Bank

Rick Rogovin, CHA, is a credit officer in Hospitality Finance Group, part of Wells Fargo's Commercial Real Estate business, and his responsibilities focus exclusively on the lodging sector. Previously as vice president of business development for The Dow Hotel Company, he was responsible for the acquisition of equity/management contract opportunities. As director at TIAA/CREF, Rogovin was primarily focused on hotel-related lending/investment and asset management activities. Rogovin also was with HVS International, where he performed complex hospitality valuation and consulting assignments throughout the United States.

Rogovin has served as an adjunct instructor in the graduate program at the NYU School of Professional Studies Jonathan M. Tisch Center for Hospitality and Tourism. He is a frequent speaker at hospitality industry conferences and is quoted in and has authored articles for major industry trade publications. He holds a bachelor's degree in hotel administration from New York Technical College. He completed financial credit training and all Appraisal Institute course work.

Scott P. Rosenberg

President
JN+A

Scott P. Rosenberg, AIA, MRICS, LEED AP B+DC, is president of JN+A, an international architecture, interior design, and project management firm specializing in the hospitality industry. He also is a principal with HVS Design. As president, he oversees the day-to-day operations of the firms. He has more than 25 years of experience in architecture and real estate development-related fields and is a licensed architect in 25 states and the District of Columbia. His design experience includes hotels, restaurants, office buildings, and mixed-use retail centers. He takes a unique, holistic approach to real estate strategy and master planning to create practical solutions that add value to hospitality assets.

Prior to joining JN+A in 2007, Rosenberg was president of Rosenberg A+I, a full-service architecture, planning, and interiors firm founded in 1996. He holds a bachelor of design from the University of Florida, a master of architecture from the University of Maryland, and a master of science in real estate development from Johns Hopkins University. He was an adjunct professor at Johns Hopkins, teaching in the MS in real estate program.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Rick Ross

**Co-Chair, Global Hotels and Leisure
Dentons**

Rick Ross is the co-chair of Dentons' global Hotels and Leisure practice. Widely regarded as an industry expert, he advises clients globally on complex hospitality and leisure matters, including acquisitions and dispositions (single assets, portfolios), corporate M&A matters, joint ventures, development, and operations. Ross counsels clients around the world about creating and implementing strategies regarding all aspects of hotel and resort investments, management, and operations. Additionally, he negotiates and documents hotel management and license agreements, and he counsels clients on structuring and documenting global, complex mixed-use projects featuring hotels and resorts with residential and other commercial components.

Ross has been ranked "Band 1" nationally in the leisure and hospitality sector every year by *Chambers USA*. Under his leadership for each of these years, Dentons has been one of only two law firms to be ranked "Band 1" nationally in the hotels and leisure sector in the United States, and it is regarded as one of the top few in the world. In 2014, *Law360* named Ross an "MVP in Hospitality" and named Dentons' hotel group "Practice Group of the Year" in 2014 and 2017.

Vail Ross

**Senior Vice President of Global Business Development and Marketing
STR**

Vail Ross is senior vice president of global business development and marketing for STR. STR provides clients from multiple market sectors with premium, global data benchmarking, analytics, and marketplace insights. Founded in 1985, STR maintains a presence in 15 countries around the world, with corporate North American headquarters in Hendersonville, Tennessee, and international headquarters in London, England.

Ross is responsible for the overall coordination, functional management, and leadership of the business development and marketing strategies for STR. Along with hotel-specific sales and marketing, Ross's efforts are directed toward expanding relationships with third-party vendors by promoting new products and services. She often is featured as a guest speaker at international, national, regional, and state conferences. Ross is the past chair for the AHLA Women in Lodging (WIL) Executive Council and past chair for the HSMAI Foundation Board of Directors. Ross is a member of the following: the Destinations International Foundation Board of Directors, the HSMAI Americas Board of Directors, the HSMAI Las Vegas Advisory Board, the Greater Nashville Hospitality Association Board of Directors, and the Women's Political Collaborative of Tennessee. She is the recipient of the 2013 American Hotel & Lodging Association John Whitaker Award.

Prior to joining STR, Ross was the director of membership development for the Tennessee Hotel & Lodging Association (now the Tennessee Hospitality Association) and the Greater Nashville Hotel & Lodging Association. Ross holds a bachelor of science from Western Kentucky University in political science and environmental studies.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



The Honorable Ricardo Rosselló

Governor, Puerto Rico

Ricardo Rosselló was sworn in as governor of Puerto Rico on January 2, 2017 after his victory in the general elections against five other candidates. His main objective is to guide Puerto Rico in overcoming its government and financial crisis, and to obtain equality for the island by making Puerto Rico the 51st state of the United States.

Rosselló graduated from the prestigious Massachusetts Institute of Technology (MIT) with bachelors degrees in chemistry and biomedical engineering, with a specialization in development economics. He continued his academic career at the University of Michigan, where he obtained a masters and doctorate degree in bioengineering. He attended post-doctorate studies at Duke University in North Carolina, where he also worked as a researcher. Rosselló worked as a professor at the Metropolitan University and as an auxiliary professor at the Medical Sciences Campus of the University of Puerto Rico. His research work has been acknowledged with several awards, including the Top 10 Outstanding Young Persons (JCI International). He also was selected as the youngest member of the Ibero-American Culture and Scientific Academy. His work has been published in several science journals, such as *eLife* and the cover of the prestigious *Proceedings of the National Academy of Sciences*. As a result of his research, he has been able to develop intellectual property with the purpose of treating diseases such as neurodegeneration and cancer. He was recently acknowledged as a scholar by the International Society of Neurobiology.

In 2012, Rosselló published the book *Un mejor Puerto Rico es posible (Another Puerto Rico Is Possible)*, which analyzes how the island's situation under its current political system affects both the social and economic parameters of Puerto Rico, and its relationship with the rest of the world. Facing the 2012 status plebiscite, Rosselló Nevaes founded the movement *Boricua Ahora Es*, with the purpose of creating awareness of the importance of achieving a fair political definition for Puerto Rico. Through this movement, he encouraged the Puerto Rican electorate to vote for statehood, to obtain for the first time the victory of this status formula in a plebiscitary inquiry.

On June 5, 2016, 37-year-old Rosselló stood out on the New Progressive Party (NPP) primaries and became the candidate for governor for this party during the general elections on November 8, 2016. He is married to Beatriz Isabel Rosselló, with whom he has a daughter named Claudia Beatriz. Rosselló's parents are Pedro Rosselló González, former governor of Puerto Rico (1993–2001) and former first lady Maga Rosselló.

**NYU****SCHOOL OF
PROFESSIONAL STUDIES**

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Karen Rubin

Principal**Karen Rubin Hotels**

Karen Rubin, CHA, CRE, MAI, FRICS, is founder and principal of Karen Rubin Hotels, a hotel industry consultancy with focused activities in development and feasibility consulting, litigation support, case review, and expert witness services, as well as education-oriented activities within the hospitality industry.

Previously, Rubin was senior vice president of global development, feasibility, and development policy in the Real Estate Group at Starwood Hotels and Resorts Worldwide, having joined Starwood in 2000. In this position, Rubin managed the creation and implementation of deal policy globally and was responsible for managing the Global Development Committee. She also was responsible for underwriting new deals, including acquisitions, joint ventures, management contracts, mezzanine loans, franchises, and new development for Starwood's St. Regis, Sheraton, Westin, Luxury Collection, Four Points by Sheraton, and W brands, as well as underwriting related to Starwood's extensive portfolio of owned and joint-ventured assets. In addition, she worked closely with Starwood's divisional development, finance, legal, franchise operations, and global brand teams to bring to fruition development deals on a global basis.

Prior to joining Starwood, Rubin spent more than 18 years at HVS International, having been first retained as a consulting and valuation analyst and subsequently promoted to senior vice president. During her tenure at HVS International, Rubin worked with clients that encompassed virtually every aspect of the lodging and real estate industries, including foreign and domestic commercial banks such as Chase Manhattan and the Industrial Bank of Japan; investment banks such as DLJ and BT Securities; hotel companies such as Host Marriott and Omni Hotels; accounting firms such as Arthur Andersen; institutional investors and acquisition funds such as Apollo Real Estate Advisors and Samoth USA; construction firms such as Hospitality Worldwide Investors and Taisei America; real estate companies such as the Irvine Company and the J.W. Colachis Companies; municipalities and governmental entities such as the New York City Department of Economic Development and the County of Fairfax, Virginia; law firms such as Luce Forward and Dorsey & Whitney; and a broad range individual, family, and smaller corporate owners, managers, developers, and investors.

Rubin was granted the American Hotel & Lodging Association's certified hotel administrator (CHA) designation in 1991 and the American Society of Real Estate Counselors' counselor of real estate (CRE) designation in 1992. She also holds the MAI designation from the Appraisal Institute and the FRICS designation from the Royal Institute of Chartered Surveyors. She is a certified general real estate appraiser in the states of Connecticut and New York.

Rubin's published writings have appeared in a wide variety of periodicals, and she has been frequently quoted in newspapers, periodicals, and trade publications nationwide. She is an avid educator within her industry and has presented seminars and lectured on hospitality-related topics at numerous educational institutions. Rubin has been qualified as an expert witness and has provided expert testimony relating to hospitality property valuations and other financially related issues in courtrooms and administrative arenas throughout the nation, including Federal Bankruptcy Court.

She graduated with distinction from the Cornell University School of Hotel Administration. Rubin also pursued undergraduate study at the New School for Social Research in New York City and at Brandeis University. She had seven years of full- and part-time "hands-on" experience in the hospitality industry prior to and during her tenure at Cornell.

Stephen Rushmore, Jr.

President and Chief Executive Officer**HVS**

As president and chief executive officer of HVS, a leading hospitality consulting and services organization with more than 35 offices around the globe, Stephen Rushmore, Jr. directs the worldwide operation of the firm and is responsible for overseeing the long-term strategy. Founded in 1980, HVS has provided consulting services and solutions for thousands of clients in all 50 states and more than 70 foreign countries for hotels, restaurants, mixed-use, shared ownership, and leisure assets. Rushmore is a state-certified appraiser and frequently lectures at major hotel schools around the world. He is a member of the Young Presidents' Organization (YPO) and is on the board of the Appalachian Mountain Club (AMC), the nation's oldest outdoor recreation and conservation organization. He earned a bachelor of science from the Cornell University School of Hotel Administration.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Michelle Russo

Founder and Chief Executive Officer
Hotel Asset Value Enhancement (hotelAVE)

Michelle Russo, CHAM, MAI, CHA, has more than 30 years of practical, hands-on experience with hotels, restaurants, resorts, convention centers, real estate, and finance. She has worked on thousands of hotel assets across the United States, and in 2003, she founded Hotel Asset Value Enhancement (hotelAVE). While overseeing the practice, Russo is very involved in strategic asset positioning, management contract negotiations, and interaction with senior-level brand and management executives on behalf of the portfolio. Russo has been named one of the “30 Influential Women in Hospitality” by *Hotel Management* magazine (October 2017) and one of the “20 Leading Women in Lodging” by *Lodging* magazine (September 2015).

Prior to founding hotelAVE, Russo was vice president, senior leisure analyst for Deutsche Banc Alex Brown, where she also garnered capital markets experience. Her experience on Wall Street forced her to be very forward focused. Russo also managed a \$500 million portfolio for John Hancock Mutual Life Insurance Company, where she improved the portfolio and achieved 20 percent cash-on-cash returns. She is well known for initiating the legal action taken in the 2660 Woodley Road case in which Hancock was originally awarded \$52 million. In addition, Russo was responsible for changing the property’s management and overseeing a \$100 million repositioning renovation of the 1,500-room convention hotel.

Russo is a regular guest lecturer at Cornell University and has appeared on CNBC and CNN to provide commentary on the hospitality and leisure industry. She was recently published in both *Hotel News Now* and *Hotel Business* and has been invited as a speaker at numerous industry conferences, such as the NYU International Hospitality Industry Investment Conference, the Distressed Hotel Summit, and the Hunter Hotel Conference. Russo serves on the Cornell University School of Hotel Administration Dean’s Advisory Board. She also is a member of Urban Land Institute’s Hotel Development Council, Marriott’s Distribution Strategy Advisory Committee, and the AHLA’s Financial Management Committee. Formerly, she was a member of the Morgans Hotel Group Board of Directors and the Pillsbury Institute for Hospitality Entrepreneurship Advisory Board at Cornell University.

Russo earned a bachelor of science from the Cornell University School of Hotel Administration.

Geoffrey Ryskamp

Global Head of Hospitality
Medallia

Geoffrey Ryskamp is the global head of Medallia’s Hospitality practice. In this role, he leads a team that designs, enhances, and deploys enterprise solutions to empower customer experience objectives of the leading companies in the hospitality industry. Through his career, Ryskamp has worked on projects in the hotel, vacation ownership, food and beverage, gaming, and cruise segments of the industry and led asset management, capital planning, revenue management, financial performance analysis, corporate brand benchmarking analysis, market studies, and economic impact analysis. Prior to joining Medallia, Ryskamp held the position of director of asset management for Pebblebrook Hotel Trust, served on the business intelligence team at Choice Hotels International, and worked in the Hospitality Consulting practice at PwC. He has held management and operational roles with Hilton, Marriott International, Starwood Hotels and Resorts, Radisson Hotel Group, Dolce Hotels and Resorts, and Levy Restaurants. Ryskamp is an alumnus of Michigan State University and holds an MBA from the University of Maryland.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



S

Jeff Sachs

Managing Director, Hotels & Hospitality Group
JLL

Jeff Sachs is the managing director of the Strategic Advisory and Asset Management practice (SAAM) for JLL's Hotels & Hospitality Group. Sachs oversees JLL's specialized team focusing on hotel asset management, operator selection, development services, public-private partnerships, destination development, tourism, feasibility, and appraisal. For the Leukemia & Lymphoma Society, Sachs serves as a member of the board of directors, chair of the Leukemia Affinity Committee, and a member of the Revenue Committee and Development Committee. Sachs earned his bachelor's and master's degrees from the University of Iowa.

Terry Sanders

Chief Development Officer, Americas
Radisson Hotel Group

As the chief development officer for Radisson Hotel Group (formerly Carlson Rezidor Hotel Group), Terry Sanders leads, builds, and delivers the development and growth strategies across all brands in the Americas, including Quorvus Collection, Radisson Blu, Radisson, Radisson RED, Park Plaza, Park Inn by Radisson, and Country Inn & Suites by Radisson. He also manages strategic investments for the portfolio and spearheads merger and acquisition activity related to portfolio growth. Sanders reports to Ken Greene, president, Americas.

Sanders is a 20-year veteran of the hotel industry. Most recently, he was a senior broker at Avison Young in Dallas. Prior to that, he held various positions at Wyndham Hotel Group for almost 15 years, including as the senior vice president of development for franchised and managed hotels for the United States and Western Canada. Before Wyndham, Sanders was a partner at DDS Capital Group. He began his hotel career in 1997 as a franchise sales director with HFS, which later became Cendant.

Dan Schneider

CEO
SIB Fixed Cost Reduction

Dan Schneider founded SIB Fixed Cost Reduction in 2008 and has been chief executive officer since its inception. Prior to founding SIB, Schneider enjoyed a successful entrepreneurial career in the wireless industry.

At age 18, Schneider founded Main Street Cellular, a retail wireless company that eventually expanded to 12 store locations in the greater Philadelphia region. In doing so, he became the youngest person ever to be signed to a direct retailer contract by any mobile phone company.

Schneider later formed Main Street Assets, an international wholesaler that worked with major companies, such as T-Mobile, Cingular, K-Mart, CVS, and Walgreens, to liquidate excess inventory. While at the helm, Schneider established a domestic and international wholesale customer and supplier base focused in South America, the Middle East, Asia, and Europe. After two years, the new venture grossed more than \$35 million in revenue.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Mitesh Shah

Senior Managing Principal and Chief Executive Officer
Noble Investment Group

In 1993, Mitesh (Mit) Shah founded Noble Investment Group, which has made more than \$3 billion of value-added and income investments in upscale select-service and extended-stay hotels. As chief executive officer, he provides overall strategic guidance for Noble's institutional real estate funds and oversees the leadership of the company's investment and asset management groups.

A regular speaker at private equity real estate, lodging, and investment conferences, Shah is a frequent commentator on business strategy and trends in such publications such as *The Wall Street Journal*, *The New York Times*, and *USA Today*, as well as a variety of news agencies that cover the real estate and lodging industries.

Shah presently serves as chairman of the board of La Quinta Holdings, a leading owner, operator, and franchisor of select-service hotels representing more than 85,000 rooms located in 47 states, as well as in Canada and Mexico. In addition, Shah is a member of the Industry Real Estate and Financing Advisory Council (IREFAC) of the American Hotel & Lodging Association, and he serves on owner advisory boards of Marriott International and Hyatt Hotels Corporation.

Shah is an active supporter of educational objectives and is currently serving his third term as a member of the board of trustees for his alma mater, Wake Forest University. He also is an executive committee member of the Woodward Academy Governing Board.

Neil H. Shah

President and Chief Operating Officer
Hersha Hospitality Trust

Neil H. Shah is president and chief operating officer of Hersha Hospitality Trust. Over the last 17 years, Shah has been instrumental in the acquisition and development of more than \$3 billion of hotel real estate in gateway markets. Shah also is a partner and director at HHM, one of the leading independent hotel operators in the United States. Prior to Hersha, Shah served as a director and consultant with The Advisory Board Company and the Corporate Executive Board, both strategy research firms based in Washington, DC.

Shah is past chairman of the Industry Real Estate Financing Advisory Council (IREFAC) of the American Hotel & Lodging Association. In 2016, he was presented with the prestigious IREFAC C. Everett Johnson Award at the NYU International Hospitality Industry Investment Conference. Shah serves on the board of trustees and the investment committee for the National Constitution Center and on the board of trustees for the United Way of Miami-Dade.

Shah is a research sponsor at the Wharton Real Estate Center and is on the advisory board of the University of Miami real estate programs. Shah earned a bachelor of arts in political science and a bachelor of science in management, both with honors from the University of Pennsylvania, the latter from The Wharton School of Business. He earned an MBA from Harvard Business School.

Suril Shah

Managing Director, Acquisitions and Asset Management
Starwood Capital Group

Suril Shah is a managing director and head of US hotels at Starwood Capital Group. In this role, Shah oversees the firm's hospitality acquisition and asset management activities across the United States. Since June 2011, he has led Starwood Capital's US hotel acquisitions team. Since October 2014, he also has led the firm's select-service hotel asset management team.

After joining Starwood Capital in 2005, Shah spent three years in Paris as a member of the management team of Groupe du Louvre, which owns, manages, and franchises more than 1,000 hotels throughout Europe, in addition to more than a dozen luxury hotels. Shah was previously with Gleacher Partners, where he focused on mergers and acquisitions across all industries.

Shah earned a BS in management science and engineering from Stanford University. He currently serves on the boards of Hersha Hospitality Management, InTown Suites, and Catchafire.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Sam Shank

Chief Executive Officer and Co-Founder
HotelTonight

A travel-obsessed serial entrepreneur, Sam Shank is chief executive officer and co-founder of HotelTonight, the leading app for hotel bookings for tonight, tomorrow, and beyond. Shank previously founded and was CEO of DealBase.com, a travel deals search engine, and he was CEO of TravelPost.com, a hotel review site. SideStep acquired TravelPost.com, and Shank stayed on as vice president of business development until its fortunate acquisition by Kayak. Shank also worked in comparison shopping at Excite, CNET, and NexTag. In his early years, he was an assistant to Wes Craven on the film *Scream*. He “HotelTonights” at the Ace Hotel New York.

Michael S. Shannon

Chairman
KSL Capital Partners

Michael S. Shannon co-founded KSL Capital Partners in 2005 and co-founded its predecessor, KSL Recreation Corporation, in 1992, and he serves as its president and chief executive officer.

Since 2005, KSL Capital Partners has raised more than \$7.9 billion in equity capital commitments and invests exclusively in travel and leisure businesses.

Shannon co-founded and became chief executive officer of KSL Resorts in 2004 following the sale of KSL Recreation. Prior to establishing KSL Recreation with Kohlberg Kravis Roberts, he served as president and CEO of Vail Associates (owner of Vail and Beaver Creek Resorts) in Vail, Colorado, from 1986 to 1992.

Shannon is the recipient of the 2016 Horatio Alger Award from the Horatio Alger Association of Distinguished Americans, the University of Wisconsin’s Distinguished Alumni Award, and the Schaffner Award from the Kellogg School of Management at Northwestern University. In February 2017, Shannon and his wife, Mary Sue, were named the Vail Valley Foundation’s Citizens of the Year.

Shannon currently serves on the Northwestern University Board of Trustees and as a board member of the University of Wisconsin Foundation, the Vail Valley Foundation, the US Ski & Snowboard Foundation, the Eisenhower Medical Center, and the Steadman Philippon Research Institute. He also is chairman of the board of Vail Health Services and Vail Health Hospital, and he serves on the Mayo Clinic Global Advisory Council. He is a past director of Safeway, ING Direct, Conesco, TCA Cable TV, StarTek, ING Americas Holdings, and ClubCorp Holdings. Shannon is a member of the World Presidents’ Organization.

He holds a bachelor of business administration from the University of Wisconsin and a master of management in accounting and finance from Northwestern University’s Kellogg School of Management.

Scott Shatford

Chief Executive Officer
AirDNA

Scott Shatford, chief executive officer and founder of AirDNA, is an Airbnb pro, author, and vocal short-term rental advocate. Spotting the huge potential of Airbnb back in 2014, he utilized his 15 years of experience as a data analyst to set up AirDNA, an Airbnb data and analytics company specializing in Airbnb intelligence. Long considered to be an industry expert in vacation rentals, Shatford has been a keynote speaker at conferences, including at ALIS, ULI events, and Buy Tourism Online. He has been interviewed for countless podcasts, blogs, and publications, including ABC’s *Nightline*, *Forbes*, *Wired*, and the *Guardian*.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Bernard N. Siegel

Partner

KSL Capital Partners

Bernard N. Siegel, who joined KSL Capital Partners as principal in June 2006, has more than 30 years of experience in the hospitality investment business. KSL is a \$8.3 billion private fund that invests in the hotel, travel, and leisure industries. KSL Capital Partners' recent lodging portfolio investments include the Monarch Beach Resort in Dana Point, California; Margaritaville Beach Resort, Hollywood, Florida; Outrigger Hotels & Resorts; and Apple Leisure Group. Previous hospitality investments include Miraval Arizona Resort & Spa, Tucson; JW Marriott Essex House New York; Royal Palm South Miami Beach; Montelucia Resort, Scottsdale, Arizona; Barton Creek Resort, Austin, Texas; Rancho Las Palmas, Palm Springs, California; The Homestead Resort, Hot Springs, Virginia; La Costa Resort, Carlsbad, California; Grove Park Inn, Asheville, North Carolina; and The Belfry Hotel & Resort, Village Urban Resorts, and Mal Maison and Hotel du Vin hotel and restaurant groups in the UK. KSL Capital Partners, which has invested significantly in the golf, fitness, ski, and other recreational businesses within the travel and leisure sector, is an active investor in the secondary debt markets and originates debt capital to the leisure industry.

Prior to joining KSL Capital Partners, Siegel was executive vice president of Lowe Hospitality Group, serving as chief investment officer of its wholly owned subsidiary Destination Hotels. Siegel previously was managing director, Hospitality Division, of Secured Capital Corp., where he was responsible for the firm's \$4.1 billion in hospitality investment banking transactions over a 10-year time frame. Siegel also held real estate positions at Marriott Corporation and Pannell Kerr Forster.

Siegel is a member of the Hotel Development Council of the Urban Land Institute and an advisory board member of the University of Denver's School of Hospitality Management. He holds an MBA from the University of Colorado and a BA from the Cornell University School of Hotel Administration.

Noah J. Silverman

Chief Development Officer, North America Full Service Hotels
Marriott International

Noah J. Silverman is chief development officer, North America full service hotels for Marriott International. He is responsible for overseeing all aspects of the development process in the United States and Canada for the Marriott, JW Marriott, Westin, Renaissance, Le Méridien, Sheraton, Delta, Gaylord, Ritz-Carlton, St. Regis, EDITION, W, and Bulgari brands, as well as The Luxury Collection, Autograph Collection, and Tribute Portfolio.

Prior to his current role, Silverman served as senior vice president, global asset management, where he led Marriott's asset management efforts on a worldwide basis. Before that, he was senior vice president, development asset management, providing overall global leadership in managing hotel deals from the time a transaction is signed through opening. Previous to that, Silverman was senior vice president, project finance, where he led a variety of complex transactions, including seeking outside investors for Marriott's company-owned hotels subject to long-term management agreements. Silverman joined Marriott in July 1997 in the Marriott law department. In June 2002, he became vice president, global asset management, where he negotiated a number of transactions to preserve and enhance the stability and value of Marriott's long-term management and franchise agreements.

Prior to joining Marriott, Silverman was an associate with the law firm of Covington & Burling in Washington, DC. He holds an AB from Princeton University and a JD from the University of Pennsylvania Law School.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



J. Allen Smith

**President and Chief Executive Officer
Four Seasons Hotels and Resorts**

J. Allen Smith is president and chief executive officer of Four Seasons Hotels and Resorts and oversees all aspects of the company's global portfolio of hotels, resorts, and branded residences.

Responsible for advancing Four Seasons' position as the world's leading luxury hospitality company, Smith guides the overall direction and strategic priorities of the organization, while growing Four Seasons' presence and leadership in the world's most important travel destinations.

Since joining Four Seasons in 2013, Smith has led the development and execution of the company's strategy with a long-term view to creating shareholder and hotel owner value, while protecting and strengthening Four Seasons' competitive advantages and extending the brand's legendary culture of service to new markets.

Prior to joining Four Seasons, Smith served as CEO of Prudential Real Estate Investors (PREI), one of the world's largest real estate investment managers. A graduate of Cornell University, Smith holds a bachelor's degree in sociology and a master of professional studies (MPS) from the Cornell University School of Hotel Administration.

Todd E. Soloway

**Partner
Pryor Cashman**

Todd E. Soloway, Esq., is a partner at Pryor Cashman, a law firm of 170 attorneys with offices in New York City and Los Angeles, where he leads the Hotel + Hospitality and Real Estate Litigation Groups. He also is a member of the firm's Real Estate Transactions Group, which handles a wide variety of real estate and hospitality-related transactions. His clients are leaders in the hospitality industry, as well as private equity firms, real estate investment trusts, property owners, and foreign and domestic developers, whom he counsels on all facets of their real estate businesses.

Throughout Soloway's more than two decades in practice, he has successfully litigated the highest-profile cases involving hotel management and franchise agreements, real estate finance and development, complex foreclosures, receiverships and workouts, and commercial landlord-tenant disputes, among many others.

Consistently recognized as a preeminent real estate and hospitality attorney by *Best Lawyers* and *Super Lawyers*, Soloway writes a regular column on legal trends impacting the real estate and hospitality sectors in the *New York Law Journal*.

Arne Sorenson

**President and Chief Executive Officer
Marriott International**

Arne Sorenson is president and chief executive officer of Marriott International, which encompasses more than 6,500 properties across 30 leading hotel brands spanning 127 countries and territories.

In 2012, Sorenson became the company's third chief executive officer, having held several positions since joining in 1996, including president and chief operating officer, chief financial officer, and president of Continental European Lodging. He was elected to the Marriott Board of Directors in 2011.

Additionally, Sorenson served as vice chair, President's Export Council, and is the immediate-past board chair of Brand USA, for which he remains a member of the board. Most recently, he was named Global Initiative Task Force Chair for The Economic Club of Washington, DC. Sorenson joined the Microsoft Board of Directors in November 2017.

Other affiliations include chair, US Travel Association CEO Roundtable; Luther College Board of Regents; Stewardship Board of the World Economic Forum's System Initiative on Shaping the Future of Mobility; Business CEO Roundtable; and the Brookings Institution Board of Trustees.

Prior to Marriott, Sorenson was a partner with law firm Latham & Watkins in Washington, DC.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Hannes Spanring

Chief Executive Officer
MEININGER Hotels

Hannes Spanring has been chief executive officer at MEININGER Hotels since June 2016. He joined MEININGER in 2013 as head of projects and managing director. He has a wealth of commercial experience, particularly in project selection, acquisition, and development across Europe and Asia. With his impressive track record and his knowledge of commerce and international markets, Spanring leads the business and directs the strategy in line with the exciting plans for MEININGER. Spanring, who is Austrian, joined MEININGER from a Dutch developer, where he worked as an executive director.

Susan Spinney

Vice President, Owner Relations, Lodging Partner Services
Expedia

As vice president for owner relations for Expedia Group's Lodging Partner Services, Susan Spinney leads the global team focused on growing relationships with, and developing new services for, hotel owners and management companies.

Spinney is responsible for building and maintaining Expedia Group's thought leadership position with partners, in addition to helping lodging partners build their visibility, increase guest interest, and drive bookings through the many brands of Expedia Group.

Previously, Spinney served as the senior director of market management for New York, New England, and Canada for Expedia Group, where she led the Lodging Partner Services team who work closely with nearly 6,800 properties.

Since joining Expedia in 2001, Spinney has held several management roles, including director of planning, hotel sales in Dallas, and director of market management for the Northeast and Mid-Atlantic.

Prior to Expedia, Spinney held management, sales, and product management positions at various travel companies, including Air Jamaica Vacations, Globetrotters, and Lowestfare.com.

William P. Stadler

Chief Investment Officer
Aimbridge Hospitality

William P. Stadler has more than 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, 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 International, Starwood Hotels and Resorts, Blackstone, FelCor Lodging Trust, RLJ Lodging Trust, and Host Hotels & Resorts. His transaction experience covered single assets, as well as large portfolios across all chain scales, including Caribbean and Mexican resorts. Stadler was senior vice president and chief acquisitions officer of FelCor Lodging Trust, which he joined shortly after its IPO and where he 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 \$3 billion. His background further encompasses development and franchise sales positions with Marriott and Embassy Suites.

Stadler earned a master's degree from the Cornell School of Hotel Administration and BA from Denison University. He is an active member of the Urban Land Institute and holds a real estate license in Texas.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



JJ Steeley

Vice President, Client Experience
Carbon Lighthouse

JJ Steeley is vice president, client experience, at Carbon Lighthouse, where she ensures that all brand touchpoints and service engagements deliver value for clients. Previously, Steeley led marketing at Commune Hotels & Resorts, including the Thompson, Joie de Vivre, Alila, and tommie brands. There, she also led technology transformation initiatives and developed the brand strategies for the Chicago Athletic Association and The Beekman Hotel. Previously, as senior vice president, strategy, at Sterling Brands, Steeley developed repositioning strategies for the NBC News division, helping to reverse a long ratings decline for *The Today Show*, and provided strategic consulting to Google and beverages giant, Pernod Ricard. She is a summa cum laude graduate of the University of California, Berkeley, where she studied documentary photography and published an ethnographic video chronicling storytelling traditions in West Africa.

Jay Stein

Chief Executive Officer
Dream Hotel Group

Jay Stein is chief executive officer of Dream Hotel Group, overseeing the evolution and expansion efforts of the company and its portfolio of brands: Dream Hotels, Time Hotels, The Chatwal, and Unscripted Hotels.

With more than three decades of experience in the hospitality business, Stein has served in a variety of property and corporate roles with renowned hotel brands Hilton Worldwide, Starwood Hotels and Resorts, and Doral Hotels. He began his career in 1983 with Hilton's Vista International Hotel in New York City. A veteran of food and beverage management, he turned his sights to general hotel operations in 1987 and quickly rose through the ranks to become managing director for three Doral Hotels in New York City. After taking those properties through the transition to Starwood, he joined Dream Hotel Group as executive vice president of operations and was soon promoted to chief operating officer in 1997, overseeing hotel operations and playing a vital role in the company's expansion efforts. Stein was named CEO in 2015.

Louis Stervinou

Managing Director
Eastdil Secured

Louis Stervinou is a managing director with Eastdil Secured. He is responsible for the sourcing and placement of hotel-related investment sales, financings, and loan sales. Over the past 27 years, he has focused on hospitality transactions totaling in excess of \$35 billion, comprising more than 300 properties and approximately 70,000 rooms. Notable completed transactions include Hotel Vitale San Francisco, The Ritz-Carlton San Francisco, Mandarin Oriental San Francisco, One&Only Palmilla, Las Ventanas al Paraiso, the Hotels AB portfolio, The Kahala Hotel & Resort, the Fairmont Canadian hotel portfolio, and Four Seasons Resort Maui. Recent transactions in 2016 and 2017 include the Fairmont San Francisco, Hyatt Regency Waikiki Beach Resort and Spa, The Ritz-Carlton Kapalua, Alexis Hotel Seattle, Grand Wailea Maui, Mark Hopkins San Francisco, and numerous other debt and equity transactions. Prior to joining Eastdil Secured, Stervinou was employed as a managing director with Colliers International Hotels and held an associate position with Knowlton Realty. Stervinou earned a bachelor of science in hotel administration from Florida International University (FIU) in 1987 and is a member of the Dean's Advisory Council at the FIU Chaplin School of Hospitality & Tourism Management.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Jeffrey Stewart

Founder
Walnut Hill Advisors

Jeffrey Stewart is the founder of Walnut Hill Advisors. For nearly 20 years, Stewart has played an active role in the travel and tourism industry. He joined Loews Hotels in 1999 and held a variety of executive positions, including chief of staff to the chairman and CEO, senior vice president of communications and public affairs, and director of development. During his tenure, Stewart managed the \$125 million conversion of the landmark PSFS building into the Loews Philadelphia Hotel and served on the senior Brand Strategy Committee.

Stewart was as an officer of the Travel Business Roundtable and was instrumental in the creation of its successor organization, the US Travel Association. He has testified before Congress, been quoted in leading publications, and appeared on television discussing the importance of the industry. *Travel Agent* magazine recognized him as a “Rising Star.” Stewart currently serves on the Visit KC Board of Directors.

Stewart also has taken on leadership roles in civic activities. Following September 11, 2001, he served as staff director of New York Rising, an emergency taskforce established to help revitalize and diversify the city’s economy by reviving tourism. He served on the Jacob K. Javits Convention Center Board of Directors and on the 2014 NY/NJ Super Bowl Host Committee Board of Trustees. He is currently on the NYC & Company Board of Directors and is a vice chair of the Association for a Better New York.

Stewart began his career as an attorney and in politics. He served as an assistant attorney general for the State of New York and was the finance director to Congressman Charles (Chuck) E. Schumer (D-NY) in his historic election to the United States Senate. Stewart is chairman of the board of the Jonathan M. Tisch College of Civic Life at his alma mater, Tufts University.

Ernest A. Stovall

Vice President of Sales
MGM Grand – Las Vegas

Ernest A. Stovall is vice president of sales at MGM Grand. In this role, he oversees MGM Grand’s group sales, convention services, and catering departments.

Prior to his recent promotion to vice president of sales, Stovall was executive director of sales for MGM Grand starting in 2014. He was responsible for leading and inspiring the sales team to secure successful bookings in the meeting and convention market. He implemented the strong objectives within the department that align with MGM Grand’s strategy and values to attract and retain top convention guests.

Prior to joining MGM Grand, Stovall worked for The Venetian/The Palazzo, where he served as the director of sales from 2009 through 2014. His previous sales experience was at the Gaylord Texan Resort & Convention Center, where he served as director of East Coast sales from 2003 to 2009.

Stovall brings more than 20 years of experience working with *Fortune* 500 companies to secure substantial results in the luxury hospitality and convention market. Originally from San Antonio, Stovall earned a bachelor’s degree in hotel and restaurant management from the University of Houston.

Michael J. Sullivan

Co-Chair, Hospitality Group
Greenberg Traurig

Michael J. Sullivan is co-chair of Greenberg Traurig’s Hospitality Group. Sullivan has wide-ranging experience in the acquisition, development, finance, and disposition of hotels, resorts, branded residences, and condo-hotels; the negotiation of management, franchise, and operating agreements for hotels; construction and permanent hotel and resort financings; and the purchase of distressed mortgage debt instruments secured by hospitality-related real estate.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



William J. Sutherland

Senior Vice President, Travel & Publishing
AAA National

William J. Sutherland is an experienced travel and business executive with more than 35 years in leadership positions within the travel industry. Sutherland began his AAA career in 1997, serving in a senior management role at AAA Southern New England.

As senior vice president of AAA Travel & Publishing, Sutherland directs development and implementation of products and processes that positively differentiate AAA's position and value in the travel services industry. Sutherland oversees all AAA Travel operations, including relations with suppliers and partners and deployment of travel-related technologies and programs. AAA Publishing oversight includes content development, inspections, Diamond ratings, manufacturing, project management, administration, publishing systems, digital development, and multimedia advertising.

Sutherland has served on numerous AAA committees and industry boards. He holds an MA in education and a BA in history and sociology from Assumption College.

Mike Sutter

Senior Director and General Manager
HomeAway

Mike Sutter is a senior director and general manager, leading HomeAway's payments business, including e-commerce solutions for owners to seamlessly manage bookings across the company's global network of sites.

Sutter joined HomeAway in 2012 and held various leadership positions in accounting and financial reporting. Beginning in 2014, he helped revamp the company's financial infrastructure to support its transition to a transactional marketplace. Sutter now leads the strategy and newly formed team to implement a global e-commerce platform that addresses the unique payment, risk management, and regulatory needs of the vacation rental industry. An experienced leader with more than 15 years of product and finance expertise, Sutter started his career at PwC and Holtzman Partners, where he led financial audits and advised public companies through securities offerings and regulatory compliance. He lives in Austin.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



T

Davin Thigpen

Managing Director, Real Estate and Lodging Investment Banking
J.P. Morgan

Davin Thigpen is a managing director in J.P. Morgan's real estate and lodging investment banking group. He is active in strategic advisory transactions and debt and equity capital raising activities for companies in the real estate, lodging, and timeshare industries. He has worked at J.P. Morgan (and its predecessor Bear, Stearns & Co.) since 2003. Prior to that, Thigpen worked in the management consulting division of PricewaterhouseCoopers. Thigpen earned a BBA from Southern Methodist University and an MBA from Columbia Business School.

Jonathan M. Tisch

Chairman and CEO of Loews Hotels & Co. and Co-Chairman of the Board of Loews Corporation

Jonathan M. Tisch is chairman and CEO of Loews Hotels & Co. and co-chairman of the board of Loews Corporation.

Under his leadership, Tisch engineered Loews Hotels' expansion and emergence as a luxury hotel company with a widely praised culture that places value on partnerships that empower team members, exceed customers' expectations, contribute to communities, and improve the bottom line. Tisch was voted "Hotelier of the World" by *HOTELS* magazine.

Believing you can do well and good at the same time, Tisch is a champion of corporate responsibility and active citizenship. More than 25 years ago, he initiated the Loews Hotels Good Neighbor Policy, a recipient of the US President's Service Award. He is vice chairman of the Board of Trustees of his alma mater, Tufts University, and is also the naming benefactor of the Jonathan M. Tisch College of Civic Life at Tufts. In 2016, he was honored by the NYU School of Professional Studies with the naming of the Jonathan M. Tisch Center for Hospitality and Tourism, of which he has been a driving force for years.

Recognized as a statesman for the multibillion-dollar travel and tourism industry, Tisch is a leader both nationally and locally. He is chairman emeritus of the United States Travel Association, and previously founded and served as chairman of the Travel Business Roundtable and the American Hotel & Lodging Association. For nearly six years, he was chairman of NYC & Company, the City's official tourism agency, and he was chairman of New York Rising, which was established to bring back visitors and revive the economy after 9/11.

A co-owner of the New York Giants, Tisch was instrumental in bringing the 2014 Super Bowl to the metropolitan area and served as co-chair of the NY/NJ Super Bowl Host Committee. *Crain's New York Business* named him one of the "Top 10 Most Influential Business Leaders" and inducted him to its Hall of Fame, which recognizes individuals who have transformed the City in both their professional work and in their civic and philanthropic activities.

Tisch is the author of three bestselling books: *The Power of We: Succeeding Through Partnerships*; *Chocolates on the Pillow Aren't Enough: Reinventing the Customer Experience*; and *Citizen You: Doing Your Part to Change the World*. He hosted the Emmy-nominated and Gracie Award-winning television series *Beyond the Boardroom*, on which he spoke with some of America's most notable business luminaries.

This is Tisch's 24th year as conference chair.

Christina Trauthwein

Editor
Hotel Business and InspireDesign

Christina Trauthwein is the editor of *Hotel Business* and the newly launched *InspireDesign* media brands, overseeing all print, digital, and face-to-face products. Previously, she was editor in chief of professional publications in the architecture and interior design communities, both commercial and residential. Trauthwein's 20-plus years of brand leadership—in both print and digital media—have been focused on strategizing, writing, and editing features and stories about need-to-know industry topics, trends, leaders, and cutting-edge projects and products.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Rajiv K. Trivedi

**Executive Vice President and Chief Development Officer
La Quinta Inns & Suites**

Rajiv K. Trivedi is a senior hotel and franchising executive with 30 years of experience in the hospitality industry who is best known for his active, dynamic management style. During his career, Trivedi has been responsible for all facets of franchising, including sales, services, and administration. He also has significant experience in franchising and development outside the hotel industry with a number of leading consumer brands. As executive vice president and chief development officer of La Quinta Inns & Suites, Trivedi has spearheaded the growth of the company's system to 568 franchised properties in his tenure—an unprecedented growth rate in the hotel industry.

In November 2000, Trivedi joined La Quinta as vice president of franchise operations, where he was responsible for designing and implementing the company's franchising program and managing franchise sales, services, administration, and training. He was promoted to senior franchise development officer in 2004, and upon the acquisition of La Quinta by an affiliate of The Blackstone Group, he was promoted to his current position as executive vice president. In February 2009, he also was named chief development officer. Trivedi earned a master of science in mathematics and a bachelor of science in mathematics from the University of Illinois.

Simon Turner

**Adjunct Professor
NYU School of Professional Studies Jonathan M. Tisch Center for Hospitality and Tourism**

Simon Turner has held diverse leadership roles over 35 years in the hospitality sector, gaining experience in numerous facets of the hotel business, including senior executive and board oversight of public and private enterprises. His board service has included Four Seasons, Fairmont, and ClubCorp. He has extensive global strategic, operational, and transactional experience related to complex property assets, brands, and operating businesses. His experience has also included advisory assignments, strategic planning, asset management, expert witness, capital-raising, and M&A.

He formed Alpha Lodging Partners in 2017 to make selective investments and to provide investment and strategic advisory services to hospitality sector companies and investors. Prior to this, he was president, global development, for Starwood Hotels and Resorts. His previous experience includes principal, Hotel Capital Advisers, a hotel investment advisory firm overseeing both hotel brand (Four Seasons and Fairmont) and property investments in North America and Europe; investment banker, Salomon Brothers; manager, Pannell Kerr Forster, an international hotel and tourism consulting firm; and operations analyst in Saudi Arabia for Gustar Hoteliers, a Swiss-based hotel management and marketing company.

He is currently an adjunct professor at the NYU School of Professional Studies Jonathan M. Tisch Center for Hospitality and Tourism. He also has lectured frequently at the Cornell University School of Hotel Administration and for Cornell's executive education program.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



V

Homi Vazifdar

**Managing Director
Canyon Equity**

Homi Vazifdar is the managing director of the Canyon Group. The Canyon Group owns and develops ultra-luxury resorts in exotic destinations around the world. The company currently owns assets in Europe, North America, Latin America, and the South Pacific. The Canyon Group's resorts are managed by marquee brands such as Aman Resorts and Four Seasons Hotels and Resorts.

Vazifdar is extremely passionate about the wonderful world of lodging. Over the years, he has touched almost every aspect of the industry and has worked with some of the stalwarts in the business. He is a frequent speaker at lodging and tourism conferences around the world and has more than 25 years of multifaceted lodging and hospitality experience, ranging from development and design to investment banking. Before founding Canyon Equity in 2005, he was the global head of lodging at Banc of America Securities in San Francisco, where he was involved in numerous high-profile transactions.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



W

Dave Walsh

Senior Director, Project Management, Global Design, Americas
Marriott International

Dave Walsh is a senior director of project management for Marriott's Global Design Select, Extended Stay, and Lifestyle brands, with a focus on new builds, conversions, and adaptive reuse hotels in the United States and Canada. He has been with Marriott for 20 years supporting the design and construction of almost 3,000 hotels. Recently, Walsh is focused on Marriott's modular initiative, supporting the effort to drive modular alternative learnings across hospitality development, as well as the design, construction, and manufacturing communities.

Walsh is a graduate of the University of Maryland and began his career with Clark Construction working on commercial, healthcare, and sports complexes. In 2002 and 2012, Walsh and his teams were acknowledged for their outstanding service and leadership, receiving Marriott's Global Design Distinguished Service Award.

Richard Warnick

Managing Director and Co-Chairman
CHMWarnick

Richard Warnick is managing director and co-chairman of CHMWarnick, the leading provider of hospitality asset management and strategic advisory services to the hospitality industry. The company asset manages more than 70 hotels comprising approximately 29,000 rooms valued at roughly \$15 billion. CHMWarnick's advisory services cover virtually every aspect of the hospitality industry and all phases of a hotel's life cycle, including ground-up development and repositioning. The company is currently providing development advisory services for hotel and resort projects valued at more than \$2 billion. CHMWarnick has offices in Boston, New York City, Los Angeles, Phoenix, San Francisco, Fort Lauderdale, Minneapolis, and Honolulu.

Jeffrey Weinstein

Editor in Chief
HOTELS Magazine/HOTELS' Investment Outlook

Jeffrey Weinstein has been editor in chief of *HOTELS* magazine since November 1994. In 1996, he created *HOTELS' Investment Outlook*, a quarterly publication for the hotel investment community. He also is responsible for developing the *HOTELS* website—hotelsmag.com. Starting in 1986, Weinstein was senior editor for *Restaurants & Institutions*, which covered all aspects of the foodservice industry in the United States. Weinstein, a five-time winner of the Jesse H. Neal Award, presented by the American Business Press, is a journalism graduate of Drake University.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Evan Weiss

Chief Operating Officer, Principal
LW Hospitality Advisors

Evan Weiss serves as chief operating officer, principal of LW Hospitality Advisors. As a co-founder of the firm, Weiss's role encompasses such areas as client and vendor relationship management, business development, the design and implementation of business strategies, plans and procedures, establishment of policies that promote company culture and vision, oversight of daily operations of the company and the work of executives, and leadership that encourages maximum performance and dedication from employees. He previously worked at CBRE Hotels' Hospitality & Gaming Valuation Advisory Services Group, where he received the Valuation Services Professional of the Year Award for the tri-state region. Prior to joining CBRE, Weiss held the position of director of operations for CARINO Hotels & Resorts in New York, a sales and marketing firm of which Weiss was the first official hire.

Weiss's operational experience includes serving as general manager at City Food Bar, where he led corporate management and operational efforts at the restaurant ownership and management firm, as well as worked with the founder and president to build and expand the business. He holds a bachelor of science in hotel and tourism management from the NYU School of Professional Studies (NYUSPS) Jonathan M. Tisch Center for Hospitality and Tourism. Following successful terms as board member, vice president, and president of the NYUSPS Tisch Center Alumni Society, Weiss served as a member of the Tisch Center Advisory Board. While attending the Tisch Center, Weiss was twice honored with the NYU President's Service Award for Leadership and Community Service. He also served on the search committee for the associate dean of the NYUSPS Tisch Center and is privileged to hold the position of adjunct faculty member there.

Weiss currently serves as an event chair for the UJA Hospitality Division, as well as a member of the Real Estate Executives (REX) Committee of the UJA-Federation of New York. He also is a member of the NYU Hospitality Breakfast Advisory Committee and the AIPAC Washington Club and its Real Estate Committee, as well as a board member of RESA. Weiss also is intimately involved with Our Soldiers Speak, a 501(c)(3) organization based in Midtown Manhattan.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Adam Weissenberg

**Global Transportation, Hospitality, and Services Leader and National Managing Partner, Clients & Industries
Deloitte**

Adam Weissenberg is the global leader of the Transportation, Hospitality, and Services (THS) segment at Deloitte Touche Tohmatsu. He also serves as the national managing partner for Clients & Industries, focused on creating a culture of growth for Deloitte's US Audit practice.

In his global role, Weissenberg is responsible for overseeing one of the largest global industry practices at Deloitte, which includes more than 1,500 professionals. He heads the strategic direction, operational execution, and overall leadership of the THS industry. He actively serves as a senior adviser to many of Deloitte's largest *Fortune* 500 hospitality, gaming, and food service clients. He also was the lead client service partner to one of the firm's top 20 audit accounts.

In his role as national managing partner, Clients & Industries, Weissenberg drives the growth strategy focused on the firm's most strategic existing and emerging audit clients. Key elements of the strategy include deepening industry specialization, strengthening partner capabilities and deployment, aligning account activities across regions and globally, and driving the brand strategy.

Based in New York, Weissenberg is a preeminent spokesperson and author on travel and hospitality trends. He is quoted regularly in national publications, including *The Wall Street Journal*, *The New York Times*, *USA Today*, *Forbes*, and *Travel + Leisure*. He also has been a guest on CNBC, Fox Business News, and Bloomberg.

With more than 20 years in the THS marketplace, Weissenberg speaks frequently at national industry conferences and summits, including the World Travel & Tourism Council Summit, the Americas Lodging Investment Summit, and the NYU International Hospitality Industry Investment Conference, for which he serves on the steering committee. He is a frequent speaker at the Cornell University School of Hotel Administration and serves on the Center for Hospitality Research Advisory Board. In 2012, Weissenberg was named one of "90 Influential Hoteliers" by Cornell's *Hotelie* magazine.

Weissenberg serves on the board and the Audit Committee of the UJA-Federation of New York and is chairman of the board and CEO of Cancer Hope Network.

Weissenberg earned a bachelor of science in hotel and restaurant administration from Cornell University and a master of business administration from Columbia University, where he majored in accounting and finance.

Don Welsh

**President and Chief Executive Officer
Destinations International**

A seasoned tourism executive with more than 35 years of experience in the industry, Don Welsh serves as the president and chief executive officer of Destinations International. Since joining the association in March 2016, Welsh has implemented a strategic realignment for the association through a renewed commitment to focus on member needs by delivering the resources that members have determined to be essential to the success of their organizations.

Prior to joining Destinations International, Welsh served as the president and chief executive officer of Choose Chicago. Welsh also held the chief executive officer position at the Indianapolis Convention & Visitors Association and the Seattle Convention & Visitors Bureau. Prior to joining the destination marketing industry, Welsh served as senior vice president for Westin at its corporate headquarters, and he has held senior leadership positions in sales and marketing for Westin Hotels and Resorts, The Ritz-Carlton Hotel Company, and the MGM Grand Hotel/Casino in Las Vegas.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Jeremy Welter

**Co-President and Chief Operating Officer
Ashford**

Jeremy Welter is the co-president and chief operating officer of Ashford, and he is the chief operating officer of both Ashford Hospitality Trust and Ashford Hospitality Prime. Welter oversees the asset management, capital management, and acquisition underwriting functions for Ashford Trust and Ashford Prime, as well as the operations of Ashford, including both its asset management advisory business and its hospitality products and services business. Welter is responsible for the growth of Ashford's products and services line of business through strategic acquisitions and investments in businesses that are engaged in providing hospitality products and services and developing and overseeing their operations and growth. He has led the acquisition or investment in OpenKey, J&S Audio Visual, Lismore Capital, Kalibri Labs, PURE Rooms and RED Hospitality & Leisure.

He previously served as the executive vice president, asset management for Ashford, Ashford Trust, and Ashford Prime. From August 2005 until December 2010, Welter was employed by Remington Hotels in various capacities, most recently serving as chief financial officer. From July 2000 through July 2005, Welter was an investment banker at Stephens, where he worked on mergers and acquisitions, public and private equity and debt capital raises, company valuations, fairness opinions, and recapitalizations. Before working at Stephens, Welter was part of Bank of America's Global Corporate & Investment Banking team.

Welter is a current member of Marriott's Owner Advisor Council and serves as a board member for the American Hotel & Lodging Association. He is a frequent speaker and panelist for various lodging investment and development conferences, including the NYU International Hospitality Industry Investment Conference. Welter earned a bachelor of science in economics from Oklahoma State University, where he served as student body president and graduated summa cum laude. Welter is a dual citizen of the United States and Luxembourg.

Andrew Wharton

**Managing Director
REH Capital Partners**

Andrew Wharton is a managing director of REH Capital Partners, based in Fort Lauderdale, Florida. Wharton has more than 30 years of diversified operational, accounting, and finance experience in the real estate and hospitality industries, providing clients with owner's representation, operations performance improvement, litigation support, expert testimony, and transactional services.

Prior to joining REH, Wharton was managing director at KPMG, providing advisory services to a wide variety of hospitality and real estate clients. Prior to KPMG, Wharton was CFO of ResidenSea, where he provided overall leadership in the areas of finance and operations for this developer and operator of a first-of-its-kind luxury "resort at sea"—The World—which featured privately owned residential units, rental suites, and various amenities. Prior to ResidenSea, Wharton was a senior manager in KPMG's National Real Estate and Hospitality practice, where he held various positions over his tenure with the firm.

Wharton is a certified public accountant with bachelor of science in accounting and finance from Florida State University.

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Paul M. Whyte

Managing Director and Global Co-Head of Real Estate Investment Banking
Credit Suisse

Paul M. Whyte is a managing director of Credit Suisse in the investment banking and capital markets division, based in New York City. He also is the global co-head of the real estate investment banking group. Whyte joined Credit Suisse in 2010 as the head of real estate investment banking in the United States. Prior to that, he was the co-head of real estate, lodging, and gaming in the United States at Deutsche Bank. His client focus includes both public and private real estate, lodging, and gaming companies, whom he provides with strategic advice and capital raising ideas.

During his 24 years in investment banking, Whyte has participated in more than \$80 billion of M&A transactions and has raised in excess of \$100 billion of capital for notable clients, such as Blackstone (\$27 billion Hilton and \$39 billion EOP LOBs), Harrah's (\$26 billion LBO and \$9.5 billion acquisition of Caesars), MGM Mirage (\$9 billion Mandalay Bay and \$6 billion Mirage acquisitions), Starwood Hotels (\$4.2 billion portfolio sales), and Wynn Resorts (\$450 million IPO and \$2.4 billion initial capitalization).

Whyte holds a BS from Purdue University and an MBA from the University of North Carolina.

Jonathan Williams

Chief Economist and Vice President, Center for State Fiscal Reform
American Legislative Exchange Council (ALEC)

Jonathan Williams is the chief economist and vice president for the Center for State Fiscal Reform at the American Legislative Exchange Council (ALEC), where he works with state policymakers, congressional leaders, and members of the private sector to develop fiscal policy solutions for states. Williams also coauthors *Rich States, Poor States: ALEC-Laffer State Economic Competitiveness Index* with Dr. Arthur B. Laffer, a member of President Ronald Reagan's Economic Policy Advisory Board, and Stephen Moore. Prior to joining ALEC, Williams served as staff economist at the nonpartisan Tax Foundation, authoring numerous tax policy studies.

Williams's work has appeared in many publications, including *The Wall Street Journal*, *Forbes*, and *Investor's Business Daily*. He is a contributing columnist to *Tax Analysts*, the leading provider of tax news and analysis for the global community. He has written for the Ash Center for Democratic Governance and Innovation at Harvard's Kennedy School of Government. In addition, Williams was a contributing author of *In Defense of Capitalism* (Northwood University Press).

Williams has testified before numerous legislative bodies and spoken to audiences across the United States. He is frequent guest on talk radio shows and has appeared on numerous television outlets, including *PBS NewsHour*, *Fox Business News*, and *Bloomberg News*. Williams was the recipient of the prestigious Ludwig von Mises Award in Economics.

Williams has visited all 50 states and regularly travels more than 100,000 miles a year. While on the road, he is a connoisseur of local and regional food across the state capitals.

Nicole Wolf

Senior Associate, Acquisitions and Development
MCR

Nicole Wolf is responsible for assisting with acquisition, disposition, development, and capital markets activities at MCR, a New York-based hotel owner-operator. Before joining MCR, Wolf was an analyst at JF Capital Advisors, where she assisted with providing advisory services to hospitality clients, including transaction structuring, debt and equity placement, and brand and management company evaluation. Previously, she worked in asset management for Tishman Hotel Corporation. Wolf is a graduate of the NYU School of Professional Studies (NYUSPS) Jonathan M. Tisch Center for Hospitality and Tourism and is a current member of the NYUSPS Tisch Center Alumni Board.

**NYU**SCHOOL OF
PROFESSIONAL STUDIES

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



Len Wolman

**Chairman and Chief Executive Officer
Waterford Group**

Len Wolman is the chairman and chief executive officer of Waterford Group. Under his leadership, Waterford has established itself as a leading company in the hospitality industry by developing and operating hotel, gaming, and venue properties totaling more than \$3 billion throughout the United States. Waterford has gained unparalleled experience in the hospitality industry through the development, ownership, and/or management of more than 80 hotels, 9,500 guest rooms, 700,000 square feet of convention and meeting space, and numerous dining establishments.

Wolman currently serves on the executive boards of the Connecticut Science Center, the Chamber of Commerce of Eastern Connecticut, and the Connecticut Tourism Advisory Council. He is a member of the board of governors for the University of Johannesburg and a board member of the University of Johannesburg's School of Tourism and Hospitality. He holds a national diploma in hotel management from the Hotel School of Technikon Witwatersrand in South Africa.

Mark Woodworth

**Senior Managing Director
CBRE Hotels**

Mark Woodworth is senior managing director of CBRE Hotels' Americas Research, based in Atlanta. Woodworth has more than 35 years of hospitality industry advisory experience. Before joining CBRE, Woodworth was a partner and industry chairman of the Hospitality Industry Consulting practice for Coopers & Lybrand.

Woodworth has been quoted on hospitality issues in such noted publications as *The Wall Street Journal*, *The New York Times*, *The Los Angeles Times*, *The Washington Post*, *Barron's*, *USA Today*, and *Financial Times*, as well as in numerous industry publications. Woodworth is a frequent speaker at industry conferences and is a Dean's Distinguished Lecturer at Cornell University. He is a member of the Travel and Tourism Advisory Council for the Federal Reserve Bank of Atlanta, the Conference of Business Economists, and the Hotel Development Council of the Urban Land Institute. He serves on the Atlanta Convention & Visitors Bureau Board of Directors, the Finance Committee of the United Way of Greater Atlanta, and the council at Henderson Mill Elementary School. He also advises the Georgia Hotel & Lodging Association. He completed a three-year term on the Center for Hospitality Research Advisory Board at Cornell University.

Woodworth has managed and conducted consulting assignments, involving both the public and private sectors, throughout the United States. He has worked for the industry's leading lenders, developers, chains, and management companies and has dealt with all aspects of management contract negotiation, operations, development, and financing. Woodworth has been qualified as an expert and has testified in contract-related litigation and/or bankruptcy matters in New York, Georgia, Alabama, South Carolina, Kentucky, Texas, and the UK regarding hospitality properties.

Woodworth earned a BS and an MPS at the Cornell University School of Hotel Administration.

Todd G. Wynne-Parry

**Executive Vice President, Global Acquisitions and Development
Two Roads Hospitality**

In his role as executive vice president of global acquisitions and development for Two Roads Hospitality, Todd G. Wynne-Parry oversees the company's global business growth efforts, including sourcing and securing new management contracts and investment opportunities.

The impact of his 30-year career in the hospitality industry has spanned continents through his senior leadership positions at some of the world's best-known hotel companies. Wynne-Parry has lived and worked in the US, Asia, Australia, and the UK and has led the development efforts for IHG, Starwood, and Marriott in the Asia Pacific region and for the Trump Hotel Collection globally.

Wynne-Parry earned an MBA from Thunderbird School of Global Management at Arizona State University and a BA from Alma College (Alma, Michigan). He also studied briefly as an undergraduate at the University of Aberdeen in Scotland, and he now serves on the university's board of directors for the US Development Trust.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE

**David B. Wyshner**

Executive Vice President and Chief Financial Officer
Wyndham Hotels & Resorts

David B. Wyshner is chief financial officer of Wyndham Hotels & Resorts, one of the world's largest hotel franchising and hotel management companies. In this role, he is responsible for all of the company's financial activities, as well as its information technology, mergers and acquisitions, and sourcing functions. Prior to joining Wyndham, Wyshner was president and chief financial officer of Avis Budget Group, a global provider of vehicle rental services, and served as Avis Budget's chief financial officer for more than 10 years. Earlier in his career, Wyshner served in positions of increasing responsibility, including executive vice president and treasurer, at Cendant Corporation, Wyndham's former parent company.

Wyshner graduated magna cum laude from Yale University and earned an MBA from The Wharton School of the University of Pennsylvania, where he was a Palmer Scholar. He is currently a trustee of The Hotchkiss School in Lakeville, Connecticut, and of Kent Place School in Summit, New Jersey.

**NYU**SCHOOL OF
PROFESSIONAL STUDIE

40TH ANNUAL NYU

INTERNATIONAL HOSPITALITY INDUSTRY INVESTMENT CONFERENCE



X

Monica Xuereb

Chief Revenue Officer
Loews Hotels

In her role as chief revenue officer at Loews Hotels, Monica Xuereb is responsible for guiding and supporting all sales and revenue processes, including leading the strategy for generating more efficient, predictable, and profitable revenue to support company growth and value.

Xuereb joined Loews Hotels in 2013 as vice president of revenue management after successfully running her own consultancy for more than three years. Her company provided assistance with revenue management, pricing, and distribution strategies to independent hoteliers and small hotel groups, such as Dorchester Collection, Small Luxury Hotels of the World, Rosewood Hotels & Resorts, Morgans Hotel Group, and Viceroy Hotels and Resorts.

She spent 17 years in total with The Ritz-Carlton Hotel Company and Marriott International, holding several senior revenue management positions at the regional, area, and property levels, including vice president of revenue management, international, where she oversaw the yield strategies of 34 Ritz-Carlton and Bulgari Hotels in Europe, the Middle East, and Asia.