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A

Darren J. Abernethy

Shareholder
Greenberg Traurig

Darren J. Abernethy is an ad tech, data privacy and cybersecurity shareholder at Greenberg Traurig in San Francisco with more than a decade of experience, including in Am Law private practice in Washington, D.C. and as in-house counsel at startups and a leading privacy technology vendor. He advises clients on matters related to digital advertising, privacy law compliance, data breach management, M&A, and FTC best practices.

Abernethy's concentrations include data-driven marketing campaigns, the California Consumer Privacy Act (CCPA), the European Union General Data Protection Regulation (GDPR)/ePrivacy, direct marketing, and IP-related transactional matters.

Abernethy is a member of the International Association of Privacy Professionals (IAPP)'s Publications Advisory Board and the World Wide Web Consortium (W3C)'s Improving Web Advertising Business Group.

Reggie Aggarwal

Chief Executive Officer and Founder
Cvent

Reggie Aggarwal is the CEO and founder of Cvent, a market-leading meetings and event software company. He founded Cvent in 1999, and today the company has nearly 4,000 employees and 200,000+ users worldwide. Cvent's platform has powered millions of virtual, in-person, and hybrid events for 23,000+ organizations, including 50% of the Fortune 100. Cvent was publicly traded on the New York Stock Exchange until going private in 2016.

Aggarwal has been featured in *The Wall Street Journal*, *Forbes*, and *Business Week*, and has been interviewed on CNN, BBC, and other news networks for his meeting industry insights and expertise.

Reza Akhavi

Managing Director and Co-Head of Real Estate Investment Banking
Deutsche Bank Securities

Reza Akhavi is global co-head of Deutsche Bank's 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-Corps, 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 his 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, the National Business School Honorary Society and received the Nations Bank Educational Endowment Award.



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Jim Alderman

**Chief Executive Officer
Radisson Hotel Group Americas**

Jim Alderman is the chief executive officer for Radisson Hotel Group Americas. Alderman is responsible for the corporate offices and more than 680 hotels in the company's portfolio throughout the Americas. He also is a member of the Board of Directors for Radisson Hotel Group Americas.

With more than 34 years of experience in hospitality real estate, Alderman has an extensive background in hotel and restaurant development, private equity fund investment, management contracts, franchises, public/private partnerships, and investor relations. Most recently, he served as executive vice president for Extended Stay America (ESA), where he was instrumental in driving the company's franchising strategy. In just 18 months, he took ESA from zero to 150 franchise deals. He was responsible for their next-generation product through new construction and franchise sales, and asset management of existing real estate portfolio, as well as acquisitions/disposition, and future redevelopment.

Alderman joined ESA from Kimpton Hotels, where he was the chief development officer. Prior to joining Kimpton, he held various senior leadership positions with Wyndham, Starwood Capital, IHG, and Ernst & Young.

Throughout his career, Alderman has been involved in the acquisition, development, joint venture, and financing of over \$15 billion of hotel real estate projects globally. He has helped guide the strategy and branding of hundreds of hotel projects from limited service and extended stay to independent boutiques and ultra-luxury properties with branded residential components.

He earned his Bachelor of Science Degree in Real Estate from Florida State University. He is an executive board member for The Center of Real Estate Education and Research at Florida State University.



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James F. Allen

Chairman, Hard Rock International
Chief Executive Officer, Seminole Gaming

Responsible for all gaming, hospitality and entertainment operations at the Seminole Tribe of Florida since 2001, James F. Allen has guided the development of Seminole Gaming into one of the world's most successful casino and integrated resort operators, with seven casino locations throughout Florida. He is a leader in the gaming industry and makes frequent appearances on CNN, CNBC, Bloomberg, Fox Business and other national and international financial news networks.

Allen most recently directed the massive expansion of the Seminole Hard Rock Hotel & Casino Hollywood, where the world's first Guitar Hotel tower opened in October, 2019, as part of a \$2.2 billion capital investment program that also included a major expansion of the Seminole Hard Rock Hotel & Casino Tampa. It is one of the world's largest and most profitable casinos.

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. 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. Under Allen's leadership, Hard Rock has expanded its global presence from 46 to 68 countries since its 2007 acquisition, with 241 locations including hotels, casinos, Rock Shops, Live Performance Venues and Cafes, plus Hard Rock Stadium in Miami. He also is driving the 2020 launch of the Hard Rock Digital joint venture, an online sportsbook, retail sportsbook and Internet gaming platform.

Seminole Hard Rock and Hard Rock International have racked up multiple recent awards. In 2021, Hard Rock was awarded the Top Employer in the Travel & Leisure, Gaming, and Entertainment Industry by *Forbes*, designated as a U.S. Best Managed Company by Deloitte Private and *The Wall Street Journal*, and named the top performing hotel brand in J.D. Power's North America Hotel Guest Satisfaction Study for the third consecutive year. In 2020, Hard Rock was honored as one of *Forbes* magazine's Best Employers for Diversity and a Top Employer for Women. In addition, Seminole Hard Rock was named the top "Employer of Choice" in a survey of 1,064 unique gaming industry executives conducted by Bristol Associates Inc. and Spectrum Gaming Group.

Allen is a gaming industry veteran with 40 years experience and he has held executive positions with the Trump Organization, Hilton Hotels & Resorts, 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 many professional conferences, governmental programs and college campuses, including the New Jersey Governor's Business Development Conference and both Harvard and Cornell Universities.

Junior Achievement of South Florida named Allen a Business Hall of Fame Laureate in 2019. That was followed in 2020 with Allen being inducted into the H. Wayne Huizenga College of Business and Entrepreneurship's Entrepreneur and Business Hall of Fame at Nova Southeastern University in Davie, Fla.

Craig Amos

Executive Vice President Design and Construction
RLJ Lodging Trust

Craig Amos serves as executive vice president, Design and Construction for RLJ Lodging Trust (NYSE: RLJ). He is responsible for leading the RLJ Design and Construction team in their commitment to increase shareholder value through the development, protection, maintenance, and improvement of hotel assets.

Amos holds a Bachelor's of Business from the University of Queensland, Australia, a Master's of Business Administration from Duke University, and is an alumnus of the Harvard Graduate School of Design AMD Real Estate Program. Amos and his wife, Jennifer, reside in McLean, Virginia with their two daughters.



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Gary Axelrod

Partner

Latham & Watkins

Gary Axelrod, global co-chair of Latham & Watkins' Real Estate Practice and the Hospitality, Gaming & Leisure Industry Group, advises clients on many of their most complex and highest-profile real estate transactions.

Nationally recognized as a leading real estate lawyer, Axelrod delivers creative and strategic counsel to real estate private equity sponsors and funds, institutional investors, operating companies, real estate investment trusts (REITs), and entrepreneurial developers. His experience spans all types of transactions and asset classes, with a particular focus on hotels, resorts, and gaming properties. He also brings substantial experience advising on international projects, including those in Canada, China, Dubai, India, Abu Dhabi, and Mexico.

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B

Geoff Ballotti

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

Geoffrey A. Ballotti has served as president and chief executive officer of Wyndham Hotels & Resorts and a member of its board of directors since June 2018. Prior to that, he was CEO of Wyndham Hotel Group for four years, which spun off from the former Wyndham Worldwide in 2018 to become a pure-play, publicly-traded hotel company. From March 2008 to March 2014, Ballotti served as chief executive officer of Wyndham Destination Network. From October 2003 to March 2008, he was president of the North America Division of Starwood Hotels and Resorts Worldwide. From 1989 to 2003, Ballotti held leadership positions of increasing responsibility at Starwood Hotels and Resorts Worldwide, including president of Starwood North America, executive vice president, operations, senior vice president, Southern Europe and managing director, Ciga Spa, Italy. Prior to joining Starwood Hotels and Resorts Worldwide, he was a banking officer in the Commercial Real Estate Group at the Bank of New England.

Ballotti currently serves on the executive committee of the American Hotel & Lodging Association Board. He previously served as chairman of the U.S. Travel Association and on the executive committee of the American Resort & Development Association. He also served on the board of directors for Christel House International, a not-for-profit organization that supports impoverished children throughout the world.

Thomas Barber

**Managing Director
Mission Hill Hospitality, a KSL Company**

Tom is a managing director at Mission Hill, where he originates and executes acquisitions for the firm. He has also led capital markets activities, including Mission Hill's recent portfolio financing. Prior to joining Mission Hill, Tom served as global chief development officer of Wyndham Hotels & Resorts, the largest global franchisor of hotels, where he had direct global responsibility for Sales and Design and Construction. From 2012 to 2017, Barber served as head of corporate development for Wyndham Worldwide, where he led the spinoff of Wyndham Hotels & Resorts from Wyndham Worldwide, the \$2 billion acquisition of La Quinta Hotels & Resorts, and the \$1.3 billion divestiture of European Rentals, among other transactions. His broad suite of expertise was formed during his years as director of mergers and acquisitions at Credit Suisse and positions in strategy consulting and technology at Gemini Consulting and Microsoft, respectively. Barber earned a Master of Business Administration degree from Cornell University and a Bachelor of Arts in Economics from University of Washington. He is an accomplished tennis player, playing on the Varsity team at University of Washington and serves as the Treasurer of Cipriani Club Residences in NYC.

Barber lives in NYC with his wife, Mirella, and two sons, Hunter and Logan.

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Keith Barr**Chief Executive Officer
IHG®**

Keith Barr has been chief executive officer of IHG® since July 2017. He is responsible for implementing IHG's strategy for high-quality growth and generating industry leading value creation for hotel owners, operators and shareholders. This strategy focuses on strengthening a diverse portfolio of differentiated brands, building scale in key markets, creating lifetime guest relationships, and delivering highly profitable revenues to hotels.

Barr has spent more than 25 years working in the hospitality industry across a wide range of roles, having started his career in hotel operations. He has been a member of IHG's Executive Committee since April 2011 and served as chief commercial officer (CCO) for four years before being appointed CEO. Prior to his role as CCO, he spent four years as CEO of IHG's Greater China business, where under his leadership, IHG drove outstanding results and helped set the foundations for growth in a key market.

Barr joined IHG in 2000 and subsequently held a number of senior positions in IHG's Americas and former Asia, Middle East and Africa (AMEA) regions. He was previously vice president of operations for Midscale brands in North America, vice president of operations for the Holiday Inn brand in North America and chief operating officer for Australia, New Zealand, and South Pacific.

Prior to joining IHG, Barr held several senior positions at Bristol Hotels and Resorts, which was acquired by IHG in 2000. He is a non-executive director of Yum! Brands. He also sits on the Board of WiHTL (Women in Hospitality Travel & Leisure). Barr is a graduate of Cornell University's School of Hotel Administration and is currently a member of the Dean's Advisory Board for The School of Hotel Administration, Cornell SC Johnson College of Business.

Courtney Ingraffia Barton**Vice President and Senior Counsel, Privacy and Data Security
Marriott International**

Courtney Ingraffia Barton counsels on legal issues concerning data privacy and protection, cybersecurity, information management, and a broad range of compliance and litigation matters. In addition to her current role at Marriott International, Ingraffia Barton has experience as the in-house privacy lead for two global Fortune 500 companies and as an outside counsel at Am Law 100 law firms. She has been a member of the International Association of Privacy Professionals since 2009 (CIPP/US) and has served on the IAPP Privacy Bar Advisory Board. She is the co-founder and former co-chair of the Data Privacy and Security Forum for the Association of Corporate Counsel for the National Capital Region, a former member of the Board of Directors for ACC-NCR, and currently serves on the Advisory Board for the Georgetown Advanced Cybersecurity Law Institute. Ingraffia Barton is a frequent speaker on data privacy and security issues, as well as on e-discovery and other litigation-related topics. She is a graduate of Colby College, Tulane Law School, holds an MPH from Harvard University, and serves on the Board of Directors for the National Epilepsy Foundation. She is a member of the District of Columbia, Virginia, and Louisiana (inactive) bars and is the co-editor of *Managing E-Discovery and ESI: From Pre-Litigation to Trial* (ABA, 2011), with Michael Berman and the Hon. Paul W. Grimm.

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Rachel Bates

Partner**Latham & Watkins**

Rachel Bates serves a broad range of clients in complex real estate transactions, including representing hotel owners and operators in connection with the disposition, acquisition, development, financing, ownership, and management of their hotel, resort, and gaming properties.

She also has experience representing operating companies, real estate investment trusts (REITs), private equity sponsors, pension funds, and other institutional investors in structuring, negotiating, and forming joint ventures and other investment vehicles for acquisition (asset and entity level), financing and/or development of all property types.

Additionally, Bates has experience representing borrowers in negotiating mortgage and mezzanine acquisition, construction, interim and permanent financing for office buildings, hotels and multi-family properties, as well as representing private equity funds in acquisition of distressed debt. She further represents financial institutions, developers, and property owners in workout negotiations, restructurings, and other transactional resolutions to distressed debt situations.

Sébastien Bazin

Chairman and CEO**Accor**

After five years working in several financial positions in New York, San Francisco, and London, Sébastien Bazin was appointed CEO of Hottinguer Rivaud Finances, an investment bank, 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, Buffalo Grill, Château Lascombes, Stadia Consulting, and others).

Bazin joined the Accor 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 Accor.

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.

Scott D. Berman

Principal & US Industry Leader**Hospitality & Leisure**

Scott D. Berman is a principal and the US Industry leader for the Hospitality & Leisure sub sector at PwC, leading the firm's industry program focused on client service, industry perspective and research. In nearly 30 years at PwC, he has provided consulting services in over 40 countries across the Firm's network and in all 50 States.

Berman has over 35 years of diversified experience advising on billions of dollars of hotel investment activity, from complex single asset deals to some of the sector's most recognized branded portfolio transactions. He continues to serve as a strategic advisor to both public and private company boards, industry associations and academic research communities.

Berman is a member of the Dean's Advisory Board, School of Hotel Administration, Cornell SC Johnson College of Business; a member of the Advisory Board of the Cornell University Center for Hospitality Research; a member of the Executive Board of the Greater Miami and the Beaches Hotel Association; and a trustee of the American Resort Development Association.

Berman holds a degree in hotel administration from Cornell University.

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Kimo Bertram**Vice President, Development
Hyatt Hotels**

As vice president for Real Estate and Development, Kimo Bertram is responsible for overseeing new hotel development, acquisition, franchise, and management contract transactions for Hyatt's full-service brands (Park Hyatt, Andaz, Grand Hyatt, Hyatt Regency, Hyatt Centric, Destination by Hyatt, JdV by Hyatt, Thompson, and The Unbound Collection by Hyatt) in the Western United States and Hawaii. Bertram joined Hyatt from Hilton, where his career included several feasibility/investment analysis positions and development roles, leaving as the vice president of Luxury and Lifestyle Development for North America. Prior to joining Hilton, Bertram worked at PKF Consulting in San Francisco. He holds a Bachelor of Science degree from Cornell University's School of Hotel Administration.

Raheel "Ray" Bhai**Chief Executive Officer and Chairman
IBF Hospitality**

Raheel "Ray" Bhai is chairman, CEO, and co-founder of IBF Group of Companies. Under his leadership, IBF Group of Companies has entered into numerous business verticals including real estate, private equity, finance, insurance, and pharmaceuticals. IBF Hospitality is a platform built under the IBF Group of Companies umbrella. It has set out to invest \$375 Million in hospitality products including Development and Acquisitions. Currently, the hospitality platform is amalgamating with the retail make up to create a diversified REIT, which will be traded and IPO'd late 2022.

Bhai is a former investment banker with specializations in Mergers & Acquisitions, Disposition and Asset Management, & Project Management, and was responsible for acquiring a billion-dollar portfolio with Goldman Sachs. During his tenure, he was one of the company's primary account representatives for the Blackstone Group.

Bhai is a board member of the Rita Hayworth Gala Alzheimer's Foundation in which he participates as a way to give back to the community.

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 \$2.0 billion publicly traded hotel portfolio. In the late 90's, 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, he has worked in hotel operations with Four Seasons, Swiss Hotel, Ritz-Carlton, and Fairmont. Bingaman earned an MMH degree in Real Estate Finance from the School of Hotel Administration at Cornell University and a Bachelor of Arts in Economics from DePauw University. He is an active member of the Hospitality Asset Managers Association.

Michael Bluhm**Managing Director, Investment Banking
Morgan Stanley**

As a managing director of investment banking at Morgan Stanley, Michael Bluhm is responsible for capital raising and financial advisory services to the real estate industry. Additionally, he is head of Morgan Stanley's global gaming and lodging practice. Throughout his career, he has been involved in more than \$150 billion of public and private debt, equity, and equity-linked offerings, as well as a range of merger, acquisition, and restructuring assignments, primarily with publicly traded companies. For the period of 2017 through 2019, Bluhm stepped down at Morgan Stanley to take the role of EVP, CFO, and head of strategy at Host Hotels & Resorts, an S&P 500 company and the largest owner of hotels in the United States. Bluhm returned to Morgan Stanley earlier this year. He is an active member of The Real Estate Roundtable, Nareit, and AHLA, including an elected role on IREFAC.



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John Boettger

Managing Director
Westmont Hospitality Group

John Boettger joined Westmont as managing director in 2019. Based in Houston, he is responsible for all aspects of Westmont's hotel investments and operations in the United States. Prior to joining Westmont, Boettger served as senior vice president at Park Hotels & Resorts after its spin-off from Hilton Worldwide where he served as senior vice president, real estate and asset management responsible for a portfolio of hotels valued at over \$9 billion. Previously, he served as managing director for Axios Hospitality Real Estate, a portfolio company of Blackstone Real Estate responsible for hotel investments in Europe. Boettger holds an Associate of Science, Culinary Arts from Johnson & Wales University, a Bachelor of Science in Hospitality Management from Florida International University and an MBA in finance from The George Washington University. He is a past president, treasurer and board member of the Hospitality Asset Managers Association (HAMA) and a contributing author to "Hotel Asset Management Principles and Practices."

Vanja Bogicevic

Clinical Assistant Professor, Director of HI Hub Experiential Learning Lab, Jonathan M. Tisch Center of Hospitality
NYU School of Professional Studies

Vanja Bogicevic, PhD, is a clinical assistant professor of hospitality marketing at the NYU SPS Jonathan M. Tisch Center of Hospitality and the director of the Hospitality Innovation Hub Experiential Learning Lab. Her research explores the role of design, service technologies, and virtual reality marketing on hospitality and tourism customers. Her work has been featured in peer-reviewed publications, including *Tourism Management*, the *Journal of Hospitality and Tourism Research*, the *International Journal of Hospitality Management*, and the *Journal of Business Research*, as well as in the media in *Hotel News Now*, *Forbes*, *Skift*, and *Travel+Leisure*. She serves on the editorial board of the *Psychology and Marketing* journal. Her research has been highly commended by the Emerald/EFMD Outstanding Doctoral Research Awards.

Previously, Bogicevic served as a visiting assistant professor at The Ohio State University, as well as a design consultant and practitioner. During her time at The Ohio State University, she developed a Virtual Reality Laboratory and designed the first Healthcare Environmental and Hospitality Services certificate program.



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Oliver Bonke

Advisor, The Boston Consulting Group and Advisory Board
NYU Tisch Center of Hospitality

Oliver Bonke is a multi-disciplined, global leader, who achieves results by building high performance teams, innovation, and consumer insight. He is a visionary and change agent by nature and helps teams extend their thinking to drive meaningful progress.

Having lived across three continents, Bonke has the ability to navigate in virtually any culture as the globe is his home. Most recently, as regional CEO, he led Shangri-La's Europe, Americas, Middle East, and India business through the COVID-19 travel crisis by securing its liquidity through cost measures, operational transformation, and laying the ground for strategic asset dispositions.

Previously, as president/COO, Bonke re-aligned the company's six global operating theatres under dedicated regional leaders to speed up decision making and improve performance with better in-market knowledge. 2018/2019 delivered the historically highest EBITDA of the group. At the same time, he established a specialist led team across Brands, Marketing, Sales, and Distribution, culminating in the relaunch of the Shangri-La brand in 2021.

Bonke joined Loews Hotels & Co as CCO in 2015, where he led the company through its Brand portfolio transformation and structuring its commercial organization with leading technology and business intelligence.

Shortly after joining IHG in 2013 as CCO Americas, Bonke co-lead the Kimpton Hotel & Restaurant acquisition, helping position IHG as a leader in luxury/lifestyle brands.

Earlier in his career, he rose through the ranks at Starwood Hotels from hotel level operations and global brand leadership (The Luxury Collection) to SVP Marketing for two of the company's EAME and Asia Pacific regions.

Bonke holds an AMP degree from Harvard University and a BS from Loyola New Orleans. He currently serves on the advisory board of the NYU School of Professional Studies Jonathan Tisch Center of Hospitality and is retained by BCG as strategic industry advisor.

Tom Botts

Chief Commercial Officer
Uplift

Tom Botts is a senior executive, investor, and advisor. He brings extensive expertise in e-commerce, revenue management, distribution, sales, and marketing with a long career across the travel and hospitality industries.

Botts currently serves as chief commercial officer for Uplift, the leading Buy Now, Pay Later solution for enterprise-level travel brands. During his tenure, Uplift's partner roster has grown to over 200 brands including Carnival Cruise Line, Norwegian Cruise Line, Southwest Airlines, United Airlines, and many more.

Botts joined UpLift from Miraval Group, a rapidly expanding wellness brand, where he served as SVP and CMO. Private equity firm KSL Capital Partners recruited him to Miraval where he was a key member of the leadership team, which successfully sold the brand and resorts to Hyatt Hotels in early 2017.

Prior to joining Miraval, Botts served as Denihan Hospitality's executive vice president and chief customer officer.

Earlier, Botts was a co-founder and managing partner of New York City-based Hudson Crossing, a leading business and technology advisory firm serving the travel, financial services, and related industries.

Botts served as vice president – Global Travel Industry Sales and Strategy for Starwood Hotels & Resorts Worldwide, where he led a sales and marketing team responsible for \$2 billion in revenue generation across multiple distribution channels.

As director, Product and Airline Relations for Hotwire.com, now a subsidiary of Expedia, Botts led a cross-functional product team encompassing technology, business, and marketing during a time when the company's annual revenues surpassed \$100 million.

Botts began his career with Delta Air Lines and held roles of increasing responsibility in customer service, technology, revenue management, and e-commerce. He holds a Bachelor of Science in Logistics and Marketing from the University of Missouri and resides in New York City with his wife and two children.



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Noah Brodsky

President, Travel + Leisure Group, and Chief Brand Officer
Travel + Leisure Co.

Noah Brodsky serves as president, Travel + Leisure Group, and chief brand officer, Travel + Leisure Co., the world's leading membership and leisure travel company with a portfolio of nearly 20 resort, travel club, and lifestyle travel brands. He also is a member of the Travel + Leisure Co. Senior Leadership Team. The company, which employs 15,500 associates, includes the Wyndham Destinations, Panorama, and Travel + Leisure Group business lines.

Brodsky's leadership of Travel + Leisure Group provides oversight of the development of new travel products and services that leverage the unparalleled Travel + Leisure reputation, expertise and content library, including the worldwide growth of the company's subscription travel clubs, online travel booking platforms, and brand licensing agreements. As chief brand officer, he also leads the company's global brand, digital, and CRM organizations.

He joined the company in 2014, and was instrumental in its subsequent evolution to Wyndham Destinations as an independent public company after spinning off Wyndham Hotels & Resorts in June 2018. In 2021, Wyndham Destinations acquired the iconic Travel + Leisure brand and became Travel + Leisure Co., aligned with its strategy to be the world's leading membership and leisure travel company.

Previously, Brodsky served as senior vice president, Worldwide Loyalty and Customer Engagement for Wyndham Hotel Group, where he was responsible for the evolution of Wyndham Rewards and its naming as the Best Hotel Rewards Program by U.S. News & World Report. Prior to joining Wyndham, Brodsky served as chief experience officer at WeWork and vice president, Global Brand Management for Sheraton at Starwood Hotels and Resorts. He began his career with Four Seasons in resort operations and has worked on five continents.

A catalyst for innovation and transformation, Brodsky brings charismatic leadership and extensive expertise in hospitality, customer loyalty and engagement, and global sales and marketing. He is an executive sponsor of the company's Global Inclusion and Diversity Council, and the Asian and Pacific Islander diversity resource group. He has also been instrumental in strengthening the company's LGBTQ+ engagement and support.

Brodsky's innovation in the industry has been recognized through multiple awards, including the *Orlando Business Journal's* 2018 40 Under 40; Top 25 Extraordinary Minds in Hospitality in 2015 by the Hospitality Sales & Marketing Association International; and Brand Innovators' 2016 40 Under 40.

Brodsky earned a bachelor's degree at the Cornell University School of Hotel Administration and a master's degree in business administration from Harvard Business School. He currently serves as co chair of the National LGBT Chamber of Commerce (NGLCC) Marketing & Related Services Committee.

Nicolas Broussaud

Head of Transactions
Accor

Nicolas Broussaud serves as head of M&A for Accor. He has been responsible for leveraging Accor's M&A strategy effectively, including identifying and executing portfolio acquisitions, joint-ventures, disposals and new platform investments. In this role, he has overseen more than 50 transactions affecting more than €20 billion of assets in all key geographies. In addition, Broussaud serves as chief investment officer of Accor's SPAC, and as a director on the board of Risma.

Broussaud started his career with Accor in 2004 in the Middle East, based in Dubai, where he was involved in the company's development across the Gulf and Levant countries. Prior to joining Accor, he worked for various French financial institutions in the field of M&A advisory and private equity.

Broussaud is a graduate of HEC and of the Institut d'Etudes Politiques de Paris.

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Liam Brown

Group President, United States and Canada
Marriott International

Liam Brown is the group president, United States and Canada, responsible for the development and management of Marriott International's lodging portfolio in the United States and Canada, which comprises 28 brands and 5600+ hotels. This includes responsibilities for sales and marketing, revenue management, human resources, engineering, rooms operations, food and beverage, retail, spa, information resources, and development.

Brown began his career with Marriott International in 1989. He served in multiple general manager and regional positions across Marriott's brand portfolio from 1989 until 1999. From 1999 to 2007, he held several corporate positions including, VP of Franchising for Residence Inn and TownePlace Suites, and SVP for the Fairfield Inn brand. From 2007 to 2010, Brown held the positions of SVP and EVP of Development for Marriott's Select Service & Extended Stay lodging products. From 2010 to 2012, he served as chief operations officer, The Americas for Select Service & Extended Stay Lodging and Owner & Franchise Services, followed by his appointment as president for Franchising, Owner Services, and MxM Select Brands, North America, which he held until the end of 2018. In January 2019, Brown moved to London to serve as president & managing director, Europe; soon after, the Middle East and Africa were added to his responsibilities.

Educated primarily in his hometown of Dublin, Ireland, Brown has a Hotel Diploma Business Degree from the Dublin Institute of Technology, Trinity College (1980 - 1984). In 2005, he completed an MBA from the Robert H. Smith School of Management at the University of Maryland.

Brown currently resides in Bethesda, with his wife Lillian and daughter Ciara.

Morgan Brown

Vice President, Real Estate Strategy
Inspirato

Morgan Brown is the vice president of Real Estate Strategy for Inspirato. Since joining the company in 2015, he has overseen the growth of the Inspirato portfolio of luxury vacation residences, strategic hotel partners, and unique curated experiences. In his current role, Brown pairs smart capital with market leading developers to plan and execute Inspirato's strategic inventory planning. By leveraging Inspirato's unique operational capabilities, he provides investors with opportunities for institutional returns in the single-family residence space, helping ensure an unparalleled portfolio of travel options for Inspirato subscribers. Before joining Inspirato, Brown worked at OppenheimerFunds and J.P. Morgan. Morgan holds a bachelor's degree in finance from Colorado State University and an MBA from the Darden School of Business at the University of Virginia.

Tom Buoy

Executive Vice President & Chief Commercial Officer
Radisson Hotels Group Americas

Tom Buoy serves as executive vice president & chief commercial officer, Radisson Hotels Group Americas. In this role, he brings a visionary and thoughtful approach to shaping commercial strategies, along with building and executing plans to support the success of the company. Buoy is also part of Radisson Hotel Group Americas' Executive Committee.

Prior to joining Radisson Hotel Group Americas, Buoy served as president and chief executive officer of his own commercial consulting and advisory business. During his career, he also led the commercial transformation at Extended Stay America, leveraging an agile and data-driven approach to overhaul the company's revenue management, marketing, and sales processes. Additionally, he served as senior vice president, Customer Marketing and Revenue Management for Morgans Hotel Group (previously Ian Schrager Hotels), a thought leader in E&Y's Hospitality Consulting practice and worked in Operations and Revenue Management with Accor in Australia.



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Ron Burgett

Senior Vice President, Extended Stay Development
Choice Hotels International

Ron Burgett is senior vice president, Extended Stay Development for WoodSpring Suites, MainStay Suites, Everhome Suites & Suburban Extended Stay at Choice Hotels International, Inc. (NYSE: CHH), one of the world's largest hotel companies. In this role, he is responsible for leading franchise development for the recently launched Everhome Suites as well as the other extended stay brands for Choice.

Burgett joined Choice for a second time in February 2018 during the WoodSpring Suites acquisition, where he served as the executive vice president, franchise development and operations. He previously spent 13 years at Choice in various management positions, including serving as national vice president of development.

Prior to WoodSpring, Burgett served as the executive vice president of lodging and brand development for Red Lion Hotels Corporation. He also was founder and president of Indianapolis-based brokerage firm Hospitality Sales Group, which is a hotel real estate investment and management consulting firm. He has extensive experience in property management, having worked for Maxim Management Corporation.

Burgett earned a BS degree from Indiana University and earned his Certified Hotel Administration designation in 1990.



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C

Kristin Campbell

**EVP, General Counsel & Chief ESG Officer
Hilton**

Kristin Campbell is executive vice president, general counsel & chief ESG Officer for Hilton. She joined the company in June 2011 and leads its global legal, compliance, government affairs, and corporate responsibility functions.

At Hilton, Campbell is responsible for board work and corporate governance, regulatory compliance, M&A, commercial transactions, litigation, labor, and employment, in both the U.S. domestic and international arenas. In addition to industry relations and policymaker engagement, she also oversees Hilton's global environmental, social and corporate governance (ESG) efforts.

Prior to joining Hilton, Campbell was senior vice president, general counsel, and corporate secretary for Staples, an international office products company. Prior to joining Staples, in 1993, she worked at law firms Goodwin Procter and Rackemann, Sawyer & Brewster.

Campbell is a member of the Board of Directors of Office Depot, a

U.S. publicly traded business supply and technology services company. She also has served on the boards of numerous trade and non-profit organizations, including Vital Voices Global Partnership, and she is currently a member of the Advisory Board of New Perimeter.

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, Inc. (NYSE: CHH), one of the world's leading lodging franchisors. In this role, she is responsible for the overall performance and growth of the company's upscale portfolio and leads the brand strategy, positioning and performance of Cambria Hotels and the Ascend Hotel Collection.

Since joining Choice Hotels in 2016, Cannon has increased Cambria's hotel openings and pipeline developments by more than 100 percent, driven revenue and top RPI performance in key urban and leisure markets, and grown the Ascend Hotel Collection, recognized as the industry's first "soft" brand, to more than 300 properties worldwide, with 200 open hotels and resorts in the U.S.

Prior to joining Choice Hotels, Cannon spent more than 25 years in branding, design and construction, sales, marketing and hotel operations. She most recently served as vice president and global brand leader of Upscale and Lifestyle Brands at IHG, where she developed and implemented brand strategy, and facilitated development projects and positioning efforts for the company's portfolio globally. Previously, she held senior leadership positions as deputy commissioner in the Georgia Department of Economic Development, and Global SVP at Swissotel Hotels and Resorts.

Cannon was named Female Executive of the Year by Hotel Interactive Inc. in 2019, and recognized by *Hotel Business Magazine* as one of the industry's "Top 10 to Watch" in 2018. Recently, she was appointed as an advisory board member for the Travel Industry Executive Women's Network (TIEWN), and is currently the executive sponsor for Choice Hotels' hospitality internship program for students attending Historically Black Colleges and Universities. She serves on the Executive Planning Committee for NYU's International Hospitality Industry Investment Conference and is a lecturer at Cornell University. Cannon earned her bachelor's degree in speech communication from Valdosta State University.



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Anthony Capuano

Chief Executive Officer
Marriott International

Anthony “Tony” Capuano is chief executive officer of Marriott International. In this role, he presides over the world’s largest hospitality company and some of the most iconic brands in travel.

Capuano joined Marriott in 1995 and was instrumental in its steady growth over the years which culminated in the acquisition of Starwood Hotels & Resorts Worldwide in 2016. The company now has more than 7,600 properties across 133 countries and territories and 30 brands. It also has the travel industry’s largest customer-loyalty program, Marriott Bonvoy, which has more than 147 million members.

Before his appointment as CEO in February 2021, Capuano was group president, Global Development, Design and Operations Services where he led the strategic unit growth of all of Marriott’s brands while overseeing the global design team as well as Marriott’s global operating standards and protocols for thousands of properties around the world. He also was responsible for oversight of the EDITION Hotels, a unique concept in the luxury lifestyle hotel space conceived by hotelier Ian Schrager and Marriott International.

Capuano began his Marriott career as part of the Market Planning and Feasibility team, where he helped the company assess the overall economic viability of new and existing hotels, balancing the company’s interests with the needs of hotel owners and developers, investors, lenders, and operators.

That role prepared him to lead Marriott’s development efforts in the Western United States and Canada for its full-service hotel brands. Later, his responsibilities expanded to include North America, the Caribbean, and Latin America. In 2009, he assumed global development responsibility. He began overseeing global design in 2014 and global operations in January 2020.

Capuano earned a bachelor’s degree from Cornell University in Hotel Administration. He is an active member of the Cornell Hotel Society, The Cornell School of Hotel Administration Dean’s Advisory Board, as well as the Business Roundtable and the American Hotel and Lodging Association’s IREFAC Council. Additionally, he is an active member of the Board of Directors of Save Venice, a nonprofit organization dedicated to preserving the artistic heritage of Venice, Italy. He resides in Potomac, Maryland with his wife and daughter.

Kevin Carey

Executive Vice President & COO
AHLA

Kevin Carey serves as executive vice president and chief operating officer at AHLA. In this role, he is responsible for all revenue generating operations including membership engagement, partnership & business development, and conferences & events. Carey is also responsible for strategic planning and oversight of financial operations for AHLA and its Foundation. He works closely with AHLA’s CEO and executive team to guide the association, which represents over 26,000 properties and more than 3 million hotel rooms. He also supports AHLA’s Officers, Executive Committee, Board of Directors, educational foundation and 16 committees and councils. Prior to joining AHLA, Carey held senior executive leadership roles at American Express Company and American Express Global Business Travel. Most recently, he served as managing director and head of The Americas Region, and was responsible for the largest strategic customers and revenue generating region in the global business travel joint venture company. He spent more than two decades rising through the ranks at American Express, beginning his career in public affairs as a member of the company’s government affairs office in Washington, D.C. before transitioning to client management and sales leadership roles in the company’s card, merchant services, and travel business units. Carey has a breadth of experience across the travel and hospitality industries through his service as a board and executive committee member in numerous travel and tourism industry associations, including US Travel and the Travel Business Roundtable. He also presently serves as an advisory board member at both Johns Hopkins University and Penn State University.



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James Carroll

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

James Carroll is the president & CEO of Crestline Hotels & Resorts. As CEO, he oversees the management of the Company's portfolio of over 128 managed properties in 28 states throughout the United States. With a dedicated team of over 5,000 associates, Crestline has grown to become one of the top ten independent hotel management companies in the country, and earned the elite status of being qualified to manage any of the Marriott, Hilton, Hyatt, and IHG products.

During its 20+ year history, Crestline has also formed and spun off multiple hotel real estate companies, both domestically and internationally, with equity value of over \$2.0 billion, and performed asset management on portfolios in excess of 140 properties and \$600 million in revenues.

Carroll joined Crestline in 2004 from Dell. He served as treasurer and CFO prior to his promotion to president & CEO in 2010.

Carroll holds a Master in Business Administration from the Harvard Business School, and is a graduate of the U.S. Naval Academy. Previously, he served as a Naval aviator and lieutenant in the United States Navy. Carroll is a Board member for AHLA, and serves on the Board of Directors for Armada Hoffler Properties. (NYSE: AHH) and for ServiceSource.

Isabelle Claver

**Director, Hospitality & Leisure
PwC**

Isabelle Claver is the director of Hospitality & Leisure at PwC, and has over 20 years of hospitality experience. As a consultant she has been involved with numerous hotel and resort projects including, but not limited to, hotel valuations, operational reviews, resort development, and strategic analyses related to brand positioning, growth and new market penetration for a variety of clients. Claver specializes in the resort industry with particular concentration on U.S. resort destinations (beach, golf and ski), and on the Caribbean Basin, Mexico, and Central America.

Recently, Claver has focused on distressed properties, particularly mixed-use and condominium-hotel assets. She has also focused on litigation support engagements related to hotel and condominium-hotel disputes in South Florida, California and the Caribbean. Claver has also led a number of assignments assisting clients in the ski and resort sector develop growth strategies. She is responsible for the day-to-day direction of the Miami office of PwC's Hospitality Consulting Group.

Prior to joining PwC, she served in various operational positions in hotels in Switzerland, Malaysia, and the U.S. Claver speaks English, French, and Spanish fluently.

She is an active member of the Urban Land Institute, REC Blue Council, as well as the former assistant chair of the Urban Land Institute, REC Florida Council.

She is a frequent moderator and panelist at a variety of industry conferences including the NYU International Hospitality Industry Investment Conference, Americas Lodging and Investment Summit (ALIS), and the Urban Land Institute Spring and Fall meetings.

Claver holds a degree in Hotel Administration from Cornell University.

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Rod G. Clough, MAIPresident, HVS
Americas, HVS

As president of HVS Americas, Rod Clough oversees strategy execution for HVS throughout its 40 Americas locations. His tenure with HVS spans over 25 years, during which time he has played an important role in growing the company from a few locations across the Americas to 40. In a typical year, Clough's group consults on over 2,500 existing or proposed hotels and resorts, and in 2021, he oversaw the 568-hotel Extended Stay America appraisal portfolio. In 2003, he founded the firm's sister appraisal division, U.S. Hotel Appraisals, which completes roughly 1,000 hotel appraisals annually. Clough is a founding owner/partner of HVS Mexico-Latin America, and he re-launched the firm's U.S. Brokerage and Capital Markets division in 2018. He is a designated member of the Appraisal Institute (MAI) and a licensed real estate broker. Furthermore, he is proudly Latino and gay, and his firm is welcoming of all races and colors, sexual orientations, ages, genders, and gender identities. Once associates join HVS, they tend to stay due to the extraordinary culture Clough has inspired, a culture defined by the ideals of balance, connectivity, efficiency, collaboration, honesty, integrity, kindness, and excellence, among others. Clough resides in northern Colorado where he and his husband Jeff are raising their daughter, Rory.

John CohanChief Executive Officer
Margaritaville

John Cohan is the chief executive officer of Margaritaville Holdings, a lifestyle brand management company operating in the diversified hospitality business—including 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 in 1979, attended the London School of Economics, and graduated from the Georgetown Law Center in 1984.

With his wife Louisa and their three sons, Cohan lives in Palm Beach, Florida during the winter and in Skaneateles, New York during the summer.



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Ivan Colmenares

Vice President

LWHA Asset Management Group

Ivan is a vice president for LWHA® Asset Management Group with more than 15 years of experience in hotel asset management, operations, valuation, and due diligence. Colmenares has extensive hospitality operations experience, allowing him to implement time-tested best practices to maximize cash flow and unlock hotel value in the properties he oversees. Ivan has been actively involved in managing multiple hotel assets north of \$2.5 billion, ranging from select-service, chain-affiliated hotels to unionized luxury hotels. He has a proven track record in collaborating with property management teams and brands to monetize opportunities for revenue management, direct sales strategies, labor productivity, cost containment, cash flow optimization and risk mitigation.

During his tenure as vice president for LWHA® Asset Management Group, Colmenares has been instrumental in the formulation and development of internal diagnostic and predictive analytic tools, harnessing the power of data to collaborate with operators while attaining ownership's objectives.

Before joining the firm's asset management team, Colmenares gained significant experience in conducting appraisals, feasibility, and market studies with the LWHA® valuation team. Prior to this, Ivan served as a food and beverage manager at the New York Palace Hotel, where he successfully increased service standards in different outlets and worked collaboratively with long-term union staff members to set and exceed both profit and service goals.

As a respected thought leader, Colmenares is a frequent lecturer at his alma mater, New York University, counseling students and interchanging ideas with the faculty. He also enjoys assisting those in need by volunteering in food halls and food banks to help the Hispanic immigrant community in his hometown, Stamford, CT.

Jim Connelly

President, U.S. Eastern Region, Full-Service Hotels

Marriott International

Jim Connelly is the president, U.S. Eastern Region, Full-Service Hotels MxM for Marriott International. In this role, he has responsibility for over 145 hotels that include Luxury, Premium and Gaylord brands. He also heads Marriott's Global Golf Division and represents the company for Children's Miracle Network Hospitals.

Prior to his current role, Connelly served in many senior leadership positions, most recently as the chief operations officer for the Eastern Region. As COO, he guided key strategic initiatives throughout the region with specific focus on the New York City market. He helped lead the region through the COVID-19 pandemic by focusing on restructuring plans, workouts and owner/investor priorities.

Connelly also served as senior vice president of Operations and Owner Services in both the West and East Regions, with responsibility for hotels in Georgia, Tennessee, North Carolina, Arizona, Iowa, and Minnesota. In this role, he led general managers through key business initiatives and brand goals. He also supported many of Marriott's key ownership accounts in portfolio management.

Prior to that, he held the role of chief financial officer for The Americas. In this position, he worked in partnership with Americas leadership and corporate disciplines to focus on driving profitability and growth across the continent.

As chief financial officer for the Ritz Carlton Hotel Company from 2007-2009, Connelly played a critical role in the development of global financial and operational business strategies that supported the growth and competitiveness of the brand.

Connelly earned his undergraduate accounting degree from Stockton University and completed a Master's in Business Administration at Northeastern University.



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Chad L. Crandell, CHAM, ISHC

Managing Director & CEO
CHMWarnick

Chad Crandell is managing director & CEO of CHMWarnick, the leading provider of hotel asset management and owner advisory services. He is responsible for overseeing the CHMWarnick team, comprised of 43 hospitality professionals operating across nine 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' experience in the hospitality industry, the majority of which has been dedicated to asset management, 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 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. He is a past president and current member of the HAMA (Hospitality Asset Managers Association), was part of the CHAM (Certified Hotel Asset Managers) designation development team, and served on the AH&LA finance committee that instituted changes in the Eleventh 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 received his BS in Hotel Administration from Cornell University.

Eileen Crowley

Partner; Vice Chair - U.S. Travel, Hospitality and Services Co-Leader
Deloitte & Touche LLP

Eileen Crowley leads Deloitte & Touche LLP's US Audit & Assurance Transportation, Hospitality & Services practice. She has a history of serving large, complex multinational companies on Securities and Exchange Commission (SEC) reporting matters, mergers and acquisitions, information technology, and capital transactions. Crowley delivers high quality and well-coordinated audit and assurance services. She previously was in Deloitte's National Office, focused on SEC matters and has developed an extensive network of consultative resources across Deloitte's global network of member firms. Crowley is a licensed certified public accountant in Connecticut and Ohio.



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Michael Damitio

Managing Director of Asset Management
Geller Capital Partners

Michael Damitio is managing director of Asset Management for Geller Capital Partners, a full-service hotel investment company. In this role he is responsible for overseeing the performance of the firm's assets along with those managed by the firm on behalf of other ownership groups. In this role he works with ownership, hotel management companies, brands, development partners, and other stakeholders to set objectives and strategies that address the complete scope of business strategy. He ensures that assets achieve agreed upon performance goals and identifies opportunity areas for improvement.

Previously Damitio was senior vice president for a hospitality management company. He started his career at Geller and Company and Strategic Hotels as an investment analyst and development director. Damitio is a graduate of the Michigan State University Hospitality Business program.

Pete Dannemiller

Managing Director
Hodges Ward Elliott

Pete Dannemiller is a managing director in the Hospitality Investment Advisory practice at Hodges Ward Elliott. Since joining HWE in 1996, Dannemiller has become one of the leading producers within the firm and the hotel investment sales and financing industry. He has closed sales and financing transactions totaling over \$50 billion in volume during his tenure with the firm, including over \$5 billion in debt placement.

Dannemiller is a frequent speaker at industry events, including the Americas Lodging Investment Summit (ALIS), the Atlanta Hotel Investment Conference, the UNC Real Estate Conference, Hotel Asset Manager's Association (HAMA) Conference, The Lodging Conference, the Midwest Lodging Investment Summit, Meet the Money, and the NYU International Hospitality Industry Investment Conference and 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.

Ted Darnall

Partner and Chief Executive Officer
HEI Hotels + Resorts

Responsible for guidance and growth of HEI's property operations, asset management and design and construction divisions.

A 30-year veteran of the hospitality industry and widely recognized as one of the top hotel operators in the industry, Ted Darnall has held executive positions with Starwood, Interstate, and Marriott. His industry recognition is garnered from his innovative initiatives, performance-driven, results-oriented focus, and motivational leadership. Prior to joining HEI in 2006, Darnall was with Starwood for 10 years where he held various executive positions, which included chief operating officer of Starwood Lodging Corporation, president of North America Operations, and most recently, president of Starwood Real Estate Group. Prior to Starwood, Darnall was with Interstate Hotels for over 14 years, reaching the position of senior vice president, Operations. Darnall began his hospitality career with Marriott Corporation, where he held a number of management positions.



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Jeffrey Davis

**Senior Managing Director – Co-Head Hotels Investment Sales
JLL Hotels & Hospitality Group**

Jeffrey Davis is a senior managing director of JLL's Hotels & Hospitality Group and co-heads the Americas Hotel Capital Markets team responsible for overseeing all investment sales, debt and equity placement in the Americas. He is based in the firm's New York office and as a leading strategist and investment advisor for JLL, Davis has advised on and transacted in excess of \$20 billion of high profile lodging transactions and hybrid use developments globally.

He has been involved in the recent sales and marketing efforts for the Standard, High Line, The Plaza Hotel New York, the InterContinental New York Barclay and the JW Marriott Essex House New York.

For more than 20 years, Davis has been intricately involved in all aspects of real estate in the U.S. from both an institutional and entrepreneurial perspective. With a career as a consultant, investment banker, private developer, and with institutional acquisitions, He has worked with world-renowned real estate companies as well as celebrity entrepreneurs including Ian Schrager, Andre Balazs, and The Trump Organization.

Prior to joining JLL, Davis served as vice president of asset management and business development for Ian Schrager at Morgans Hotel Group, where he was responsible for sourcing and structuring over \$100 million of new development projects, including the Gramercy Park Hotel, the Bond Street residential project, and the proposed conversion of the Shore Club in South Beach to a full-service condominium hotel. He gained consulting experience at Arthur Anderson as a national hospitality consultant and corporate finance experience thereafter at Salomon Smith Barney where he completed more than \$15 billion of private and publicly traded real estate transactions.

Davis holds an MBA in real estate finance and strategic planning from the Anderson School at UCLA, and a Bachelor of Science degree from Cornell University's School of Hotel Administration from which he graduated with honors.

Kevin Davis

**Senior Managing Director
JLL Hotels & Hospitality Group**

Kevin Davis is a senior managing director in JLL's Hotels & Hospitality Group in New York, where 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, he 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 \$20 billion of financings which include ground-up construction projects, value-add/transitional assets and stabilized properties. Notable transactions include the financing of the JW Marriott Essex House, the Standard High Line, the One Hotel Central Park, Loews Regency San Francisco and the Ritz Carlton St. Thomas. Representative clients include ADIA, Ashford Hospitality, Barings, Blackstone Group, Highgate Hotels, Rockpoint Group, Starwood Capital and Walton Street Capital, among others. In 2020, he was named the Jack A. Shaffer Financial Advisor of the Year.

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 over \$7 billion of first mortgage and mezzanine financings for securitization and balance sheet. In this role, He was actively involved in loan origination, loan structuring and closing. Davis 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, he worked as an attorney in Washington, D.C., where he covered banking and securities policy issues for members of the House and Senate Banking Committees.

Davis holds a B. 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 Business at the University of Pennsylvania.

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Sloan F. Dean III**Chief Executive Officer and President
Remington Hotels**

Sloan F. Dean III joined Remington Hotels in January 1, 2018 as COO, and was promoted to CEO & president on January 1, 2020. Prior to leading Remington, Dean was with Ashford for the five years prior as SVP of Underwriting & Revenue Optimization. Remington manages 88 hotels in 27 states with annual revenues over \$1B. Prior to Remington & Ashford, Dean held vice president of Business Development & Acquisitions, vice president of Sales & Marketing, senior vice president of Revenue & Market Strategy, corporate director of Revenue Management, Regional Revenue manager and analyst positions with Interstate Hotels, Alliance Hospitality, Noble Investment Group, IHG, & Oliver Wyman. Dean holds a BS in Industrial & Systems Engineering and a Certificate in Finance from Georgia Tech. He is currently a member of Young President's Organization (YPO), Hilton's Distribution Owner Advisory Council, ASFONA Board of Directors, and AH&LA Board of Directors.

Michael J. Deitemeyer**President & CEO
Aimbridge Hospitality**

Michael J. Deitemeyer is president & CEO of Aimbridge Hospitality, leading the company's growth, operations, and corporate disciplines worldwide with a current hotel portfolio of over 1,550 properties in 21 countries.

Deitemeyer was global president of Aimbridge following a merger with Interstate Hotels & Resorts in October 2019. Prior to that, he was president & CEO of Interstate Hotels & Resorts for nearly three years. He had a highly successful tenure with Omni Hotels & Resorts including 13 years as president, helping to grow Omni's organization through management roles in operations, development, sales and finance.

Deitemeyer holds board memberships with AHLA and its Executive Committee (2014-present), AHLEF (2018-present), and MINA, representing the company as an at-large board member of Marriott International's franchise advisory board (2018-present). He was a founding board member and served as chairperson of the Global Hotel Alliance (GHA), the world's largest alliance of independent hotel brands. In December 2018, *Lodging* magazine named him Person of the Year. Deitemeyer is a graduate of Fitchburg State University, where he also received an honorary Doctorate of Humane Letters.

Joe Delli Santi**Senior Vice President, Acquisitions and Development
MCR**

Joe Delli Santi is SVP, acquisitions & development, of MCR. In this role, he is responsible for assisting with the company's acquisition, development, and capital markets activities.

Prior to joining MCR in 2016, Delli Santi was a senior associate with Starwood Capital Group, where he was responsible for managing several of the firm's investments in the full- and limited-service hotel sectors. He also served as vice president of corporate development for TMI Hospitality, one of the country's largest hotel owner-operators with a portfolio of more than 180 select service and extended stay properties that Starwood Capital Group acquired in January 2015. In that role, he was responsible for the execution of the firm's growth-related initiatives, the disposition of non-core assets and various other functions.



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Jamie Dimon

Chairman and Chief Executive Officer
JPMorgan Chase & Co.

Jamie Dimon is chairman of the board and chief executive officer of JPMorgan Chase & Co., a global financial services firm with assets of \$3.2 trillion and operations worldwide. The firm is a leader in investment banking, financial services for consumers, small business, commercial banking, financial transaction processing and asset management.

Dimon became CEO on January 1, 2006 and one year later also became chairman of the board. He was named president and chief operating officer upon the company's merger with Bank One Corporation on July 1, 2004. Dimon joined Bank One as chairman and CEO in 2000.

Dimon began his career at American Express Company. Next, he served as chief financial officer and then president at Commercial Credit, which made numerous acquisitions and divestitures, including acquiring Primerica Corporation in 1987 and The Travelers Corporation in 1993. Dimon served as president and chief operating officer of Travelers from 1990 through 1998 while concurrently serving as chief operating officer of its Smith Barney Inc. subsidiary before becoming co-chairman and co-CEO of the combined brokerage following the 1997 merger of Smith Barney and Salomon Brothers. In 1998, Dimon was named president of Citigroup Inc., the global financial services company formed by the combination of Travelers Group and Citicorp.

Dimon earned his bachelor's degree from Tufts University and holds an MBA from Harvard Business School. He serves on the boards of directors of a number of non-profit institutions including the Business Roundtable, Bank Policy Institute and Harvard Business School. Additionally, he serves on the executive committee of the Business Council and the Partnership for New York City, and is a member of the Financial Services Forum and Council on Foreign Relations.

Joseph DiTomaso

Co-Founder and Chief Executive Officer
AllTheRooms

Joseph DiTomaso is the founder and CEO of AllTheRooms, the world's premier and leading provider of short-term vacation rental data and data insights. Our mission is to empower our customers and our employees, providing them with what is needed for them to be successful and powerful. DiTomaso is a former technology leveraged and acquisition finance investment banker for Morgan Stanley where he conducted over \$150Bn of opportunities and is a former leveraged loan portfolio manager having managed over \$10Bn long-short credit portfolio. He has an MBA from Columbia University and BA in Physics and Philosophy from Colgate University.



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Roger Dow

President and CEO
U.S. Travel Association

Roger Dow is president and CEO of U.S. Travel Association, the Washington, D.C.-based organization representing all segments of travel in America. U.S. Travel's mission is to increase travel to and within the United States.

As the leading travel industry advocate, Dow and his team regularly confers with administration and congressional leaders to advance policies that benefit the broader travel industry. His efforts have resulted in major legislative victories, including securing pandemic-related relief for the hard-hit travel industry, establishing and renewing Brand USA, the highly effective national travel and tourism promotion program, and procuring funds to maintain America's treasured national parks. Dow and U.S. Travel also are leaders of the Meetings Mean Business Coalition, which promotes and defends the value of face-to-face business meetings, trade shows, conferences, and conventions, as well as the Let's Go There Coalition, a domestic initiative to inspire future travel following steep declines associated with the coronavirus pandemic.

U.S. Travel provides the industry with unrivaled research and insights and holds renowned annual events, such as IPW, the leading international inbound travel trade show, and ESTO, the premier learning and knowledge-sharing forum for destination marketing professionals. Most recently, Dow launched The Dow Report, a regular video series that features conversations with prominent CEOs across the industry about their leadership throughout the pandemic.

For his efforts to unify the travel industry and increase its effectiveness on Capitol Hill, Dow has received multiple honors and awards. Dow has also held seats on several boards, including ASAE, GWSAE, MPI Foundation, PCMA, Tourism Diversity Matters, RE/MAX International, the Travel Institute, and the U.S. Chamber of Commerce Committee of 100, among others.

Prior to joining U.S. Travel in 2005, Dow spent 34 years at Marriott International, rising to senior vice president of global and field sales. Dow served in the United States Army with the 101st Airborne Division in Vietnam, where he received the Bronze Star and other citations. He earned a Bachelor of Science degree from Seton Hall University and was honored as a Most Distinguished Alumnus in 2012. In addition, he holds an honorary degree from Johnson & Wales University.



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Dorothy Dowling

Senior Vice President and Chief Marketing Officer
BWH Hotel Group

Dorothy Dowling is senior vice president and chief marketing officer for Best Western® Hotels & Resorts. Dowling, a 30-plus-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.

Since joining Best Western in 2004, Dowling has implemented a number of measures to increase market share and contemporize the iconic brand.

During Dowling's tenure, she helped introduce the descriptor program to establish distinct hotel types within the Best Western umbrella, made significant investments in the brand's sales programs, and re-branded the loyalty program to Best Western Rewards® - increasing its membership to over 40 million and more than doubling its revenue contribution percentage to hotels. BWR® has since earned key industry recognitions including ranking as a top hotel loyalty program by U.S. News & World Report® for seven consecutive years.

Under Dowling's leadership, Best Western has strengthened its strategic AAA® /CAA® partnership, resulting in Best Western receiving AAA's Lodging Partner of the Year Award annually since 2008.

Best Western has also become a leading hotel player in digital marketing through innovative partnerships with Google®, TripAdvisor® and Facebook®, among others. The "Best Western Virtual Reality Experience" earned Best Western a spot in Fast Company's Top 10 Most Innovative Companies in the AR/VR category.

In 2019, Dowling was named president of the Global Business Travel Association (GBTA) Allied Leadership Council. She is also chair of GBTA WINiT's Strategic Advisory Board, serves on HSMAI's Americas Board of Directors, and is an Independent Trustee on CubeSmart's Board of Directors.

Honored with a number of awards, Dowling was recently recognized as a Bronze Stevie® awardee in the Woman of the Year - Advertising, Marketing & Public Relations category; one of WINiT by GBTA's "Top 40 Women in Travel;" and GBTA's 2018 "Allied Member of the Year."

Before Best Western, Dowling held executive-level positions with ARAMARK's parks, resorts and conventions divisions, and Cendant (now Wyndham Hotel Group). Her hospitality career began in Canada after earning a joint Masters of Arts degree in sociology and leisure studies from the University of Waterloo in Ontario.



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E

Scott Ellman

**Managing Director
Eastdil Secured**

Scott Ellman is a managing director with Eastdil Secured in New York. He has more than 14 years of real estate experience advising clients on sales, financings, and strategic capital markets activities in both the United States and Europe. He is responsible for marketing and sourcing single asset, portfolio, and structured joint venture transactions within the commercial real estate capital markets, with a specific focus on hospitality related transactions. . Ellman joined Eastdil Secured in 2007 and has since participated in the sale, financing and capital raising of over \$50.0 billion in transactions. Prior to joining Eastdil Secured, He held internship positions with the Buccini/Pollin Group, a full-service real estate ownership and development company based in Wilmington, DE and HVS International, a leading hospitality consulting and appraisal firm based in Mineola, NY. Ellman received his BS in Hotel Restaurant and Institutional Management with a minor in Business Administration from the University of Delaware in 2007 and is a licensed real estate salesperson in the State of New York.

Jeffrey Emenecker

**Senior Director, Analytics
Cvent**

Jeffrey Emenecker brings over 25 years of experience in both entrepreneurial and corporate roles to bear for clients every day. He heads up hospitality product analytics for Cvent, which offers a variety of business intelligence and lead scoring products to hoteliers around the world. Emenecker has co-founded and sold multiple startups in the analytics space, including his company Decision Street being acquired by Cvent in 2014, where he's led the analytics team since. He holds a MBA in Finance from Rollins College in Orlando and a BBA in Accounting from Wisconsin - Eau Claire.

Isaac Esseku, CFA

**Global Head of Execution, Evidence Lab Innovations
UBS AG**

Isaac Esseku, CFA is the global execution head for UBS AG's Evidence Lab. In this role, he is responsible for the day-to-day operations in sourcing, curating, and creating insight-ready models that are used by the Investment Research, Wealth Management and Investment Banking Groups and external UBS clients. He oversees the creation and refinement of workflows, data engineering pipelines, metrics, analyses and visualization dashboards for Evidence Lab's Alternative data platform. Evidence Lab is a 7- year old startup created within UBS's Investment Bank that has 100+ framework level datasets underpinned by 10+ terabytes of data in production.

Esseku's prior experience includes investment research roles at Susquehanna International Group and Consumer Edge where he covered Fintech, Retail and the Hospitality industries. He started his career in the investment banking division of Deutsche Bank, and the Office of the CEO at Deutsche Bank. He helped Deutsche Bank develop its Latin America market strategy including purchasing banks in Mexico and Brazil and growing its market share from #10 to #5 in Latin America. Isaac also advised Deutsche Bank on strategies to grow its market share in the United States, including developing two advisory boards (US and Latin America) of former CEOs and congressmen who served as champions and advocates for Deutsche Bank in different industries.

Esseku earned dual degrees in Computer Science and Economics from Lafayette College, and an MBA from The University of Pennsylvania's Wharton School of Business. He is a CFA Charterholder. He is married to a lovely lady named Ola and is father to two of the loveliest kids in the world.



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Deric S. Eubanks

Chief Financial Officer
Ashford

Deric Eubanks is the chief financial officer of Ashford (NYSE American: AINC) and serves as the chief financial officer of both Ashford Hospitality Trust (NYSE: AHT) and Braemar Hotels & Resorts (NYSE: BHR).

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. 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 of 2003. He has written several articles for industry publications and is a frequent speaker at industry conferences and industry round tables. Before joining Ashford, he 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.

Jarrad Evans

Chief Investment Officer
Remington Hotels

As chief investment officer, Jarrad Evans is charged with leading Remington's strategic growth initiatives, investments, and business development team to meet the company's ambitious growth targets. Remington manages more than 80 hotels and resorts in 24 states, with combined annual revenues of more than \$1.0B. Evans joined Remington in 2019, and has more than 20 years' of experience in business development and investment leadership positions in the hospitality and leisure industries.

Evans earned an MBA at the W. P. Carey School of Business at Arizona State University, and a BS in journalism at the E.W. Scripps School of Journalism at Ohio University. He previously served on Hilton's Curio Owner Advisory Committee.



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F

Warren Feldman

Chief Executive Officer
Nehmer/HVS Design

Warren Feldman, AIA, ISHC is chief executive officer of Nehmer, a leading architecture, interior design, and project management firm specializing in the Hospitality industry. He is also a principal with HVS Design. With more than 35 years of experience, his expertise includes work as architect and owner's representative in the direction and management of multi-million dollar commercial, institutional, educational, residential, and hospitality projects.

Prior to joining Nehmer, 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.

He received his Bachelor and Master of Architecture degree from the Washington University in St. Louis and is a member of the American Institute of Architects. Complementing his education in architecture, Feldman completed his Juris Doctorate from Georgetown University in December, 1999, and is a member of the Maryland Bar.

William J. Ferguson

Chairman and Chief Executive Officer
Ferguson Partners

William J. Ferguson serves as chairman and CEO of Ferguson Partners. He conducts senior management recruiting assignments, with a specialization in president/chief executive officer searches and recruiting assignments for Boards of Trustees/Directors. He also conducts CEO succession planning assignments and facilitates public company Board assessments and senior management assessments.

Before founding Ferguson Partners, he 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 on real estate, he worked for General Mills in Minneapolis in strategic marketing.

Ferguson holds a Bachelor's degree from Harvard University, where he was a member of Phi Beta Kappa, and an MBA in marketing from the Wharton Graduate School of Business.

Carlos Flores

CEO & President
Sonesta International Hotels Corporation

Carlos Flores joined Sonesta International Hotels Corporation (Sonesta) as executive vice president in February 2012 and was appointed as the company's president and chief executive officer in January 2015.

As one of the fastest-growing hospitality companies in the US, Sonesta's portfolio of managed hotels has grown 350% since August 2020. Flores has led Sonesta's efforts to acquire and convert hundreds of new hotels, increasing the company's global presence with more than 1,200 locations.

Flores has fostered a "culture of caring" throughout the organization, which centers on the company vision: "To wow every guest, team member, partner, and community in which we operate by delivering quality, value, and amazing hospitality."

Flores has led the development of Sonesta's management team and the architecture of the critical support functions of sales, marketing, and revenue management. Under his leadership, the company has built a world-class franchise and development organization, while enhancing its training, service delivery, and guest experience platforms.

Flores has more than 25 years of experience working in high-growth organizations. Before joining Sonesta, he was vice president and chief information officer for The RMR Group. He previously held several senior leadership positions within the hospitality, technology, media, and retail industries.

A native of Northern California, Flores holds a degree in Business Administration from San Francisco State University. He currently lives in Boston with his wife and two children, and enjoys cooking and laughing out loud in his spare time.

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Kellan Florio**Managing Director
Goldman Sachs**

Kellan Florio is a managing director in the Real Estate Group in the Investment Banking Division and leads the firm's coverage of the lodging and leisure industry. He joined the Real Estate Group as an analyst in 2007 and was named managing director in 2019. Florio first joined Goldman Sachs as an analyst in the Securities Division in 2005 and took a one-year sabbatical in 2008 to volunteer for Grassroot Soccer, a South Africa-based HIV/AIDS nonprofit, before returning to the Real Estate Group as an associate in 2009. He earned a BA in Economics from Middlebury College in 2005.

Bill Fortier**Senior Vice President Development, Americas
Hilton**

William B. Fortier was named senior vice president – development, Americas in June 2008. He is responsible for developing both the managed and franchised businesses for all of Hilton's brands in both North and South America, A&C Americas and Contract Services and Owner Relations.

Fortier joined Hilton in 1996 as VP franchise development, where he worked with owners to develop Hilton and Hilton Garden Inn franchised hotels in the western US. At that time Hilton Hotels Corporation had just over 250 hotels. Prior to Hilton, he spent 10 years at Marriott International where he was vice president of development, and prior to that was a consultant with Pannell Kerr Forester for just under four years from 1983 to 1996.

Fortier earned a Bachelor of Science degree in Hotel/Restaurant Management from the University of Houston's Conrad N. Hilton College of Hotel and Restaurant Management in 1983.

James Francque**Global Head of Transactions
Hyatt Hotels Corporation**

James Francque serves as Global Head of Transactions for Hyatt Hotels Corporation. In this role, he is responsible for implementing the company's capital strategy globally – leading investments, mergers and acquisitions, and related transactional activity. Francque previously served as senior vice president, capital strategy & head of Hyatt Residential from 2014 to 2018 and as senior vice president & associate general counsel, providing legal support to the Corporate Transactions and Asset Management Groups, from 2011 to 2014. Prior to joining Hyatt, Francque was a partner at international law firm Jones Day. He is involved with a number of charitable organizations, including Misericordia, which serves more than 600 disabled children and adults in the Chicagoland area.



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Wayne Frederick, MD

President
Howard University

Distinguished Charles R. Drew Professor of Surgery

Wayne A. I. Frederick, MD was appointed the 17th president of Howard University in 2014. He previously served as provost and chief academic officer. Most recently, the Howard University Board of Trustees selected Frederick to serve as the distinguished Charles R. Drew Professor of Surgery.

Frederick has advanced Howard University's commitment to student opportunity, academic innovation, public service, and fiscal stability. He has overseen a series of reform efforts, including the expansion of academic offerings, establishing innovative programs to support student success and the modernization of university facilities.

Frederick received his BS and MD from Howard University. Following his post-doctoral research and surgical oncology fellowships at the University of Texas MD Anderson Cancer Center, he began his academic career as associate director of the cancer center at the University of Connecticut. Upon his return to Howard University, his academic positions included associate dean in the College of Medicine, division chief in the Department of Surgery, director of the Cancer Center and deputy provost for Health Sciences. He also earned a Master of Business Administration from Howard University's School of Business in 2011.

Frederick is the author of numerous peer-reviewed articles, book chapters, abstracts, and editorials and is a widely recognized expert on disparities in healthcare and medical education. His medical research focuses on narrowing racial, ethnic and gender disparities in cancer-care outcomes, especially pertaining to gastrointestinal cancers.

Michael Fuerstman

Co-Founder and Creative Director
Pendry Hotels & Resorts

Michael Fuerstman is the co-founder & creative director of Pendry Hotels & Resorts, the new luxury brand from Montage International. In this role, he oversees the development of the brand and its execution in design, guest experience, programming, and new development.

Prior to his current role, Fuerstman was the corporate director, acquisitions and development, for Montage Hotels & Resorts, responsible for new business development and acquisition opportunities for the company. He joined Montage Hotels & Resorts in 2009 as the residential sales operations manager at Montage Beverly Hills, where he led a team of sales associates in the strategic planning, marketing, and sales for Montage Residences Beverly Hills. Prior to joining Montage Hotels & Resorts, he was an assistant project manager with The Athens Group, a luxury resort developer, and was the co-founder of www.socialmonkey.com, one of the web's first location-based, mobile social networking websites.

Within the first year of opening, Sagamore Pendry Baltimore was recognized as the #1 Hotel in the United States by Conde Nast Traveler 2018 Readers' Choice Awards. Fuerstman was also honored with Boutique Design's 2018 Up-and-Coming Hoteliers Award and HOTELS magazine recognized him as one of its 20 Rising Star Hoteliers all 40 and under. Pendry Hotels & Resorts was recognized by Sunset Magazine in its 2019 Travel Awards as the Hotel Brand to Watch and was awarded as #4 Best Luxury Hotel Brand by USA Today Readers' Choice 10 Best Awards 2019. Pendry Hotels & Resorts also has been recognized as one of the first hospitality brands to receive the Environmental Media Association Gold Seal for Hospitality.

Fuerstman is a graduate of Tufts University, with a Bachelor of Arts in Political Science.

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Mary E. Galligan

Managing Director
Deloitte & Touche LLP

Mary Galligan is a managing director in Deloitte & Touche's Cyber practice. She advises senior executives on the crisis management challenges they face, in particular cyber risks. She helps clients develop and execute security programs to prevent and minimize the business impact of cyber threats. This includes Board education, cyber war gaming, and other strategy efforts as the public and private sector collaboration around cybersecurity in the US begins to take shape. Galligan provides cyber awareness briefings to over 70 Boards of Directors at privately held, as well as Fortune 500 companies. She has presented at numerous NACD events as well as at Stanford's Directors College. Due to her expertise in cyber risk and crisis management she is frequently asked by both print and TV news outlets to comment on developing cyber events.

Galligan joined Deloitte after retiring in 2013 from a distinguished career with the Federal Bureau of Investigation (FBI). She oversaw all FBI investigations into national security and criminal cyber intrusions in New York City, and advised numerous financial institutions, media entities, and law firms during their high-pressure situations. Her most recent position was with the New York Office as the special agent in charge of Cyber and Special Operations, where she led the largest technical and physical surveillance operation in the FBI.

She gained significant crisis management experience as the supervisor over the FBI's investigation into the terrorist attacks on 9/11, as one of the on-scene commanders in Yemen after the bombing of the USS Cole, and as the special agent in charge of special events and SWAT in New York City.

Galligan held other leadership roles during her 25-year tenure with the FBI: first female special agent in charge, New York, FBI; chief inspector of the FBI; led a director's initiative on risk-based management.

Galligan holds a bachelor's degree from Fordham University, Bronx, New York; a master's degree in Psychology from the New School for Social Research, New York, New York; and an Honorary Doctor of Law from Marian University, Fond du Lac, Wisconsin. She is an FBI-certified crisis negotiator and crisis manager.

Laurence Geller

Chairman
Geller Capital Partners

Laurence S. Geller CBE, chairman of Geller Capital Partners, is an accomplished businessman and entrepreneur, having led multinational, hospitality and tourism corporations. In 1997, he founded Strategic Hotels & Resorts. Previously, he held positions as EVP and COO of Hyatt Development Corporation, SVP of Holiday Inns, and director of Grand Metropolitan Hotels. Geller serves on the Board of Michels & Taylor. He previously served as chairman of the IREFAC for six non-consecutive terms. He is the founder and CEO of Loveday and Company, a UK-based developer and operator of luxury dementia care residential facilities. Philanthropically, he serves on the Boards of Children's Memorial Hospital, British American Business Consul, the American Jewish Committee, the Culinary Institute of America, and For the Love of the Game. Geller is chairman of the Board of Trustees for the International Churchill Society. He is the leading donor to the University of West London where he is chancellor. He serves on the Board of the Royal United Services Institute for Defense & Security Studies (RUSI), is Chairman of the Imperial War Museum USA and the Atlas Foundation USA. On December 31, 2011, Geller was named a Commander of the Order of the British Empire (CBE) by Her Majesty Queen Elizabeth II. He has over 50 years of experience in lodging and has received numerous awards for service to the industry and his civic endeavors.



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Thomas Giuliano

Managing Director
BWH Hotel Group

Thomas Giuliano is a 20-year veteran of the hospitality industry, with a focus on new construction and conversion franchising opportunities across the northeast and eastern Canada. He has been with BWH Hotel Group since 2016 and currently serves as the managing director. Giuliano began his hospitality career in 1999 with Cendant Corporation, and has also held senior roles with LaQuinta Hotels and World Hotels as regional director of franchise sales and development.

Arthur Goldfrank

Managing Director, Mergers and Acquisitions
Deutsche Bank Securities

Arthur Goldfrank is a managing director in the Mergers & Acquisitions Group of Deutsche Bank Securities. He heads the advisory effort within the bank's Real Estate, Gaming, Lodging & Leisure Group. Over the past several years, he has undertaken transactions on behalf of Marriott International, Hilton Worldwide, Ryman Hospitality, Wyndham Worldwide, Accor, Caesars Entertainment, VICI Properties, JACK Entertainment and Invitation Homes, among others.

Prior to joining Deutsche Bank, Goldfrank practiced law at Skadden, Arps. He has a BA in Economics from the University of Pennsylvania and a JD degree from the University of Chicago Law School.

Phillip Gordon

Partner
Perkins Coie

Phillip Gordon focuses his practice in the areas of real estate and land use, 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 more than 75 hotels in North America and Europe. He also has advised sponsors on establishing private equity funds and has represented portfolio companies of the private equity funds. Gordon has handled numerous public and private corporate acquisitions and dispositions, and has advised boards of directors and committees of boards of public companies on a range of topics.

Nicolas Graf, PhD

Jonathan M. Tisch Chaired Professor and Associate Dean
NYU School of Professional Studies Jonathan M. Tisch Center of Hospitality

Nicolas Graf, PhD, is the Jonathan M. Tisch chaired professor and associate dean of the NYU School of Professional Studies Jonathan M. Tisch Center of Hospitality. 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 a 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, the Middle East, Africa, North and South America, and Europe, and he has conducted several consulting projects in the fields of asset management, strategic planning, and business development.



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Ken Greene

President & CEO
AAHOA

Ken Greene serves as president and CEO of AAHOA, the world's largest hotel owners association.

Prior to joining AAHOA in June of 2021, his career included successfully leading hospitality organizations for more than two decades in the United States and around the world.

His leadership at global hotel brands like Radisson Hotel Group, Cendant Corporation (now Wyndham Hotel Group), resulted in significant positive change in culture, growth, and financial performance.

Greene has served on several hospitality industry boards and is a frequent speaker at major international conferences. He also was CEO of Greenhouse Consulting, a Florida-based management and advisory services company.

His background in hospitality will help advance and protect the business interests of the nearly 20,000 AAHOA Members.

Greene also is an MBA graduate of the University of Texas at Dallas, and earned a Bachelor of Arts degree in Economics from Swarthmore College in Swarthmore, Pennsylvania.

Andrea Grigg

Senior Managing Director, Head of Global Asset Management
JLL

Andrea Grigg leads the Global Asset Management practice for JLL. She oversees JLL's cross-border clients, working in collaboration with the regional asset management leads.

Grigg also oversees the operator/brand selection and management contract negotiation services in the Americas, allowing JLL to better align the selection process and better serve clients by sharing global best practices.

Grigg is personally involved in the strategic asset management of the entire JLL Americas and Global Asset Management portfolios and interacts with senior-level ownership, brand, and management executives. In this capacity, she strives to ensure JLL asset management services are tailored to meet clients' objectives and ensures the necessary resources are deployed to meet clients' ambitions.

Grigg brings 20+ years of leisure real estate and hospitality industry experience to her role as practice leader, including luxury resort and master-planned community operations, international residential sales consulting, and hotel asset management. She has extensive asset management experience and has worked with some of the most prominent owners, brands, and independent management companies worldwide.

Grigg graduated from the University of Morón School of Tourism and Hospitality in Argentina in 1995. She is fluent in both English and Spanish. She is a member of the Hospitality Asset Managers Association (HAMA) Americas. She has participated as a speaker at numerous industry conferences and authored thought leadership content.

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Andrew Hamilton, PhD

President
New York University

Andrew Hamilton, PhD, is the 16th president of New York University. He previously served as the vice chancellor of Oxford University, the university's senior officer, after an academic career that took him from Princeton to the University of Pittsburgh, and then to Yale, where he was named provost. Throughout his time in academic leadership positions, he has maintained his scholarly work, including an active research laboratory, which he continues to do at NYU.

A distinguished chemist and a Fellow of the Royal Society, Hamilton's scholarly work lies at the intersection of organic and biologic chemistry. He received his PhD from Cambridge University, his master's degree from the University of British Columbia, and his undergraduate degree from Exeter University.

John S. Hamilton

Senior Vice President, Acquisitions and Business Development
Pyramid Hotel Group "PHG"

John S. Hamilton is responsible for PHG's new management assignments, acquisitions, and business development. In the past 17 years, Hamilton and his team have underwritten, financed, acquired and/or taken over management of over 140 hotels with over 55,000 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 over 100 hotels and resorts under management, comprising over 24,000 rooms, over 1.5 million square feet of meeting space, and approximately 12,000 employees. Pyramid Hotel Group was ranked among the largest US hotel management companies by independent sources.

Eliot Hamlisch

Executive Vice President, Loyalty and Revenue Optimization
Wyndham Hotels & Resorts

Eliot Hamlisch serves as executive vice president, Loyalty and Revenue Optimization, at Wyndham Hotels & Resorts. In this role, he is responsible for maximizing revenue generating opportunities across Wyndham's diverse portfolio of 20 iconic brands, with oversight for the company's customer engagement, loyalty, credit card, partnerships, distribution, and revenue management functions.

Prior to his current position, Hamlisch led Wyndham's Global Sales organization. He joined the Company in 2016 as vice president of Sales Innovation after serving in senior sales, strategy and business development roles with Starwood Hotels & Resorts, Deloitte Consulting, and American Express Company.

Hamlisch graduated magna cum laude from Harvard University and received his MBA from Harvard Business School. He currently serves as an advisory board member for Cornell University's Center for Hospitality Research, is a founding member of HSMAI's Chief Loyalty Officer Executive Roundtable, and is a member of Harvard University's Harvard College Schools Committee.

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Brent HandlerFounder & CEO
Inspirato

Brent Handler is a leading innovator within the luxury hospitality industry. In 2002, he and his brother Brad founded Exclusive Resorts. Handler served as the company's president through 2009, as it amassed more than \$1 billion in real estate assets, delivered tens of thousands of vacations, and set the standard for the destination club industry. In January 2011, Handler, his brother, and their partners launched Inspirato, the innovative luxury travel subscription company that provides travelers access to a managed and controlled portfolio of luxury vacation homes and other vacation options, leveraging a subscription model to ensure the service and certainty that affluent customers demand. In 2019, Handler led Inspirato as it improved travel again with the introduction of Inspirato Pass, the world's first luxury travel subscription inclusive of nightly rates, taxes, and fees. Handler graduated from the University of Colorado with a bachelor's degree in business.

Clark W. HanrattiePartner
HEI Hotels & Resorts

Clark W. Hanrattie is responsible for managing the firm's transaction activity, including acquisitions, dispositions and third-party management contracts, as well as overseeing the firm's capital raising, investor relations, financial/tax reporting and asset management functions. Prior to joining HEI in February 2004, Hanrattie was a partner at Olympus Real Estate Partners, the real estate-affiliate of LBO-firm Hicks, Muse, Tate & Furst, which acquired approximately \$5 billion in assets from 1994 to 2003 through three discretionary real estate funds representing nearly \$1.7 billion in equity commitments. During his 10-year association with Olympus, Hanrattie rose from associate to partner/investment committee member, and was responsible for the firm's hotel investment activities from 1999 to 2004. He either led, or was actively involved in, the acquisition of 63 hotels and resorts, covering approximately \$1.35 billion in transaction value. Prior to Olympus, Hanrattie was with Montford Companies, a private real estate concern based in Dallas. He earned a BS from Texas A&M University, and is a member of AHLA and the New York Hospitality Council.

John HarperSenior Vice President
CBRE

John Harper is a senior vice president with CBRE Hotels as part of the Institutional Group. He specializes in large, complex hotel transactions including Belmond Charleston Place, Mandarin Oriental Boston, and Montage Beverly Hills, where he is able to utilize his business, legal, and real estate background. In the last nine years, Harper has been directly involved in the sale of over 60 hotels representing more than 30,000 hotel rooms totaling over \$8 billion including 25+ transactions of over \$100 million.

Harper earned a JD focusing on commercial real estate law from Georgia State University, an MS in Real Estate from Georgia State University, and a BS in Management from Georgia Institute of Technology with a focus on finance. Prior to beginning his career in hotel capital markets, Harper's experience included acting as a commercial real estate attorney, working for a big-box retail developer, and, during college, serving as a bat boy for the Atlanta Braves.

Greg HartmannSenior Vice President Luxury, Lifestyle, Resort Residential & Corporate Development
Hilton

Greg Hartmann oversees the development and conversion of luxury hotels and residences for Waldorf Astoria, Conrad, LXR and major Hilton projects in markets throughout North America including the largest single asset development in the company's 100-year history at Resorts World Las Vegas opening in 2021.

Previously, he was managing director of JLL's Hotel Asset Management & Advisory Services Group from 2011 to 2017. Before that time, Hartmann was the co-founder of STR Analytics with Randy Smith, and an MAI and managing director of HVS International for over 23 years.

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J. Robison Hays**President & Chief Executive Officer
Ashford Hospitality Trust**

J. Robison Hays, III is the president and chief executive officer of Ashford Hospitality Trust (NYSE: AHT) and the senior managing director of Ashford (NYSE American: AINC). He is also a member of the Board of Directors of Ashford Trust.

Hays has nearly two decades of business experience operating and growing companies, including 15 years of real estate experience. Previously, he served as Chief Strategy Officer for Ashford, Ashford Trust and Braemar Hotels & Resorts (NYSE: BHR). He also served as Co-President for Ashford. Prior to these roles he served as Senior Vice President Corporate Finance & Strategy for Ashford Trust and Braemar Hotels & Resorts.

During his tenure at Ashford, Mr. Hays has been responsible for leading the execution of key strategic and operating initiatives. He has overseen financial analyses related to mergers, acquisitions, divestitures, refinancing, hedging, capital market transactions and major capital outlays. Prior to 2013, in addition to his other responsibilities, Mr. Hays was in charge of Ashford Trust's investor relations efforts. Mr. Hays is a frequent speaker at industry and Wall Street investor conferences.

Prior to joining Ashford, Mr. Hays worked in the Corporate Development office of Dresser, Inc., a Dallas based oil field service and manufacturing company, where he focused on mergers, acquisitions, and strategic direction. Before working at Dresser, Mr. Hays was a member of the Merrill Lynch Global Power & Energy Investment Banking Group based in Texas.

Mr. Hays earned his A.B. in Politics with a certificate in Political Economy from Princeton University and later studied philosophy at the Pontifical University of the Holy Cross in Rome, Italy.

Michael Heaton**President
Waterford Hotel Group**

Michael Heaton is president of Waterford Hotel Group. His responsibilities at Waterford include all aspects of ongoing operations for the firm, including all facets of operating the managed portfolio. Additionally, he develops and maintains relationships with potential institutional, financial, and individual partners to grow the company's management portfolio. Since joining the company in 1997, Heaton has held numerous management positions at hotels before assuming the role of vice president, operations in 2009, and then president in 2018. He is a member of the Board of Directors for the American Hotel & Lodging Association and a past president of the Connecticut Lodging Association. Heaton holds a Bachelor of Arts degree in Economics from the State University of New York - Albany.

Kate B. Henriksen**Co-Chief Investment Officer
RLJ**

A veteran RLJ executive, Kate B. Henriksen has overseen the underwriting on completed transactions totaling \$8 billion, including the merger with FelCor Lodging Trust. She has also been involved in RLJ's capital recycling program, marketing for sale nearly \$3.7 billion in sold assets. When RLJ was privately held, she also oversaw the portfolio management function 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. Prior to joining RLJ in 2002, Henriksen served as a director of development planning and feasibility at Marriott International. Her experience also includes consulting on and appraising more than \$4 billion in existing and proposed lodging facilities for HVS International. Henriksen received a bachelor's degree from Cornell University's School of Hotel Administration. She currently serves as a member of the Board of Directors of Stratus Properties.

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Mark Heymann

Chief Executive Officer
UniFocus

Mark Heymann is a founding partner and the chairman and CEO of UniFocus, the leading workforce performance firm in the service sector. He brings to his position more than 40 years of expertise in the industry, particularly in hospitality.

Heymann previously was founder and president of the Heymann Group Inc. (HGI), a consulting, software and asset advisory company that was a forerunner in relating labor management to service quality in the hotel industry. For 15 years, HGI delivered significant bottom-line results to clients including Xanterra Resorts, Omni Hotels, Orient Express Hotels, and Loews Hotels. Under Heymann's leadership, HGI pioneered the development of labor management system technology, and in 1991, it introduced the resource and labor management software program Watson R.M.™

In 1998, Heymann coordinated HGI's merger with Strategic Quantitative Solutions to create UniFocus, the first company to deliver the full array of performance management systems for the hospitality industry. UniFocus' first-to-market innovations include automated scheduling, touch-screen time clocks and task-based labor for meetings and conventions. UniFocus was also the first in the industry to guarantee a return on investment, and its meeting planner feedback solution was the first to include a multi-tier survey process to support the overall relationship with the meeting planner throughout the sales, planning, and event period.

Today, UniFocus optimizes workforce performance with the most comprehensive systems and performance tools available on the market, including applications and services for labor management, time and attendance, budgeting and integrated survey solutions. Its platform is cloud-based with mobile applications for iOS and Android.

Heymann holds a BA in economics from Brown University and an MS in business from Columbia University.

Amanda Hite

President
STR

Amanda W. Hite, STR's president since 2011, oversees the company's business activities and overall direction.

Under Hite's leadership, STR has experienced substantial growth in its global presence, client base, data coverage, and revenue. Her time with the company has also resulted in several significant milestones, including the 2016 unification of STR's global brands, and the implementation of a number of key industry deliverables. Additionally, Hite led STR through the company's acquisition by CoStar Group (NASDAQ: CSGP) in late 2019.

Hite's accomplishments have been recognized with inclusion in "30 Influential Women in Hospitality" and "40 Under 40 Emerging Leaders" lists.

Hite is a member of the Board of Directors of the American Hotel & Lodging Association, the U.S. Travel Association, the Executive Council of Women in Lodging, and the Board of Directors of Forward Sumner Economic Partnership. 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 and Restaurant Management Program at Auburn University.

Prior to joining STR in 2006, 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, TN, with her husband and two children.

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Richard S. Hoffman**Global Business Development Officer
Marriott International**

Rick Hoffman serves as global business development officer for Marriott. Prior to January 1, 2021, his title was executive vice president – mergers, acquisitions & business development, a position he held since August 2004. For the past 17 years, he has been responsible for leading and supervising the company's mergers and acquisition strategy and execution, and developing new business opportunities for the Company. He led the Marriott team in successfully negotiating and closing the company's acquisition of Starwood Hotels & Resorts in 2016, the largest M&A transaction in the hospitality industry at over \$13 billion and had a lead role in the company's acquisitions of Delta Hotels & Resorts (Canada), Protea Hotels (Sub-Saharan Africa), Gaylord Hotels (United States) and AC Hotels (Spain and Italy). Hoffman also negotiated the Edition brand partnership with Ian Schrager and the Moxy Hotel brand agreement with Inter IKEA.

In addition to his M&A work, Hoffman has been Marriott's lead representative on the business side in start-up technology investments and innovative partnerships. He led the Marriott team in creating an industry consortium on hospitality procurement that became Avendra and participated in the sale of Avendra to Aramark in 2019. Following the Starwood merger, he led the Marriott team in negotiating new co-brand credit card agreements with J.P. Morgan Chase and American Express. He has supervised the company's investment in more than a dozen technology-related companies and funds, including fund investments with leading hospitality industry participants Thayer Ventures, Fifth Wall, and Valor Siren funds.

Prior to joining Marriott, Hoffman was an attorney for 19 years with the Washington, D.C., law-firm of Williams & Connolly.

Jeffrey A. Horwitz**Partner and Co-Head, Private Equity Real Estate and Hospitality, Gaming & Leisure 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 firm's internationally recognized Hospitality, Gaming & Leisure Group. He also has served as co-head of mergers and acquisitions and as a member of Proskauer'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 regularly is engaged to advise boards, management teams, and investors on strategic matters, from litigation to personnel to transactions. He also is the head of the firm's cross-disciplinary, cross-jurisdictional Coronavirus Taskforce, helping to shape the guidance and next steps for clients impacted by the pandemic.

Horwitz counsels clients on the full range of their activities, from seed capital to public offerings, acquisitions, and operational matters, often acting as outside general counsel. He regularly represents major financial institutions, sovereign wealth funds, private equity, and family offices in sophisticated financial and other transactions. He has handled deals aggregating more than \$200 billion in value, including tender offers, "going-private" transactions, IPOs, restructuring and structured finance transactions, and mergers and acquisitions in industries as diverse as biotechnology and aerospace, retail and cable television, and education and scrap metal. He regularly handles transactions outside the United States, including Europe, the Middle East, Asia, Latin America, Australia, South Africa, and India.

Leading Proskauer's Private Equity Real Estate Group, Horwitz works with a team of 75 lawyers from across the firm advising on complex transactions and disputes relating to real estate, and particularly lodging. As co-head of the firm's Hospitality, Gaming & Leisure Group, he has handled virtually every type of matter and has worked with virtually every major player in these industries, including transactions for nearly 3,500 hotels comprising more than 275,000 rooms and involving more than \$12 billion. Horwitz's experience, both in and outside the US, extends to hotel and casino development and construction, portfolio and single-property acquisitions, sales and restructurings, financings, management, marketing, reservations systems, litigation counseling and strategic planning, and ancillary services. This breadth of work is key to executing complex and sophisticated transactions for clients such as Accor, Fortress, Gehr Hospitality, Rubicon, and Yucaipa, among others.



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Amy Hulbert

Vice President, Boutique and Upscale Brands
BWH Hotel Group

Amy Hulbert is vice president of boutique and upscale brands for Best Western® Hotels & Resorts. A 25-year veteran of the hospitality design industry, Hulbert joined the company in 2010 and now leads the brand team in helping promote the successful growth and performance of its upscale and boutique brands.

At the helm of the design department for Best Western Hotels & Resorts for nearly a decade, she led the design of two of Best Western's newest brands – Vīb® and GLō®, and developed the conversion boutique brands Sadie and Aiden, and rolled out various prototypes for the company's legacy brands. Helping catapult the company to the forefront of industry innovation through cutting-edge design, Hulbert is an industry thought leader and 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, Illinois. In 1998, Hulbert joined Hilton Hotels Corporation and was an integral part of the design team at Hilton for 11 years. Hulbert received her degree in Interior Design from Miami University in Oxford, Ohio.



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Andy Ingraham

President, CEO, and Founder

National Association of Black Hotel Owners, Operators & Developers (NABHOOD)

Andrew “Andy” Ingraham is a current resident of Broward County, Florida, and a native of Nassau, Bahamas. He has fused culture and commerce throughout his professional life. He came to the United States in 1972, interested in becoming an entrepreneur and establishing a business in the US. He has more than 28 years in the travel and tourism industry, developing specific expertise in multicultural and Caribbean tourism.

Ingraham first started by marketing South Florida’s merchandise and services to the Caribbean islands. He launched Horizons Marketing Group International, his first company, in Fort Lauderdale, Florida. The focus of his company was to provide car rental, hotel, and flight packages for Caribbean travelers to South Florida. As president/CEO of Horizons International Group, Ingraham has been instrumental in expanding its marketing and public relations, with special emphasis on African American and multicultural tourism. Horizons created a number of programs for international, domestic, and Caribbean destinations. He also has worked with many clients to create conferences, including the Vibe Music Conference, FUBU, Impact, and Revolt Music Conference. He was responsible for recruiting the American Tennis Association (ATA) to Fort Lauderdale and the Acapulco Black Film Festival to Miami when it changed the name to the American Black Film Festival.

Later, Ingraham saw the opportunity for multicultural tourism and began searching for ways hotels could cater to a more diverse population. In 1999, he founded the National Association of Black Hotel Owners, Operators & Developers (NABHOOD), which was officially incorporated in 2001. He is president and CEO of NABHOOD, whose mission statement is “to increase the number of African Americans developing, managing, operating, and owning hotels.” He has created partnerships with many hotel brands, including Marriott, Hilton, Choice, Starwood, Wyndham, IHG, Best Western, La Quinta, and others, with the purpose to grow African American ownership. Today, NABHOOD members have more than 1,000 hotels both domestically and internationally, and that number is expected to increase to more than 1,500 hotels in the next five years.

Kavitha Iyer

Head of Design

IHG Hotels & Resorts

Kavitha Iyer joined IHG Hotels & Resorts in 2021 as head of design for the Americas. An architect and designer with over 20 years of experience in Hospitality, she is responsible for leading architecture and design for IHG’s 13 global brands.

Iyer and her team of talented architects and designers at IHG collaborate closely with Brand, Development and Operations to imagine and create distinctive design experiences which align closely to each brand personality. She and her team are responsible for leading various design strategy initiatives across the portfolio, which include new mainstream brands like Atwell Suites to upscale and luxury brands like Hotel Indigo and Intercontinental Hotels.

Prior to joining IHG® Hotels & Resorts, Iyer was the director of design at Marriott International where she led several high-profile initiatives which focused on transformative next generation design experiences for upscale brands.

Iyer’s love for travel fuels her continued passion to spend her free time exploring, discovering new places, meeting new people and being inspired by the everyday.

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J

Kevin J. Jacobs

**Chief Financial Officer and President, Global Development
Hilton**

Kevin Jacobs is chief financial officer and president, global development for Hilton, and leads the company's finance, real estate, development and architecture and construction functions globally. Jacobs joined the company in 2008 as senior vice president, corporate strategy; was elected treasurer in 2009; was appointed executive vice president & chief of staff in 2012; assumed the role of chief financial officer in 2013; and added the role of president, global development in 2020.

Prior to Hilton, Jacobs was senior vice president, mergers & acquisitions and treasurer of Fairmont Raffles Hotels International. Prior to Fairmont Raffles, he spent seven years with Host Hotels & Resorts, ultimately serving as vice president, corporate strategy & investor relations. Prior to Host, Jacobs had various roles in the Hospitality Consulting Practice of PwC and the Hospitality Valuation Group of Cushman & Wakefield.

Jacobs is a member of the Board of Directors of Omega Healthcare Investors, a triple-net, equity REIT (NYSE: OHI) that supports the goals of skilled nursing facility and assisted living facility operators with financing and capital. He also serves on the Board of Directors of Goodwill of Greater Washington, is a trustee and member of the Executive Committee of the Federal City Council, is a member of the Cornell University Council and of the Dean's Advisory Board of the Cornell University School of Hotel Administration, and is a member of the Executive Committee of the American Hotel & Lodging Association.

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

Dana Jacobsohn

**Chief Development Officer, U.S. Luxury Brands & Global Mixed-Use
Marriott International, Inc.**

Dana Jacobsohn joined Marriott International in 1996 as manager, development planning & feasibility. During her time on the Feasibility team, she analyzed the viability of hotel projects across Marriott's portfolio of brands throughout North America. Jacobsohn transitioned to Development in 2014. In her current role as senior vice president, global mixed-use development, she has been responsible for the growth of Marriott's global portfolio of residential brands including St. Regis, Bvlgari, Ritz-Carlton, W Hotels, EDITION, The Luxury Collection, JW Marriott, Marriott, Westin, Le Meridien, Autograph Collection, Sheraton, Delta, and Tribute Portfolio. She has strategically grown the residential business to span across all of Marriott's full-service brands and in both managed and franchised operations. Over the last five years, Jacobsohn has been responsible for growing the global branded residential portfolio (both co-located with hotels and standalone deals) to the largest in the industry, with over 100 operating properties and almost 90 pipeline properties.

Jacobsohn's professional career includes over 25 years in the hospitality industry with extensive experience in market planning and analysis, asset management, and both hotel and residential development. She has worked for both private and publicly held companies including Ernst & Young and AEW Capital Management. As part of her involvement in real estate, she has spoken at many conferences on matters related to global mixed-use development and currently serves on the ULI Innovation Council for the DC Chapter and the Cornell Real Estate and Finance board. Jacobsohn also is a member of Marriott's Diversity and Inclusion Talent Council. She earned her bachelor's degree from the School of Hotel Administration at Cornell University.

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Andrew Jordan

**Chief Marketing Officer
Aimbridge Hospitality**

As chief marketing officer of Aimbridge Hospitality, Andrew Jordan leads all revenue initiatives including sales, marketing, revenue management, e-commerce, and distribution. He drives peak topline results for the company's global portfolio of independent, branded, full-service and select-service hotels. With more than 30 years of experience, Jordan has grown revenues and market share for hospitality and retail companies requiring speed, competitiveness and creativity, achieving success in leadership roles at Coca-Cola, Club Med, Wyndham International, Carlson Restaurants, and Adeptus Health.

Jordan holds a Master of Business Administration degree from New York University, Stern School of Business and a Bachelor of Science degree in Advertising from the University of Texas.

Christopher J. Jordan

**Managing Director, Head of Specialty Real Estate Finance
Wells Fargo Corporate & Investment Banking**

Christopher Jordan is a managing director within Wells Fargo's Corporate & Investment Banking Group. He oversees Specialty Real Estate Finance — a collection of sector-focused lending units covering Lodging & Leisure, Seniors Housing, Medical Office & Life Sciences, Manufactured Home Communities, and Data Centers. Clients include leading private owner/operators, institutional investors, real estate and infrastructure focused private equity funds, public lodging and healthcare REITs, and global hotel brand companies.

During his 33-year Wells Fargo career, Jordan has been involved with several commercial real estate lines of business. He led the formation of the Hospitality Finance Group in 2008, and the Seniors Housing Finance Group in 2014. Prior to 2008, he was responsible for all general real estate banking in the Mid-Atlantic and New England regions, and a regional manager for the Washington Metropolitan Area. From 1994 until 1998, he was a member of the Real Estate Capital Markets Group in San Francisco.

Jordan received his B., cum laude, from Duke University's Trinity School of Arts and Sciences, and his MBA from the university's Fuqua School of Business. He is a member of the American Hotel & Lodging Association's Financing Advisory Council and Hotel Investment Roundtable. In January 2019, he received the Jack A. Shaffer Financial Advisor of the Year Award at the annual Americas Lodging and Investment Summit in Los Angeles.

Jordan lives with his wife and teenage son in McLean, Virginia.

David Jordan

**Senior Vice President, Chief Information Security Officer
IHG Hotels & Resorts**

David Jordan joined IHG in July 2018 in the newly defined role of SVP/chief information security officer (CISO) reporting to George Turner. As CISO Jordan has responsibility for developing and managing the strategy and approach to protecting the confidentiality, integrity and availability of our most critical information assets and the systems that process those assets. He is based in Atlanta and married with two daughters.

Prior to joining IHG Jordan served for 10+ years as the chief information security officer (CISO) for Invesco - one of the world's largest independent, global asset management companies with over \$1Tn in assets under management. In this role he had responsibility for Information Security and Business Recovery Planning worldwide running in a convergence model alongside physical security, personnel security/executive protection and travel security underpinned by a centralized intelligence function.

Jordan joined Invesco from PwC having worked for the consulting arm in Europe and in North America. Prior to consulting he was with the Ministry of Defence in London. He holds the Certified Information Security Manager (CISM) and Certified Information Systems Auditor (CISA) qualifications and graduated from the University of Bristol in England with a bachelor's degree in Mechanical Engineering.



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Julie Jurta

Vice President, Human Resources, Americas Hotel Operations
IHG Hotels & Resorts

Julie Jurta joined IHG Hotels & Resorts in late 2019 and is currently VP, HR Americas Hotel Operations. In this role she has oversight to human resources for company managed hotels in the region as well as the teams that support the franchise portfolio. Previously, she led brand service and training on the Global Guest Experience Team.

Prior to joining IHG, Jurta held a number of HR business partner roles with Marriott International and Starwood Hotels supporting managed hotels, global reservation centers, franchise and owner services, and supply chain.

Jurta began her career with the Walt Disney Company in California in leadership roles on the operations, human resources and the Disney University teams. She holds a Master's in Organizational Development from the University of San Francisco.

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K

Naveen P. Kakarla

President and CEO
HHM

Naveen Kakarla is the president and chief executive officer and also on the Board of Directors of HHM, formerly known as Hersha Hospitality Management. HHM manages over 150 hotels with concentration in major markets such as Boston, New York City, Philadelphia, Washington D.C., Orlando, Miami, Los Angeles, San Francisco Bay Area, Seattle, and Texas. Kakarla is responsible for HHM's investment and fund management, acquisitions and development, finance and accounting, human resources, and capital projects.

Kakarla launched HHM's luxury and lifestyle division, which features the Independent Collection ("iC") of uniquely curated hotels and resorts in gateway markets from coast to coast. He prior led the New York City region for HHM and also oversaw its development and construction division. Outside the real estate sector, Kakarla was previously a partner specializing in corporate and securities law at the national law firm of Jenkins & Gilchrist, P.C., and was previously associated with Akin, Gump, Strauss, Hauer Feld, LLP in Washington D.C. Kakarla earned a Bachelor of Arts from Austin College and a law degree from Cornell Law School. Prior to joining HHM in 2005, he worked with private equity and early stage investments.

Kakarla is a board trustee at Thomas Jefferson University Hospital System, which includes the Sidney Kimmel Medical College. He also serves on the corporate board of the Barnes Foundation Museum and is an active member of the Young President's Organization.

Angie Kamath

Dean
NYU School of Professional Studies

Angie Kamath serves as the dean of the NYU School of Professional Studies. She has had a distinguished career in higher education and in roles that have amplified her deep expertise in workforce development. Kamath is a champion of fostering equal opportunity for all through higher education and through workforce programs that provide immediately applicable skills across growing and emerging fields.

Prior to joining NYU SPS, she served as the University dean at the City University of New York (CUNY), and was responsible for continuing education and workforce development programs at the nation's largest urban public university, which serves more than 270,000 degree students and has over 250,000 enrollments in continuing education courses. She oversaw grant-funded workforce development programs that sought to improve the skills, career prospects, and outcomes in targeted sectors including IT, finance, healthcare, and municipal government.

Prior to her role at CUNY, Kamath served as an executive VP and executive director at Per Scholas, a national IT job training nonprofit headquartered in the South Bronx. At Per Scholas, she was responsible for launching the social enterprise team tasked with generating fee for service revenues. In addition, she oversaw the New York training operation that trained and placed over 500 individuals each year in middle skills jobs in the IT field.

Prior to Per Scholas, Kamath worked as a deputy commissioner at the NYC Department of Small Business Services for seven years, where she oversaw adult workforce programs that served more than 100,000 New Yorkers each year during the Bloomberg administration.

Kamath holds a BS in Business Management from Cornell University and an MPP from the Harvard Kennedy School.



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Jared H. Kelso

Executive Managing Director
Cushman & Wakefield

Jared Kelso joined C&W Hospitality's predecessor company, Sonnenblick Goldman, in 2006 and co-heads the national hospitality capital markets practice. He has spent the last 20 years in various facets of the hospitality industry, including resort and urban-hotel operations, academia and consulting. His responsibilities include the origination and marketing of sale and financing transactions, facilitating the due diligence process, complex financial and market analysis, with a focus on ensuring an efficient marketing and closing process.

Since joining Cushman & Wakefield, Kelso has completed approximately \$19.0 billion in investment sales and debt placements. Prior to joining C&W, he worked as a hospitality consultant for Pinnacle Advisory Group and held management positions with Marriott International at the Marriott Marquis in New York City.

Greg Kennealey

Chief Executive Officer
Mission Hill Hospitality – A KSL Capital Company

Prior to starting Mission Hill Hospitality, Kennealey spent 10 years at KSL Capital Partners where he was a principal and head of hospitality. During his tenure at KSL Capital, he served on the boards of directors for Davidson Hospitality Group and Outrigger Hotels & Resorts and led the performance management of KSL's U.S. hotel and resort portfolio. Prior to KSL, Kennealey was vice president of asset management at Strategic Hotels & Resorts where he oversaw an international portfolio of luxury hotels. Earlier in his career, he was an associate at LaSalle Investment Management and held leadership positions at IBM Global Services and Forrester Research.

Kennealey holds a BA from the University of Notre Dame and an MBA from The Kellogg School of Management at Northwestern University. He lives in Cherry Hills Village with his wife Shannon and their three daughters. He is an avid skier and enjoys coaching youth sports.

Kat Kim

Vice President, Creative
Dream Hotel Group

Kat Kim is vice president of Creative for Dream Hotel Group. Through DHG's in-house creative atelier, Reverie Studio, Kat oversees digital, graphic, and interior design direction, as well as brand image, for Dream Hotel Group and its portfolio of brands. With more than 15 years of architectural design and interior design experience, Kim previously held design and team leadership roles with Meyer Davis Studio as senior project manager and with Beyer Blinder Belle as senior designer/project manager.

Kim brings keen design direction and branding expertise to Dream Hotel Group, having worked on high-end residential, hospitality and commercial projects for Jean-Georges Hospitality Group, Starwood Hotels & Resorts, Harvard University, and real estate icon Extell Development Corporation, as well as Dream Nashville during her time at Meyer Davis Studio. Kim earned her Master of Architecture degree from Princeton University and her Bachelor of Arts degree from Columbia University. She has held assistant teaching positions at Columbia University's Graduate School of Architecture and Planning for Bjarke Ingels.



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Rick S. Kirkbride

Partner

Paul Hastings LLP

Rick Kirkbride 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 Columbia University, 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 also has been frequently 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 ULI and is immediate past chair of its Hotel Development Council. He also is on the Hospitality Editorial Board of *Law 360* and is a former member of the International Society of Hospitality Consultants. He was the founder and chair of the UCLA Real Estate Finance and Restaurant Conference. He speaks on various hospitality topics at seminars and conferences throughout the world.

Nina Kleiman, CHAM

Executive Vice President

hotelAVE

Nina Kleiman has over 35 years of experience in lodging asset management, operations, acquisitions, and consulting to develop and execute strategies to maximize each owner’s investment objectives. She leads and supports hotelAVE teams to deploy industry-leading asset management practices focused on revenue management and profit opportunities as well as real estate, capital, and contract optimization. Her asset management experience is based on success working with a wide array of hotels from luxury to midscale, both domestically as well as in the Caribbean and Mexico. Asset cornerstones include the proactive identification of value enhancement opportunities via detailed research, industry analysis, and benchmarking including the optimization of hotel positioning, brand, third-party partnerships, and hotel strategic alternatives.

Kleiman’s prior experience encompasses a variety of lodging companies including LaSalle Hotel Properties, Westmont Hospitality Group, and IHG, where she headed Investment Analysis. At Lehman Brothers, she was a lead lodging and gaming analyst and at Coopers & Lybrand (now PwC), performed acquisition analyses, feasibility studies, and appraisals of individual hotels as well as portfolios in the U.S., Caribbean, and Latin America. She began her career at the Westin St. Francis Hotel in San Francisco, where she held a variety of rooms division management positions, ultimately managing the department and over 100 employees.

Kleiman graduated from Cornell University with a Bachelor of Science in Hotel Administration. She also holds a Master’s degree in Business Administration from Haas School of Business, University of California – Berkeley. She is a board member of the Cornell Hotel Society (CHS) New York Chapter, and a member of the Hospitality Asset Managers Association (HAMA) and Cornell Hotel Society (CHS). She is the co-founder of the Cornell Hotel Society 80s Committee, co-chair of the CHS annual Big Apple Update, and has been named one of the 30 Influential Women in Hospitality by *Hotel Management Magazine* (October 2019). Kleiman also is a Certified Hotel Asset Manager (CHAM).

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David Kong

President and CEO
Best Western Hotels & Resorts

David Kong is the longest-running CEO of the top 10 major global hotel chains. Since he was named president and CEO of Best Western Hotels & Resorts in 2004, Kong has led the company to its greatest growth to date. Most recently, he led the acquisition of WorldHotels, a luxury hotel collection, to expand Best Western Hotels & Resorts' portfolio to 17 brands across every chain scale segment.

Under Kong's leadership, Best Western Hotels & Resorts has become a frontrunner in innovation, being named one of the top 10 "World's Most Innovative Companies" by *Fast Company* in 2018. Kong's dedication to innovation was further honored in 2019 when both *Hotel Interactive* and *Guest Magazine* named Kong "Innovator of the Year."

His career includes serving as executive vice president of international operations, senior vice president of marketing and development, and senior vice president of strategic services and operations. Prior to Best Western Hotels & Resorts, Kong held leadership positions with KPMG, Hyatt, Omni, and Hilton. A long-time, active member of the American Hotel & Lodging Association (AHLA), Kong served as its chairman in 2010, its centennial year. Kong continues to serve on the executive committee and board of trustees of the AHLA Education Foundation. In 2010, Kong was appointed to the US Department of Commerce Travel and Tourism Advisory Board, on which he served for three years.

Kong received the Lifetime Achievement Award from the Hospitality Sales & Marketing Association International (HSMIA) in 2014 and the 2013 Stephen W. Brener Silver Plate Award at the NYU International Hospitality Industry Investment Conference for his contributions to the resurgence of Best Western and his services to the industry. Kong also was inducted into the University of Hawai'i Hall of Honor in 2013.

Kong completed the Executive Development Program at the Kellogg Graduate School of Management at Northwestern University, and he earned a bachelor's degree in business administration from the School of Travel Industry Management at the University of Hawai'i.

Jason Koye

General Counsel N.A. and Worldwide Privacy Officer
Omnicom Media Group

Jason Koye currently serves as general counsel, North America & Worldwide Privacy Officer for Omnicom Media Group, responsible for the organization's privacy program including but not limited to the development, implementation, and maintenance of relevant policies and procedures and for monitoring program compliance. He has presented on privacy related topics at numerous digital marketing conferences and routinely counsels on the dynamic evolution of global privacy regulation(s) and their effects on the use of big data in the digital advertising ecosystem. Koye has over 16 years of experience, focusing on privacy, compliance and general commercial legal matters while working at international publicly traded companies and market leaders in the digital media & marketing, healthcare technology, and consumer products sectors.

Koye serves on the American Association of Advertising Agencies, Board of Directors - Government Relations Committee, Facebook's Global Policy Council, Digital Advertising Alliance - Programming Committee, as well as the Rutgers University Big Data Advisory Board.

Alex Kuhl

Vice President Development, Upscale and Luxury
IHG Hotels & Resorts

Alex Kuhl has been with IHG Hotels & Resorts for over 18 years. In his role as VP of upscale & luxury development, he oversees the development of branded management agreements, joint ventures, and franchise opportunities for new-build and conversion hotels for Regent Hotels & Resorts and InterContinental Hotels & Resorts in IHG's Americas region. Additionally, he holds the same responsibilities for the Vignette Collection, Crowne Plaza, Hotel Indigo, and EVEN Hotels in the NYC metro area. During his career with IHG, he has held various director-level positions within development, operations, and sales, and marketing. Previously, Kuhl worked for Millennium & Copthorne Hotels and Starwood Hotels & Resorts in various capacities. He earned a BA in History from Denison University and a Certificate in Hotel Real Estate Investment and Asset Management from Cornell University.

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Mark Lanspa

Managing Director
Wells Fargo Bank

Mark Lanspa is a managing director with Wells Fargo Bank's Commercial Real Estate Hospitality Finance Group, where he is responsible for clients based in New York City, New England, and the United Kingdom. As one of the nation's leaders in the real estate industry, Wells Fargo provides a comprehensive platform of financial products and services to regional and national owners, operators and developers, real estate funds, and real estate investment trusts. The Hospitality Finance Group provides debt products and financial services to leading public and private hotel companies and owners throughout the United States, the United Kingdom, and Canada.

Lanspa has more than 25 years of real estate finance experience and joined Wells Fargo in 2012. Previously, he was a managing director at Credit Suisse, a principal at Oasis Real Estate Partners, a real estate debt advisory firm, and held positions at Goldman Sachs and GE Capital. He is active in numerous professional and community organizations, including the Urban Land Institute, where he serves on the leadership of the Hotel Development Council, and on the boards of the Real Estate Lenders Association, where he is a past president, God's Love We Deliver, a New York City-based agency with a mission to improve the health and well-being of people living with serious illnesses by alleviating hunger and malnutrition, and Mount Michael Benedictine School, Elkhorn, Nebraska.

Lanspa holds a BS in Accounting from Georgetown University and a MBA from Columbia Business School.

Evan Laskin

Chief Investment Officer
Margaritaville Enterprises

Evan Laskin is the chief investment officer of Margaritaville Enterprises where he is focused on the company's expansion into the licensing and franchising of branded real estate. With its first hotel opening in 2010, Margaritaville now has 26 lodging properties open with a committed pipeline of over 25 amongst its many segments including resorts, full service and boutique hotels, all-inclusive hotels, vacation ownership communities, active lifestyle communities, resort home rental and ownership, and luxury campgrounds.

Laskin has over 17 years of experience in the acquisition, development, financing, and asset management of all classes of real estate assets with a focus on the hospitality segment, closing on transactions valued at nearly \$6.0 billion. Prior to joining Margaritaville, he was a partner and vice president at Starwood Capital Group based in Greenwich, CT, where he transacted on hospitality assets valued at \$2.0 billion and oversaw the asset management of a hotel portfolio of 5,600 keys in the US and Canada.

Laskin started his career in the real estate investment banking group at J.P. Morgan & Co. where he was involved in over \$44 billion in capital raising and advisory work. He received a BS degree from Cornell University in Applied Economics Management.

Pat LaVecchia

CEO
Oasis Pro Markets

Pat LaVecchia is CEO of Oasis Pro Markets, the first US-regulated alternative trading system ("ATS") authorized to allow its subscribers to trade digital ("blockchain") securities and make payments for those digital securities in digital cash. Over his 30-year career, he has led capital markets team and spearheaded the financing, acquisition and/or sale of well over 150 companies involving transactions comprising of over \$20 billion across a variety of industries including technology, fintech, and blockchain.



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Chelsey Leffet

Senior Vice President

HVS Northeast Leader, Washington, D.C.

Senior Vice President Chelsey Leffet is both the leader of the HVS Washington, D.C. Consulting & Valuation office and the director of the HVS Northeast region. Since joining HVS, Leffet has consulted on hotels of all asset classes and development stages throughout the Mid-Atlantic region, including several hostel lodging assets. Her particular focus is the Washington, D.C. market, and she has also done considerable work in the suburbs of D.C., Baltimore, and Hampton Roads, including Williamsburg, Norfolk, and Virginia Beach.

Leffet holds certified general appraiser licenses in the District, Maryland, Virginia, and West Virginia. During her time at HVS, she has published articles on the dynamics of hotel markets, including Washington, D.C., Baltimore, Philadelphia, Annapolis, and Wilmington. She sits on the International Luxury Hotel Association (ILHA) East Coast Chapter and organizes a number of networking and educational events for the Washington D.C. based Hospitality Real Estate Society (The HRES).

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Daniel H. Lesser

President & CEO

LW Hospitality Advisors LLC

Daniel H. Lesser, president & CEO of LW Hospitality Advisors has more than 40 years of specialized experience in hospitality related: real estate appraisals, economic feasibility evaluations, investment counseling, asset management, receivership, and transactional services of hotels, resorts, conference centers, casinos, mixed use facilities, spa & wellness, and timeshare/fractional ownership properties on a worldwide basis.

Lesser provides services to corporate, institutional, municipalities, and individual clients on all facets of hospitality real estate including: litigation support and expert testimony, site evaluation, highest and best use analysis, appraisals for mortgage, acquisition, and portfolio management, workout strategies, operational analysis, property tax assessment appeal evaluations, economic impact studies, market and feasibility analysis, asset management, strategic planning, management company selection and contract negotiation, franchise company selection and license agreement negotiation, deal structuring, and fairness opinions. Lesser has served as a court appointed receiver in connection with dozens of hotels throughout the US.

An international authority and thought leader with iron clad credibility on the topic of hotel feasibility and property valuation, Lesser has served as an expert witness under oath through depositions and testimony in court and arbitration hearings in U.S. federal and state courts, and domestic and international arbitrations in connection with a wide variety of matters including: bankruptcy, solvency, valuation analysis, interest rate and plan confirmation feasibility, brand area of protection, carry cost damages, condemnation, construction defect and/or delay damages, ground/property rent reset, management dispute, partnership/joint venture conflict, property tax certiorari, and lodging industry standards, customs, and practices to evaluate legal liability.

Lesser always bases his opinion(s) and/or conclusion(s) on thorough research conducted with an objective perspective. Furthermore, rather than limiting his litigation related engagements to one type of stakeholder, he has been retained by counsel to owners, lenders, investors, and management companies, thus enhancing his credibility with finders of fact. He has balanced his practice with service as a neutral panelist in commercial arbitration disputes.

Prior to his hospitality advisory experience, Lesser held operational and administrative positions with Hilton Hotels Corporation and Eurotels-Switzerland. He is highly sought after to speak at lodging and real estate events, as well as lectures at prestigious institutions of higher education, including American University Washington College of Law, Columbia University, Cornell University, Ferrandi Paris - School of Culinary Arts and Hotel Management, New York University, and Pennsylvania State University. Lesser is widely published and quoted in major newspaper, internet, business, real estate and hospitality industry publications, and has or currently serves as a columnist for HotelNewsNow.com, HotelBusiness.com, GlobeSt.com, and Hotelsmag.com.

Lesser earned a Bachelor of Science degree in Hotel Administration from Cornell University, and attended the Ecole Hôtelière de Lausanne Switzerland, and Baruch College - City University of New York. He holds the following professional designations: MAI (Member of the Appraisal Institute), FRICS (Fellow of The Royal Institution of Chartered Surveyors), CRE (Counselor of Real Estate), and CHA (Certified Hotel Administrator). He is a Certified Part 36 Judiciary Receiver in the State of New York.

Lesser is a member of and/or has served on numerous committees for the Counselors of Real Estate, the Appraisal Institute, the American Hotel & Motel Association, and the Board of Directors of the New York City Chapter of the Cornell Hotel Society. He is a former advisory board member and member of the Fundraising Subcommittee for the New York University Preston Robert Tisch Center for Hospitality, Tourism and Sports Management. Lesser is an advisory board member of Mosaic Real Estate Investors, LLC and 1st Service Solutions Inc. He is a member of The Penn State School of Hospitality Management Industry Advisory Board and served as the schools Fall 2015 Walter J. Conti Visiting Professor. Lesser is a founding member of the Lodging Industry Investment Council (LIIC), the hotel industry "think tank." He is a member of the American Arbitration Association (AAA) Panel of Neutrals. Lesser is an advisory board member of the annual Radical Innovation Award. He served as an Honorary Committee Member of the annual UJA-Federation New York Hotel & Hospitality Division Dinner and was a founding member of the American Israel Public Affairs Committee (AIPAC) Real Estate Division. He has served on the fundraising committee for the Shatterproof Challenge at the 2016 through 2020 Americas Lodging Investment Summit (ALIS). Lesser serves as a senior advisor to the founder and president of The MirYam Institute, a U.S. based, non-profit NGO with official 501(c)(3) status.



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Ari Levin

Vice President, Partnerships
Hyatt

Ari Levin is the vice president of partnerships for Hyatt, overseeing global partnerships with companies in financial services, travel, and wellbeing.

Levin joined Hyatt eight years ago from Deloitte as a manager of strategy and operations. During his time at Deloitte, he worked on a variety of strategy and customer experience projects across the travel and hospitality and financial services industries. He began his career at Navigant Consulting.

Levin holds a Bachelor of Arts from Wesleyan University and a Masters of Business Administration from Kellogg School of Management.

Stephanie Linnartz

President
Marriott International

Stephanie Linnartz is the president of Marriott International, the world's largest hospitality company with more than 7,600 properties across 133 countries and territories and 30 brands. It also has the travel industry's largest customer-loyalty program, Marriott Bonvoy™, which has more than 147 million members, and some of the most iconic brands in travel, 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®.

In her role, she is responsible for developing and executing all aspects of the company's global consumer strategy, including brand, marketing, sales, revenue management, customer engagement, technology, emerging businesses and loyalty strategies. In addition, she oversees Marriott's global real estate development, design and operations services functions. Linnartz plays a critical role in spearheading the company's work on growth and key issues including the intersection of technology and hospitality, the continued growth of the Marriott Bonvoy loyalty platform, the excellence of Marriott's brand portfolio, and environmental sustainability.

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Michael Lipson

**Chairman of the Board
Access Point Financial**

Michael Lipson serves as chief executive officer and chairman of the Board at Access Point Financial. He has more than 40 years of experience in finance, asset management, and banking services. Prior to serving on the Access Point Financial board, he held numerous leadership roles, including serving as senior vice president, Multifamily Asset Management & Operations for Freddie Mac. During his tenure in this position, Lipson led business operations and oversaw asset management and technology teams responsible for day-to-day functions, as well as risk and loss mitigation of the Freddie Mac Multifamily business. Additional responsibilities included overseeing all loan funding and servicing, surveillance, insurance, special servicing and risk governance activities. Other notable roles that Lipson has previously held include serving as president and CEO of Berkadia Commercial Mortgage, executive vice president at Capmark Finance, and as president/founder at Lexington Mortgage Company.

Lipson holds a Bachelor of Arts in Political Science, as well as a Master's in Real Estate & Urban Development Planning from The American University. He also is recognized as a Certified Mortgage Banker (CMB) by the Mortgage Bankers Association (MBA).

Before her appointment as president in February 2021, Linnartz was group president consumer operations, technology and emerging businesses. She joined Marriott in 1997 as a financial analyst. Over the years, she worked in various roles within operations, finance, revenue management, sales, marketing, brand management, distribution, technology and digital. Under her leadership, the company launched a new home rental offering, Homes & Villas by Marriott International, and has expanded its consumer offerings to include travel categories beyond hotels, such as tours and activities, dining and transportation.

Linnartz has been recognized for her industry leadership. *Hotel Management* named her one of the 30 Influential Women in Hospitality in 2017. She was honored by Brand Innovators as one of 2018's Top 100 Women in Brand Marketing. In 2019, she joined *Fast Company's* Impact Council in its inaugural year and was profiled as one of CNN's 2019 Risk Takers. She has been a speaker at the World Economic Forum and is a sought-after conference panelist at global industry events.

Linnartz is a graduate of the College of the Holy Cross, holds an MBA from William & Mary, and has completed additional graduate studies at the Norwegian School of Economics and Business Development. She sits on the Marriott Board of Director's Social Impact and Inclusion Committee and the company's Green Council and also serves on the Board of Directors for The Home Depot, the world's largest home improvement retailer; the Board of Trustees for the College of the Holy Cross; and, as an advisory board member of both Fair Chance and the Teach the World Foundation. Linnartz travels the world extensively, is passionate about fitness and wellness, and resides in the Washington, D.C. area with her husband and two children.

Joseph Long

**Managing Partner
KHP Capital Partners**

Joseph Long is one of the founding partners of KHP Capital Partners and has direct responsibility for acquisitions, property development and redevelopment, and capital raising. KHP has invested over \$3.0 billion in hotels since inception. Previously, Long served as executive vice president and chief investment officer of Kimpton Hotels & Restaurants from 2003 until January 2015. In that role, he had leadership responsibility for all acquisitions management contracts and property development activities. From 1996-2003, Long was senior vice president of acquisitions and development for Starwood Hotels & 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 and Metric Realty in senior roles on their hotel acquisitions and asset management teams. He began his career with Laventhol & Horwath in Philadelphia. Long holds a BS from the Cornell University School of Hotel Administration and also is a member of the AHLA Investment Roundtable.



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Elie Maalouf

Chief Executive Officer, Americas
IHG® Hotels & Resorts

Elie Maalouf is chief executive officer of the Americas region at IHG® Hotels & Resorts (IHG) and serves as an Executive Director on IHG's Board. He is based in Atlanta, Georgia.

At IHG, Maalouf leads the management, growth, and profitability of the company's largest operating region, responsible for overseeing more than 4,300 hotels and resorts, spanning the United States, Canada, Mexico, Central and South America, and the Caribbean. He also has global responsibility for customer development, providing oversight of the Global Sales organization, as well as owner management and services strategy.

Maalouf has 20 years' experience working in major global franchise businesses, including hotel development, branding, finance, real estate and operations management, as well as food and beverage. Over the course of 15 years with HMSHost Corporation, he held multiple leadership roles including president and CEO and was a member of the board of directors. Before HMSHost, Maalouf spent eight years with Weyerhaeuser Real Estate Company. Immediately prior to joining IHG in 2015, he was senior advisor with McKinsey & Company.

Maalouf is active in organizations that support and promote the travel and hospitality industries as a member of the American Hotel & Lodging Association Executive Committee of the Board, and chair of the U.S. Travel Association CEO Roundtable. In addition, he serves on the CEO Council of the Global Business Alliance and is a board member of the Atlanta Committee for Progress.

Maalouf holds an MBA from the University of Virginia Darden School of Business and a bachelor's degree in engineering from Virginia Tech.

IHG has a broad portfolio of hotel brands including Six Senses Hotels Resorts Spas, Regent Hotels & Resorts, InterContinental® Hotels & Resorts, Kimpton® Hotels & Restaurants, Hotel Indigo®, EVEN® Hotels, HUALUXE® Hotels and Resorts, Crowne Plaza® Hotels & Resorts, voco™, Holiday Inn®, Holiday Inn Express®, Holiday Inn Club Vacations®, Holiday Inn Resort®, avid™ hotels, Staybridge Suites®, Atwell Suites™ and Candlewood Suites®.

Mike Magrans

Principal
EY

Mike Magrans, principal at EY in New York City, leads the firm's real estate-hospitality strategy and transactions practice in the East region. He has over two decades of experience from both the real estate and finance industries. At EY, he performs financial and commercial diligence on transactions and development deals in excess of \$5 billion on an annual basis. Magrans has a unique competency in hospitality and leisure assets and has played a role in some of the largest hotel and resort development projects in the last 20 years.

Moreover, Magrans has worked with countless destinations on how to drive economic growth, including unlocking the value of real estate and attracting visitors and employers.

Magrans is a member of the ULI Travel Experiences and Trends Council and the New York Private Equity Network for Real Estate. He received a BA in Government from the University of Virginia and his MS in Real Estate Development from New York University.

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David Marriott

**Marriott Board of Directors
Marriott International**

David Marriott was elected to the Marriott International Board of Directors, effective March 15, 2021, in anticipation of him eventually assuming the position of chairman of the board in 2022.

Marriott joined Marriott International in 1999 and has held a number of operational roles during his tenure with the company. As president, U.S. Full Service Managed by Marriott, he was responsible for oversight of more than 330 hotels operating under 14 brands in 34 states and French Polynesia. In this capacity, he oversaw hotel operations, human resources, sales & marketing, finance, market strategy, information resources and development & feasibility. Previously, Marriott served as chief operations officer – The Americas Eastern Region from 2010 to 2018, where he was responsible for hotel operations in 23 states. During this time, he also oversaw the U.S. integration efforts of Marriott's acquisition of Starwood Hotels & Resorts.

Prior positions at the company include market vice president, where he was responsible for hotel operations in New York, New Jersey, Philadelphia, and Baltimore, and senior vice president of global sales, where he helped lead a comprehensive transformation of Marriott's U.S. sales organization.

Marriott is a graduate of the University of Utah. He currently serves as chair of the Governing Board of St. Albans School in Washington, D.C. and is a member of the board of trustees of The J. Willard & Alice S. Marriott Foundation.

Diane Mayer

**Vice President & Global Brand Manager, Classic Select Brands
Marriott International, Inc.**

Diane Mayer a seasoned strategist and brand manager, currently leading a portfolio of seven brands on six continents. Her brands include Marriott's largest brand (Courtyard), most profitable brand (Residence Inn), its largest pipeline brand (Fairfield), and the largest hotel brand in Africa (Protea). Her portfolio currently spans over 4,000 hotels in 50+ countries and generates \$5B+ in revenue and a third of Marriott's profit globally.

She is responsible for all elements of the guest experience to ensure the brands win with their target customers, and their business models create maximum profitability for MI, owners and franchisees.

Mayer began her career with Marriott International, in 1994, leading market research for the Senior Living Services division through a period of rapid growth and transformation. In 1999, she transitioned to Marriott's lodging group, where she worked in various brand management and strategy roles in support of the company's select service & extended stay brands. Her responsibilities included defining brand targets, positioning, guiding design and innovation, creating strategies for global growth, and identifying new opportunities for business leadership across the five brands.

Prior to joining Marriott, Mayer worked for Verizon, where she was responsible for the design and marketing of innovations such as Caller ID. Prior to that she worked in consulting at Harlan Brown & Company.

Mayer earned her MBA in International Business from The George Washington University, and a bachelor's degree in finance from the University of Virginia.

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Carl A. Mayfield

**Executive Vice President
Park Hotels and Resorts**

Carl A. Mayfield is the executive vice president of Design & Construction at Park Hotels & Resorts (NYSE:PK). As an officer and a key member of the executive team, he provides global leadership with responsibility for all design and construction activities associated with Park's multibillion-dollar real estate portfolio to include the \$2.7 billion acquisition of Chesapeake Lodging Trust.

Prior to joining Park Hotels, Mayfield served as senior vice president of design & construction at RLJ Lodging Trust and RLJ Development, where he was part of the executive team that raised \$1.1 billion in capital and subsequently launched RLJ's 2011 IPO. During his 14-year tenure, he was instrumental in RLJ's growth from a \$300 million to a \$6 billion asset-based company.

Over his 35 year career, Mayfield has developed in excess of \$20 billion in real estate. He has held progressive leadership roles in large scale multi-faceted projects in a variety of sectors and asset classes to include hospitality, sports and entertainment, commercial, industrial, and institutional real estate projects. He has been honored with numerous awards for project excellence over the span of his career.

Deeply committed to the community, Mayfield serves on the board of directors of the American Red Cross of the National Capital Region and is an executive mentor to graduate students at the Georgetown University McDonough School of Business.

Mayfield earned a BS in Civil Engineering from the University of Delaware and an MS in Real Estate Development and Business from Johns Hopkins University. He and his wife, Pinkie Dent Mayfield, live in Washington, DC, with their two children.

Tom McCaleb

**Managing Director and Partner
Boston Consulting Group**

Tom McCaleb has been a managing director and partner at BCG since 2017. His work at BCG has focused on lodging, travel technology, meetings and events, and other travel and tourism sectors, and he serves as the global lead for BCG's digital practice for travel and tourism clients. Prior to joining BCG, McCaleb was an officer in the U.S. Air Force, including tours of duty as an aircraft maintenance officer in Germany and an analyst in Iraq. He holds a graduate diploma in statistics from Oxford and a bachelor's degree in mathematics from the U.S. Air Force Academy.

Heather McCrory

**CEO North & Central America
ACCOR**

A skilled professional with an extensive hospitality background spanning more than 30 years, Heather McCrory began her career at Fairmont Banff Springs in the Canadian Rockies. After advancing through progressive positions at the property level, she joined the corporate leadership team, ultimately honing her expertise in a series of senior executive roles crossing sales, revenue management, and operations.

In 2019, McCrory was appointed chief executive officer, North & Central America. Responsible for the strategic direction of the group for this region, her focus is on building long-term growth and profitability in one of the largest and most influential consumer markets in the world.

McCrory is a champion for talent development and mentorship, and an advocate for diversity, equity, and inclusion within the organization and across the industry. She is proud to serve as executive sponsor for RiiSE North & Central America, Accor's international network promoting diversity and gender equality.

McCrory is a board member for Groups360 and sits on the AHLA Executive Committee and US Travel Association CEO Roundtable. She is past chair of Tourism Toronto and a past member of the Ontario Advisory Board for the Canadian Cancer Society.

McCrory holds an MBA from Queen's University and resides in Toronto, Canada.



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Robert McDowell

Chief Commercial Officer
Choice Hotels International

Robert McDowell is chief commercial officer for Choice Hotels International (NYSE: CHH), 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 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 the 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 eCommerce. While at United, he led efforts in international route planning, revenue management, e-commerce and global distribution. Previously, McDowell also 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 focused on customer engagement rooted in technology innovation, market research, and data to continually drive bottom line performance for the enterprise. He earned his bachelor's degree from the New York Institute of Technology, and a master's degree in business administration from the University of Notre Dame.

Jared Meabon

Senior Vice President
Wyndham Hotels & Resorts

Born and raised in Erie, PA, Jared Meabon is the senior vice president of development for Wyndham Hotels & Resorts overseeing the development of Wyndham's iconic brands across the United States. A current resident of San Antonio, TX, Meabon has been in the hospitality industry his entire professional career. He earned a hospitality degree from Davis & Elkins College. Meabon started his career in operations with Four Seasons Hotels & Resorts. From there, he transitioned into the development and franchising arena working for US Franchise Systems representing Microtel Inns & Suites and Hawthorn Suites, and then for Wyndham Worldwide as a regional development director. Meabon was most recently the regional vice president of development for Choice Hotels International before rejoining Wyndham Hotels & Resorts in his current role two and a half years ago.

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Michael G. Medzigian

**Chairman and Chief Executive Officer
Watermark Lodging Trust**

Michael Medzigian is chairman and chief executive officer of Watermark Lodging Trust (“WLT”), a publicly-registered Real Estate Investment Trust. WLT was formed by the merger of Carey Watermark Investors and Carey Watermark Investors 2, publicly-registered Real Estate Investment Trusts, for both of which Medzigian served as chief executive officer and a director since their inception. He also is chairman and managing partner of Watermark Capital Partners, LLC (“WCP”). His investing activities have encompassed all major real estate property and company types, and have been focused on complex assets that benefit from demographic shifts, strategic marketing, and value-creation and repositioning initiatives, including lodging, golf and recreation, resort residential, and mixed-use projects. Over his career Medzigian has overseen over \$17 billion of real estate investments and is recognized for his integrity and for delivering superior risk-adjusted returns to his investors.

Prior to forming WCP and later WLT, Medzigian oversaw some of the largest real estate private equity firms in the world. He was president and CEO of Lazard Freres Real Estate Investors and a managing director of Lazard where he was recruited to oversee the repositioning of a real estate opportunity fund operation including five discretionary equity funds with \$3 billion of committed capital and a \$7 billion portfolio of holdings in the U.S. and Europe that included ownership in 12 operating companies in the office, industrial, retail, lodging, senior living, rental and for-sale residential, and land development sectors; and ownership in a provider of mezzanine, structured debt and net lease finance. While at Lazard, Medzigian chaired the Investment Committees for each of the Lazard Real Estate Funds. He was previously a founding partner of Olympus Real Estate Corporation, the real estate fund management affiliate of Hicks, Muse, Tate & Furst, which during his tenure, successfully invested over \$3 billion in a broad range of real estate holdings. Earlier in his career, he was president of Cohen Realty Services, he founded and was national director of the Hospitality Consulting Practice at Deloitte & Touche, and he held various management positions with Marriott Corporation.

Medzigian is a director of the American Hotel & Lodging Association, serves on the Board of its Hospitality Investment Roundtable and is a member of its Industry Real Estate Financing Advisory Council. He also serves on the Marriott Owner Advisory Council. He is active with his alma mater serving or having served on the Cornell University Council, on the Dean’s Advisory Board for the Cornell School of Hotel Administration, as a founding member of the Cornell Center for Real Estate Finance Industry Fellows, and as a member of the Cornell Hotel Society. He has also been on the panel of judges of the Radical Innovation in Design competition each year since its inception. Medzigian has served as chairman and a director of Atria; chairman and a director of Kapson Senior Quarters Corp.; president, CEO and a director of Park Plaza International; president, CEO and a director of RockResorts; chairman of The Urban Land Institute Hotel Development Council; and as a director of American Apartment Communities, the American Seniors Housing Association, Arnold Palmer Golf Management, the Assisted Living Federation of America, Dermody Properties, iStar Financial (NYSE: SFI), Kemayan Hotels and Leisure (Australian ASX), and the Rubenstein Company. He earned a bachelor of science from the Cornell University School of Hotel Administration.

John Melicharek

**Partner
Baker & Hostetler**

With over 30 years’ 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 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 is often brought in to analyze their situation and develop creative strategies to meet their business objectives.

Melicharek leads BakerHostetlers’ 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.

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Lynn Minnaert, PhD

Academic Director and Clinical Associate Professor
NYU School of Professional Studies Jonathan M. Tisch Center of Hospitality

Lynn Minnaert, PhD, is the academic director and a clinical associate professor at the NYU School of Professional Studies Jonathan M. Tisch Center of Hospitality. Minnaert's research has focused on international tourism policy, social tourism, family tourism, the social legacy of events (MICE events, Olympic Games) and corporate philanthropy in tourism and events. Her research has been funded by the Economic and Social Research Council (UK), the European Union, the International Olympic Committee, regional and national tourist boards (e.g. Tourism Flanders; Visit Almaty, Kazakhstan; Discover Dominica) and Meeting Professionals International. She is on the editorial board of *Hotel and Tourism Management*, and on the international advisory board for the *International Journal of Contemporary Tourism Research*. She is co-president of the International Sociological Association's RC50 special interest group on Tourism. She also is the conference chair of the Northeast chapter of the Travel and Tourism Research Association (TTRA).

Marta Molina-Seal

Managing Partner and Chief Operating Officer
Alójica & CPG Hospitality

Marta Molina-Seal is managing partner & chief operating officer of Alójica, a real estate investment management company focused on lodging real estate opportunities in Mexico. She is founder and principal of CPG Hospitality, where she is responsible for asset management and development efforts spanning 1,000 hotel rooms and hospitality related assets situated in Latin America and the Caribbean.

Former principal at New York-based CPG Real Estate, Molina-Seal was responsible for overseeing the performance of 3,000 keys and lodging-related assets in Latin America and the Caribbean including a collection of luxury, upper upscale, limited service and all-inclusive properties and ancillary assets that include golf courses, casinos and resort residential developments.

Previously a senior director in Marriott's Mixed-Use Development team and the Development Feasibility team evaluating the market potential for the Marriott collection of brands throughout Latin America and the Caribbean.

A native of Panama, Molina-Seal earned a Bachelor of Science degree from Cornell University's School of Hotel Administration and a Master of Science in Foreign Service from Georgetown University's School of Foreign Service. She is a member of HAMA, the ULI Recreational Development Council, and of Marriott International's Owner Advisory Council. She resides in New York.

Tom Morey

Executive Vice President & Chief Investment Officer
Park Hotels & Resorts

Thomas C. Morey serves as executive vice president & chief investment officer of Park Hotels & Resorts. Prior to his appointment as chief investment officer in January 2020, Morey served as executive vice president & general counsel of Park Hotels & Resorts. Prior to joining Park Hotels & Resorts in August 2016, he served as senior vice president & general counsel of Washington REIT (NYSE: WRE), a diversified real estate investment trust (REIT), from October 2008 until July 2016. Previously, Morey served as a corporate/M&A partner with Hogan & Hartson LLP, a multinational law firm (now known as Hogan Lovells US LLP), where he represented lodging, multifamily, retail, office, and other REITs in major corporate, acquisition and financing transactions. Morey earned a Bachelor of Arts degree from Princeton University and a Juris Doctor degree from Duke Law School.

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Jean-Jacques Morin

Deputy CEO & CFO
Accor

Jean-Jacques Morin is a graduate of the Ecole Nationale Supérieure de l'Aéronautique et de l'Espace, holds an MBA from Thunderbird School of Global Management (Arizona State University), and a CPA.

He began his career with Deloitte where he spent five years in audit and consulting, first in Paris and then in Montreal. He continued to work in the semiconductor sector for 13 years, at Motorola, ON Semi in Arizona, and lastly at Communicant AG, a Berlin-based start-up. He joined Alstom in 2005 as CFO for the power sector in Zurich and then the transport sector, before being appointed CFO for the group.

Morin joined Accor's Executive Committee as CFO in 2015. Today he is deputy CEO, responsible for finance, strategy, IT, legal affairs, procurement, and communications.

R. Tyler Morse

Chairman and CEO
MCR

Tyler Morse is chairman and CEO of MCR, which comprises three discretionary funds and is the 4th largest hotel owner-operator in the United States. With \$4 billion of assets under management, MCR owns and operates 125 hotels (20,000 guestrooms) across 33 states and has developed landmark properties such as the TWA Hotel at JFK Airport.

Prior to founding MCR in 2006, Morse was the president of Bliss, the upscale spa and beauty products company. He previously served as assistant to the chairman and CEO of Starwood Hotels & Resorts, Barry Sternlicht, and contributed to Starwood's overall corporate investment and development initiatives. He earned his CPA at Ernst & Young LLP and worked as an investment banker at Morgan Stanley in its Financial Sponsors and Mergers and Acquisitions Group.

Morse got his start as a baggage handler for Delta Airlines at LAX. He was a ski instructor at Squaw Valley USA in Lake Tahoe and at Termás de Chillán in Chile. At California's Mammoth Mountain, he was a member of the ski patrol. He also worked as a busboy at the Hard Rock Café in Honolulu, Hawaii, and as a car valet at The Cheesecake Factory in Redondo Beach, California.

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 (NASDAQ: MAR) Courtyard by Marriott Advisory Board and the Hilton Worldwide (NYSE: HLT) Distribution Advisory Committee. He serves on the advisory board of the NYU School of Professional Studies Jonathan M. Tisch Center of Hospitality and on the Policy Advisory Board for the Fisher Center for Real Estate and Urban Economics at the University of California, Berkeley, Haas School of Business. He is an active member of IREFAC, PREA, NAREIT, and The Real Estate Roundtable. He serves as a trustee on the board of Prep for Prep.

Morse graduated from the University of California, Berkeley, and Harvard Business School. He lives in New York City with his wife and two daughters.



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Michael Murphy

**Head of Lodging and Leisure Capital Markets
First Fidelity Mortgage Corporation**

Michael Murphy serves as head of Lodging and Leisure Capital Markets of the First Fidelity Mortgage Corporation. He is chairman of the board of directors of American Hotel Income Properties REIT LP, listed on the Toronto Stock Exchange under the symbol HOT.UN. He is a member of the board of directors of Ashford Inc listed on the NYSE under the symbol AINC. He was previously lead director of Ashford Hospitality Trust, listed on the NYSE under the symbol AHT and a director of Ashford Hospitality Prime, listed on the NYSE under the symbol AHP.

From 1998 to 2002 Murphy served as the senior vice president and chief development officer of ResortQuest International, a public, NYSE-listed company. Prior to joining ResortQuest, from 1995 to 1997, he was president of Footprints International, a company involved in the planning and development of environmentally friendly hotel properties. From 1994 to 1996, Murphy was a senior managing director of Geller & Co., a Chicago-based hotel advisory and asset management firm. Prior to that he was a partner in the real estate investment banking firm of Moeckel Murphy & Co and a partner in Metric Partners where he was responsible for all hospitality related real estate matters including acquisitions, sales and the company's investment banking platform. He served in various development roles at Holiday Inns, from 1973 to 1980.

Murphy has been co-chairman of the Industry Real Estate Finance Advisory Council (IREFAC) five times and currently serves as president of the Atlanta Hospitality Alliance and on the Advisory Board of Radical Innovation. He is the 2014 recipient of the IREFAC C. Everett Johnson Award.

Laura B. Mutterperl

**Chief Legal Officer
Dream Hotel Group**

Laura B. Mutterperl is chief legal officer of Dream Hotel Group. Honored as one of 2019's Influential Women in Hospitality by Hotel Management Magazine, Mutterperl is a seasoned hotel brand and management company executive with solutions-oriented, broad-based domestic and international in-house and law firm experience. She is responsible for overseeing all aspects of the global legal function for the company and its hotel, restaurant, and nightlife brands and operations. Mutterperl joined Dream Hotel Group in 2017 after nearly 10 years with Starwood Hotels and Resorts. At Starwood, she was vice president, associate general counsel, and a point person across strategic planning and implementation in business operations and hotel development. Mutterperl regularly advises senior executives on complex legal and business issues relating to hotel development, operations and growth, intellectual property, technology and employment matters, mergers, acquisitions and dispositions, federal and state regulation, corporate governance, litigation management, and tax-related matters. Mutterperl joined Starwood from Kirkland & Ellis, where she advised clients across private equity and public company M&A, financings, and securities matters. Mutterperl graduated from Harvard College with honors and earned a JD from Harvard Law School.

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Stacey Nadolny

Senior Partner, Managing Director
HVS

Stacey Nadolny, MAI, one of HVS' premier experts on hotel markets in the Midwest, is managing director and senior partner for HVS Chicago. It's a role for which she is uniquely qualified, having completed thousands of assignments for hotels and resorts in the Great Lakes region. Years of repeated visits to hotel markets in and around Chicago and throughout Illinois, Indiana, Michigan, and Ohio—along with the relationships formed with local hotel owners, operators, and city officials—give Stacey a long-established perspective on how these hotel markets grow and change.

In addition to authoring the HVS Cost Development Survey, she also has published extensively on her Midwest markets. She has hosted numerous HVS Hotel Investment Summits for industry participants. In addition to regular speaking engagements at major hotel events such as Hunter Conference, NYU, ROI Conference, IHLA, AAHOA, and the Society of Chief Appraisers, Nadolny periodically conducts Hotel Valuation Seminars at both Cornell University and Michigan State University.

Nadolny serves as a Regional Representative for the Chicago Chapter of the Appraisal Institute and as a board member for Cornell's Center for Real Estate Finance (CREFF); she also is a member of the Real Estate Finance Forum (REFF), a state-certified general appraiser, and a designated member of the Appraisal Institute (MAI).

Hari Nair

Global SVP & GM: Account Management
Expedia Group

Hari leads Expedia Group's Global Account Management business across lodging, vacation rentals and activities. In this role, he works with supply partners to make them successful on the Expedia Group platform and stay ahead of digital innovation.

Nair joined Expedia Group in 2002. In his 20-year tenure with the company, he has built a unique B2B, B2C and media advertising knowledge that can benefit all supply partners as they charter the complexities of the travel ecosystem. Previous to this role, he was the global SVP Expedia Group Media Solutions, the digital advertising arm of Expedia Group where he oversaw all facets of the business including product development and execution, engineering, operations, marketing, media sales and business development for destination marketing organizations. Before this, he focused on two B2C brands as vice president and general manager of Orbitz.com and CheapTickets.com, subsidiaries of Expedia Group, and was responsible for overseeing retail operations and profitability of the business, brand strategy, marketing efficiency and customer lifecycle management.

Prior to joining Expedia, Nair worked in corporate training and food and beverage operations at Oberoi Hotels, a leading luxury hotel chain that owns and manages 30 hotels and five luxury cruisers across six countries under the 'Oberoi' & 'Trident' brands.

Nair holds a master's degree in Hotel Management from Cornell University. In his spare time, he is an avid runner, not shy of displaying his Bollywood dancing skills and a regular visitor to India, his beloved native country.



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Francis J. Nardozza

Chairman and CEO
REH Capital Partners

Francis (“Frank”) J. Nardozza is chairman and CEO of REH Capital Partners, a national real estate and hospitality investment and advisory services firm headquartered in Fort Lauderdale, FL. Nardozza has over 44 years of diversified experience in real estate and hospitality investment, finance, and consulting. He is recognized nationally and internationally for his work in the areas of mergers and acquisitions, investment, development planning, and strategic advisory services in the fields of real estate and hospitality, and has advised on over \$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, LLP and KPMG Consulting, two entities comprising one of the world’s largest professional services firms, where his tenure with KPMG spanned a period of over 25 years.

Nardozza is the founding chairperson of the U.S. Lodging Industry Investment Council (“LIIC”), and currently serves on the Executive Advisory Committee of NYU Hospitality Industry Investment Conference and the Executive Planning Board of the Americas Lodging Investment Summit (“ALIS”). 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 presently serves as chairperson of the Executive Advisory Board of the Real Estate Center at Florida State University, where he established and endowed the “Nardozza Real Estate Scholars Program” at Florida State University. He also serves as a trustee of the Florida State University Real Estate Foundation and member of the Advisory Board of the Dedman College of Hospitality at FSU. In April 2013 he was inducted into the Florida State University College of Business Hall of Fame. In his community, Nardozza is a member of the Board of Directors of Hope Outreach Center, in Broward County, FL.

Nardozza is a graduate of Florida State University, BS Accounting. Additionally, he completed the executive partner certificate program on international business at The Wharton School, University of Pennsylvania in May 1993.

Christopher J. Nassetta

President and CEO
Hilton

Christopher J. Nassetta is president and CEO for Hilton. He joined the company in 2007. Previously, Nassetta was president and CEO of Host Hotels & Resorts beginning in 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.



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Chip Ohlsson

Executive Vice President and Chief Development Officer, North America
Wyndham Hotels & Resorts, Inc.

Chip Ohlsson is executive vice president and chief development officer, North America, for Wyndham Hotels & Resorts. In this role, he is responsible for the development strategy for Wyndham's 21 brands across North America, identifying and building strategic partnerships to position Wyndham Hotels & Resorts in new markets and to optimize its presence in existing markets.

Ohlsson is also 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 Hotels & Resorts 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, creating opportunities for entrepreneurs to grow their business.

A 28-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 & 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. During this time he oversaw sales, business development and financial management initiatives and was consistently a top sales producer, earning accolades including Vice President of the Year among several other notable awards.

Diana Ovsepián

Associate
Sidley Austin LLP

Diana Ovsepián is a member of Sidley's real estate and hospitality practices. She focuses her work on real estate matters with an emphasis on hospitality representing lenders, hotel developers, and other real estate investors in both domestic and international hotel transactions. Diana holds a Certification in Hospitality and Tourism Law from American University, Washington College of Law.



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Mark Owens

Executive Vice President and Co-Head of Hospitality Capital Markets
CBRE

Mark Owens is an executive vice president and co-heads the Hospitality Capital Markets practice for CBRE Hotels, a team with over \$50 billion in international hotel and resort finance experience. He is responsible for the development of the CBRE Hotels Debt & Structured Finance practice. He oversees the origination and placement of hospitality-related transactions, including debt, equity, joint venture equity, and transaction sales.

Since joining CBRE, Owens has been an integral part in building CBRE's prominence in the market, working closely with the team to develop one of the country's leading hospitality structured finance practices, which exceeded \$1.6 Billion in 2018. Through COVID, the team has placed more capital than any other practice in the space.

Prior to joining CBRE, Owens ran the hospitality practice at The Ackman-Ziff Real Estate Group, building the team's production to in excess of \$1 billion in annual transaction volume. In addition to Ackman-Ziff, Owens was a vice president at Sonnenblick Goldman. There, he closed \$3 billion in transactions representing a variety of institutional and opportunistic investors and ownership/management companies. He previously worked at HVS International in its New York office.

Owens is a graduate of the Cornell University School of Hotel Administration and is on the advisory board for Center for Real Estate Finance at the SC Johnson College of Business. He is a member of CBRE's Capital Markets Advisory Board. He is a frequent guest lecturer at the NYU School of Professional Studies Jonathan M. Tisch Center of Hospitality. Owens was a founding board member of AH&LA's Under 30 Council and was voted one of Real Estate Weekly's Rising Stars. He is a member of the ULI, and has spoken at the NYU International Hospitality Industry Investment Conference, the Americas Lodging Investment Summit, and the Hunter Hotel Investment Conference; he also is a member of the Cornell Real Estate Council and Association for Real Property + Infrastructure.

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Patrick Pacious

President and Chief Executive Officer
Choice Hotels International

Patrick Pacious is president and chief executive officer of Choice Hotels International, (NYSE: CHH), one of the largest and most successful lodging franchisors in the world, with more than 7,100 hotels, representing nearly 600,000 rooms, in 45 countries and territories as of December 31, 2020.

Throughout his 15-plus years of leadership in increasingly senior roles at Choice, Pacious has revitalized legacy brands, launched new brands, and acquired a brand that is the fastest growing in its segment, as well as led enterprise-wide technology transformation initiatives. He has improved business delivery to hotel owners and advanced a corporate culture focused on diversity, equity and belonging as well as performance for Choice associates. In 2020, he successfully navigated the company through the unprecedented circumstances of the COVID-19 pandemic and delivered results that outperformed the industry. Throughout the pandemic, he also led advocacy efforts with Congress and the administration to drive assistance for small business owners and the company's franchisees, helping to ensure that their needs would be addressed in the economic relief bills enacted during the crisis. Before becoming CEO in 2017, Pacious was the company's president and chief operating officer.

Pacious served as a US Navy officer after earning his bachelor's degree from Duke University and went on to earn a master's in business administration from Northwestern's Kellogg Graduate School of Management. In 2020, Pacious was named one of the "Top 50 Best CEOs of Large Companies" by Comparably for a second-straight year, as determined by employee ratings, ranking No. 7 overall. In 2019, he received the inaugural Veterans in Business Award from the Washington Business Journal for his work to help veterans in the workplace and beyond. Pacious is currently a member of the board of directors of the Wolf Trap Foundation for the Performing Arts.

Mehul Patel

Managing Partner and Chief Executive Officer
NewcrestImage

As chairman and CEO of NewcrestImage, Mehul Patel guides one of the country's premier hotel companies which currently owns and operates 30 distinctive hotels nationwide. In 2013-14, he served as the youngest chairman in the history of the Asian American Hotel Owners Association (AAHOA), which is among the country's most influential hospitality trade associations with a membership today of almost 20,000 people who together own more than half of U.S. hotels. Patel continues to be actively involved in industry leadership roles, including brand councils of AC Hotels for Marriott International; Hyatt Place and Hyatt House for Hyatt Hotels Corporation; and Hampton Inn & Suites for Hilton Worldwide.

Born in India, Patel immigrated to the United States at the age of 14 with his family. They settled in the Dallas suburb of Garland, Texas. At age 17, he and his brother bought their first hotel - a 46-room independent hotel where their parents worked. They converted the property into a branded hotel before selling it.

As Patel was earning his undergraduate degree in computer information systems at the University of Texas, he and his brother repeated the process of hotel renovation and resale with a series of properties along Texas interstate highways and college towns.

Today, NewcrestImage is a family business formed in 2013 when three sets of brothers who had known each other since high school brought together their two successful hospitality firms - Newcrest Management and Image Hospitality. In March of 2019, Patel and two business associates acquired American Bank, a community bank in north Dallas, further expanding NewcrestImage's profile within Dallas.



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Keith M. Pattiz

Partner

McDermott Will & Emery

Keith M. Pattiz has extensive experience in the areas of commercial leasing, financing, sales and acquisitions, hotel transactions, joint ventures and real estate workout matters. He has provided legal representation to a wide variety of clients, including major residential, office, hotel and shopping center developers, hotel operators, lending institutions, and US and non-US investors. He is head of the firm's Real Estate Group.

Pattiz has broad experience and is a recognized practitioner in the hospitality sector. He represents numerous owners, operators, and developers in their acquisition development activity, financing management agreements, retail leasing and dispute resolution matters. For more than 10 years, he has moderated and has been a panelist at the NYU International Hospitality Industry Investment Conference.

Daniel C. Peek

President, Hotel Group

Hodges Ward Elliott

Dan Peek joined HWE in June of 2019 as president of the firm's hotel group. He is charged with leading a team that executes institutional-grade hotel and resort property transactions globally. During his career, he has completed nearly \$30 billion in investment sale, debt, and structured finance transactions.

Previously, Peek served as senior managing director and head of the hospitality practice group for HFF, joining the firm in 2007 to build a dedicated hotel platform. Prior to HFF, he was a co-founder 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.

Peek is a member of the Urban Land Institute and its Hotel Development Council, the AHLA Investment Roundtable, advisory board of the Cornell Real Estate and Finance Center, and the Cornell Hotel Society. He is a recipient of the industry's prestigious "Jack A. Shaffer Financial Advisor of the Year" award.

Didio Pequeno

Senior Consultant

Carpedia Hospitality

As a senior consultant for Carpedia Hospitality, Didio Pequeno has domestic and international experience driving increased profitability via labor optimization, change management, and improved operational processes. With well over 10 years of industry experience, from hotel operations management to consultancy, he has leveraged his hospitality knowledge to the financial benefit of ownership groups, asset management firms, and world-renowned brands.

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Gilda Perez-Alvarado

Global Chief Executive Officer, Hotels & Hospitality
JLL

Gilda Perez-Alvarado is the global chief executive officer of JLL Hotels & Hospitality, where she is responsible for investment sales, debt and equity placement, strategic advisory, and asset management, supported by a team of 350 hotel professionals in over 30 countries. Additionally, she leads the group's Global Hotel Desk, a specialized team of cross-border investment sales professionals based in the Middle East, Asia Pacific, the Americas, and Europe. Previously, she served as chief executive for the Hotels & Hospitality Americas region.

In the past 36 months, Perez-Alvarado has utilized her global experience to coordinate the sale of several high-profile assets, including The St. Regis New York, The Plaza Hotel in New York, Montage Beverly Hills, Fairmont Copley Plaza in Boston, and the Fairmont portfolio in Canada.

Prior to rejoining the team in New York in 2010, Perez-Alvarado was based in Madrid as head of hotel debt advisory in Spain and Portugal, where she was responsible for working with financial institutions for hotel asset receiverships and workouts, as well as supporting the executive team in Spain and London in international capital markets. Prior to Madrid, she was based in London and responsible for luxury hotel transactions in the United Kingdom, Benelux, and Scandinavia. Prior to her experience in London, she was based in the New York and Miami offices of JLL beginning in 2004, and before that, she worked for the hospitality and leisure advisory practice of PricewaterhouseCoopers in Miami for more than two years.

Perez-Alvarado serves as a member of JLL's Americas Capital Markets Executive Committee, Cornell's School of Hotel Administration Dean's Advisory Board, and the Global Advisory Board of Qiddiya, a PIF giga-project in Saudi Arabia. She also is an active member of the Industry Real Estate Financing Advisory Council (IREFAC). In 2016, she was named the Jack A. Shaffer Financial Advisor of the Year.

Perez-Alvarado earned an executive MBA from Instituto de Empresa (IE Business School) in Madrid in 2010. In 2002, she earned a bachelor of science from the Cornell University School of Hotel Administration, from which she graduated with honors and served as Degree Marshall for her graduating class. She also has attended executive education courses on competitive strategy and leadership at INSEAD and Stanford Graduate School of Business, respectively.

Chris Pfohl

Executive Vice President, Business Development & Acquisitions
Pyramid Hotel Group

Over the past 30 years, Chris Pfohl has been a successful developer, owner and operator of hotels throughout the United States leading the acquisition, development, and management contract process for over 150 hotels. Pfohl has formulated and executed strategic acquisition and development plans that have resulted in over \$1 billion in hotel transactions. As SVP of business development & acquisitions, he is responsible for sourcing and handling acquisitions and new business. Previously, Pfohl was an executive vice president of acquisition for Bentley Forbes Hospitality Group. He was responsible for the start-up of a new hospitality division with the goal of acquiring, developing, operating and asset managing four- and five-star hotel projects. In addition, he has held senior-level positions for Hilton, InterContinental, and DoubleTree Hotels, including oversight of managed development for Hilton Worldwide. Previously, Pfohl purchased, owned, and operated a DoubleTree hotel in Wilmington, DE. He has also held several hotel operational and management positions including regional vice president and general manager of 15 hotels with Winegardner Hammons and the Beacon Hotel Corporation. Pfohl joined Pyramid in 2000 and is based in Pyramid's Boston headquarters.

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Ron Pohl**Senior Vice President & 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, serves on the company's executive committee and leads the brand's operations and development efforts for North America and Asia. Pohl's responsibilities include key departments within the hotel company, including owner relations, revenue management, education and training, design, supply, and global quality assurance.

Prior to joining Best Western, Pohl spent 25 years with Boykin Management Company and Marriott Corporation. With Boykin, he served in a number of senior-level positions and ultimately senior vice president of operations.

He currently serves on the American Hotel & Lodging Association's board of directors, the advisory board for Grand Canyon University and previously served on the board of directors for the Convention & Visitors Bureau of Greater Cleveland.

Throughout his career, Pohl has earned a number of awards. In 2017, he was named a silver winner in the Executive of the Year - Large Companies category by the Best in Biz Awards. Pohl received the award as result of his commitment to excellence, innovative vision, and investment in employees' professional development. Pohl was also named the 2017 gold winner in the Executive of the Year category by One Planet Awards, the world's premier awards program honoring the best in business and professional excellence in every industry from around the globe. Finally, Pohl received the prestigious American Hotel & Lodging Educational Institute Arthur Landstreet Award in 2016.

Tricia Primrose**Executive Vice President and Global Chief Communications & Public Affairs Officer
Marriott International**

Tricia Primrose is global chief communications & public affairs officer for Marriott International. She is responsible for corporate communications, government affairs, consumer/brand communications, and social impact. She also is a member of the Marriott Board of Directors' Inclusion and Social Impact Committee, which emphasizes opportunity, empowerment, and inclusion for the company's associates.

Prior to joining Marriott, Primrose was a partner at Rational 360, a strategic communications firm she joined when it merged with Impression Partners, which she founded. Previously, she was the executive vice president, global communications and public affairs at AOL from 2007 to 2011, where she had accountability for global corporate communications, public affairs, publicity, internal communications, event marketing and philanthropy. She developed all communications strategies for more than \$2.5 billion in mergers and acquisitions, and led the communications strategy for AOL's successful public offering in 2009.

Prior to her role at AOL, Primrose was an executive vice president at Robinson Lerer & Montgomery, a leading corporate and financial communications firm. Earlier in her career, she held leadership positions with the Democratic Congressional Campaign Committee and served as communications director for U.S. Senator Richard Shelby.

In 2015, *Premiere Traveler* named Primrose one of the Most Compelling Women in Travel. She is a member of Condé Nast Traveler's Women Who Travel advisory board, as well as a member of the American Hotel & Lodging Educational Foundation's Board of Trustees.

Primrose is a graduate of Georgetown University. She lives in the Washington, D.C. area with her husband and daughter.



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Mark Purcell

SVP, Development, North & Central America
Accor

Mark Purcell brings more than 30 years of experience in the hospitality industry focused in the areas of acquisitions, development, finance, and operations.

In 2017, he joined Accor in his most recent role as vice president, development, North & Central America. Prior to joining Accor, Purcell was at Starwood Hotels & Resorts Worldwide for 12 years as vice president, development. He began his career with Interstate Hotels and Resorts working at three different Marriott hotels before joining their corporate office where he held several positions of progressing responsibility in finance and development.

Purcell holds a Bachelor of Business Administration, Management Sciences and Marketing from St. Bonaventure University in New York.



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R

Gretchen A. Ramos

Global Co-Chair Data, Privacy and Cybersecurity Practice
Greenberg Traurig

Gretchen A. Ramos is global co-chair of Greenberg Traurig's Data, Privacy & Cybersecurity Practice. She has partnered with hundreds of multinational companies, providing practical business advice on how to establish and improve their privacy and security programs in a way to deliver value to the business and instill consumer trust.

Ramos has wide-ranging experience counseling organizations in various industries, including digital health, financial services/cryptocurrency, ecommerce, technology (SaaS), consumer products and academic institutions. She regularly drafts and negotiates contracts concerning data-related issues, assists clients in assessing privacy risks in corporate transactions, and provides guidance on adtech privacy issues. She has managed hundreds of data breaches, and defends companies facing FTC and other regulatory investigations, and individual and class action claims involving privacy, information security, and consumer protection.

Allison Reid

Chief Development Officer
Kimpton Hotels & Restaurants

As the chief development officer for Kimpton Hotels and 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 being a key member of the brands executive leadership team.

Prior to Kimpton, Reid worked for Starwood Hotels & Resorts where she held various leadership positions, including SVP of development & acquisitions for North America, the Caribbean, and French Polynesia. During her tenure, she was instrumental in the launch of three new brands at Starwood and the signing 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-dollar global joint venture and leasehold portfolio, W Hotels chief financial officer where she was responsible for driving strategic operating and brand growth initiatives, as well as leadership roles in investor relations, owner services, workouts, finance, and operations.

Kathleen Reidenbach

Chief Commercial Officer
Kimpton Hotels & Restaurants

Kathleen Reidenbach is chief commercial officer for Kimpton Hotels & Restaurants. She's responsible for overseeing the sales & catering, brand, revenue & distribution, communications, and marketing departments, which together make up Kimpton's commercial division.

Reidenbach's primary focus is to ensure business success by driving brand clarity and awareness, guest loyalty and top-line performance across the company's portfolio. In addition to existing hotels and restaurants, She and her team focus on brand development and performance of new properties through positioning, distribution and marketing strategies executed by the Kimpton home office and local teams. Reporting to Reidenbach are brand, communications, customer marketing, digital strategy and revenue management & distribution departments.

Reidenbach began her career with Kimpton at the home office as a business analyst in 2002. She was promoted several times to oversee other areas including regional hotel and brand revenue management, and distribution and online marketing. She was also named one of San Francisco Business Times' "40 under 40" leaders.

Prior to joining Kimpton, Reidenbach was a financial analyst at Robertson Stephens, an investment bank that provided a broad range of financial advisory services to growth companies in the technology, consumer and services sectors. She has a bachelor's degree in economics and Spanish from Amherst College in Massachusetts.

Reidenbach resides in the San Francisco Bay Area with her husband and two children.



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Umar Riaz

Managing Director
EY

Bringing transformative strategies and solutions to businesses for more than 20 years. Multilingual and globally oriented. Deep thinker. Passionate about using technology to turn analysis into action.

Umar Riaz is EY Americas Real Estate, Hospitality and Construction advisory leader, managing EY advisory services across the sector.

Focusing on the industry's most pressing challenges and opportunities, Riaz advises companies on digital transformation including customer experience design, analytics, enterprise digitization and innovation management.

He also consults with businesses on sales and marketing transformation, back-office organization, managed services and corporate strategy.

Prior to serving as the advisory leader, Riaz managed global accounts and consulted with clients in the travel and transportation, automotive and industrial sectors for a multinational management consulting firm. Earlier in his career, he worked in product strategy and R&D for a global auto manufacturer.

Stephanie Ricca

Editorial Director
Hotel News Now

Stephanie Ricca is editorial director of *Hotel News Now*, where she sets the editorial and content direction for *Hotel News Now* and its suite of newsletters, website content and multimedia content. She has 12 years of hotel trade journalism experience, most recently serving as editor-in-chief of *Hotel News Now*. Before that she was editor-in-chief of *Hotel Management*, and has earlier experience in newspaper and magazine journalism. She holds a Master's in Journalism from the Medill School of Journalism at Northwestern University.

Jennifer J. Rinck

Vice President, Global Learning, Human Resources
Hilton

Jennifer Rinck oversees the global learning and development strategy at Hilton. In her current role she is responsible for delivering innovative and scalable learning solutions. She is a seasoned hospitality professional that has had a career leading various Human Resources functions including Americas East Regional HR operations, America's talent acquisition centers and US regional learning and development. Her experience includes consulting, change management, diversity and inclusion, labor relations, talent acquisition, talent management, organizational development, project management and workforce planning.

Rinck graduated Cum Laude, Phi Beta Kappa from Hollins University with a BA in English and Sociology. Additionally, she is a University of Virginia - Women in Leadership Program graduate. She serves on the board of directors at the Atlanta Girls' School.



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Chip Rogers

President & CEO

American Hotel & Lodging Association

Chip Rogers has been president and CEO of the American Hotel & Lodging Association (AHLA) since the start of 2019, leading America's only national association dedicated to serving the interests of the entire hotel and lodging industry.

In his role as president & CEO, Rogers has led the AHLA team and the lodging industry to achieve tangible results for AHLA members. Subsequently, he has received numerous awards and has been recognized as one of the 25 most influential by *Business Travel News*, as one of the most influential people in Washington D.C. by *Washingtonian* magazine, and twice as a top lobbyist by *The Hill* newspaper.

Prior to joining the hospitality industry, Rogers served in the Georgia General Assembly. He was elected to office six times and was unanimously elected twice to serve as Senate majority leader.

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

Agnès Roquefort

Global Chief Development Officer

Accor

Agnès Roquefort holds a MBA from ESSEC Business School in Paris, with a specialty in corporate finance. She is a seasoned professional with more than 15 years' of experience in hospitality, travel, and tourism with different positions in business strategy, M&A, marketing, revenue management, and data. On top of this expertise, Roquefort is an enthusiastic team manager with a strong dedication to talent development.

She started her career in the Private Equity Fund Turenne Capital. In 2002, she joined Bain & Company, the major strategic consulting firm where she mainly worked on due diligence projects for multiple industries. From 2004 to 2010, she pursued strategic consulting at Advancy as principal, working on strategic projects mainly in the tourism, travel, F&B, and hospitality sectors.

Roquefort joined Accor in 2010 and was successively chief of staff for the global COO, global head of revenue management & pricing, and global head of MGallery brand. In her last position as senior VP strategy, integrations & data, she successfully integrated several major brands within the Accor offering portfolio.

Roquefort is the mother of two daughters, and is a strong advocate of gender equality at work. She contributes to RiISE, the Accor diversity network, and pays a particular attention to mentoring talents.

Scott P. Rosenberg, AIA, ASID, LEED AP BD+C

President

Nehmer

Scott. Rosenberg is president of Nehmer, an international architecture and project management firm specializing in hospitality. He is also a principal with HVS Design, specializing in hospitality interior design and branding. Rosenberg takes a unique, holistic approach of architecture, design, master planning, and real estate strategy to create practical solutions to add value to hospitality assets. He has more than 30 years of experience in architecture and real estate development-related fields, and is a licensed architect in 25 states and the District of Columbia, and is a NCIDQ-certified interior designer. His hospitality experience spans renovations and new buildings for select-service, extended-stay, boutique, full-service, conference-center, and luxury hotels. 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 the Johns Hopkins University.



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Noga Rosenthal

Chief Privacy Officer and General Counsel
Ampersand

As Ampersand's chief privacy officer and general counsel, Noga Rosenthal is responsible for guiding the company's privacy and legal initiatives; she holds deep expertise in the development and implementation of comprehensive privacy programs.

Rosenthal previously served as chief privacy officer at Epsilon where she led the company's worldwide privacy, compliance and regulatory activities. Prior to Epsilon, she served as general counsel and vice president for compliance and policy for the Network Advertising Initiative (NAI), helping craft industry standards around the responsible collection and use of data for digital advertising and managing its compliance program to help ensure that member companies delivered on the promise of self-regulation for interest-based advertising. Furthermore, she also led global legal affairs for WPP's Xaxis, a pioneering programmatic digital media business, as SVP and general counsel.

Rosenthal is a member of the International Associations of Privacy Professional (IAPP)'s, has her certification in CIPP/US and CIPP/EU and is currently serves on the Privacy Bar Section Advisory Board. She formerly served as a member of IAPP's Women Leading Privacy Advisory Board and Education Advisory Board. She also sits on the advisory board of OptimEyes AI, an AI-powered SaaS solution for enterprise security, compliance, and privacy risk management.

Rosenthal is also currently a member of the Interactive Advertising Bureau's Public Policy Group, State Privacy and Federal Privacy Working Group and Legal Affairs Committee as well as the ANA's Government Relations Committee. She is an active member of the UK Data Protection Network, which provides published guidance on the General Data Protection Regulation (GDPR).

Rosenthal also sat on the advisory board of the Digital Advertising Alliance and the Data Standards Committee of the Data and Marketing Association. Bureau. She also served as co-chair of the Privacy Committee of the Mobile Marketing Association. She was a board member of the Network Advertising Initiative for eight years.

Finally, Rosenthal is an adjunct law professor at Fordham Law School. She received her Bachelor's in English and Political Science from Rutgers and a JD from Fordham Law School.

Rick Ross

Partner, Global Chair, Hotels & Leisure & Global Co-Chair, Family Office & High Net Worth
Dentons

Rick Ross is the chair of Dentons' global Hotels and Leisure practice and global co-chair of the firm's Family Office and High Net Worth sector. 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 as to 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 counsels clients with regard to 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* since 2007 (the first year of ranking this sector). Under his leadership, for each of these years, Dentons has also been one of only two law firms to be "Band 1" nationally ranked in the hotels and leisure sector in the United States and is regarded as one of the top few in the world. In 2014, he was named an "MVP in Hospitality" by *Law360* and Dentons' hotel group was named a "Practice Group of the Year" in 2013, 2017, and 2019.



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Vail Ross

Senior VP of Sales & Marketing
STR

Vail Ross, STR's senior VP of sales & marketing, is responsible for the overall coordination, functional management and leadership of the company's business development and marketing strategies.

Ross is often a featured speaker at international, national, and regional conferences, and she serves in several industry board positions for the Destinations International Foundation, HSMAI Americas, the Tennessee Hospitality Association, and the Greater Nashville Hospitality Association.

With STR since 2003, Ross was recognized by *Hotel Management* in 2019 as one of the Influential Women In Hospitality and was the recipient of the 2013 American Hotel & Lodging Association John Whitaker Award.

STR provides clients from multiple market sectors with premium, global data benchmarking, analytics and marketplace insights. STR was acquired in October 2019 by CoStar Group, (NASDAQ: CSGP), the leading provider of commercial real estate information, analytics and online marketplaces.

Rachael Rothman, CFA

Head of Hotels Research & Data Analytics
CBRE | Hotels

Rachael Rothman, CFA is CBRE's head of hotels research & data analysis. Rothman is responsible for data analysis, thought leadership, and helping hotel owners, brands, and management companies make profitable decisions while minimizing risks. She joined CBRE in March 2021 after a 20-year career as a public hotel company executive and equity analyst following the hospitality industry. Previously she was chief financial officer at Apple Hospitality REIT and head of corporate strategy and investor relations at Playa Hotels & Resorts. Prior to that, Rothman worked for 18 years as a leading equity analyst following the hospitality industry for Merrill Lynch, Morgan Stanley, and Susquehanna International Group. Rothman began her career as a line-level hotel employee eventually becoming a GM. She holds master's degrees in hotel administration and economics, is a CFA charterholder, and speaks Spanish at the C2 level.



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Karen E. Rubin

Principal

Karen Rubin Hotels

Karen E. Rubin 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 educationally-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 she 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 over 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, her clients incorporated 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 Corp.; 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, L.P. 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 very broad range of individual, family and smaller corporate owners, managers, developers and investors.

Rubin was granted the American Hotel and Motel Association's Certified Hotel Administrator 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 also she has been frequently quoted in newspapers, periodicals, and trade publications throughout the nation. She is an avid educator within her industry, and has presented seminars and lectured on hospitality-related topics at numerous educational institutions. She 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.

Rubin graduated with distinction from Cornell University's School of Hotel Administration. She also conducted 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.

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Michelle Russo, Cham, Cha, Mai

Founder and Chief Executive Officer, Hotel Asset Value Enhancement
hotelAVE

Michelle 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, founded Hotel Asset Value Enhancement. While Russo oversees the practice, she is very involved in defining the forward outlook that establishes how the company manages its portfolio to maximize results, strategic asset positioning, management contract negotiations, and interacting 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), one of 20 Women in Lodging by *Lodging Magazine* (September 2015) and one of 15 Women of Hospitality Finance by Hospitality and Financial and Technology Professionals (HFTP). HotelAVE is a 100% Women Owned Business Entity certified through the Center for Women & Enterprise (CWE).

Prior to founding hotelAVE, Russo was vice president, senior leisure analyst for Deutsche Banc Alex Brown where she garnered capital markets experience covering lodging and leisure (including cruise, ski and gold industries). Michelle also managed a \$500 Million portfolio for John Hancock Mutual Life Insurance Company where she improved the portfolio and achieved 20% cash-on-cash returns.

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 is a regular guest speaker at NYU, ALIS, ULI, Boston University, BLLA, Distressed Hotel Summit, Hunter Hotel Conference, IHRSA National Convention, and Seatrade Cruise Shipping Convention. Russo serves on the Dean's Advisory Board for Cornell University's School of Hotel Administration and the Cornell SC Johnson College of Business Leadership Council. She is a member of ULI's Hotel Council, Marriott's Distribution Strategy Advisory Committee, the AHLA's Hospitality Investment Roundtable, AHLA's Global Finance Committee, and formerly a board member of Morgans Hotel Group and the Pillsbury Institute for Hospitality Entrepreneurship at Cornell University. She also is a two-time past president of the Hospitality Asset Manager Association (HAMA), a Certified Hotel Asset Manager (CHAM), Certified Hotel Administrator (CHA) and a Member of the Appraisal Institute (MAI).

Michelle Rutledge

Managing Director
Ferguson Partners

Michelle Rutledge is a managing director at Ferguson Partners, based in the Toronto office. Her focus is on sourcing and executing real estate and hospitality assignments throughout North America, and on a global basis. She serves as a leader of the firm's diversity practice and hospitality practice, and she also participates in the infrastructure practice.

Prior to joining Ferguson Partners, Rutledge worked as a consultant with a hospitality search firm. She gained extensive international exposure by executing hotel, gaming and restaurant searches throughout North America, Europe, the Middle East, and Asia. At Ferguson Partners, she conducts regional and corporate-level searches across functions – including finance, investments, marketing and operations – and places candidates in positions up to the C-Suite within the real estate and hospitality practices. She has spent time in Ferguson Partners' New York and Toronto offices.

Rutledge holds a Bachelor's degree from Western University with a specialization in psychology.

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Paul Sacco

Chief Development Officer
Mint House

Paul Sacco is the chief development officer of Mint House, a new category of tech-first residential hospitality offering spacious, apartment-style accommodations across the U.S. Mint House apartments are thoughtfully designed with full kitchens, expansive living areas and connected workspaces in prime downtown locations—offering a new kind of stay that’s smarter and more comfortable than a hotel but still delivers on the personalized service, consistency and thoughtful amenities travelers have come to expect today.

Prior to joining Mint House, Sacco served as chief investment officer of Driftwood Capital, a hotel ownership, development, and lending firm. Sacco also served as EVP and president of Global Development for publicly traded hotel company RLH Corporation, and prior to that as president and chief development officer of TPG Hotels & Resorts, a hospitality owner-operator with more than 60 hotels and 18,000 rooms under management. Sacco also served in various leadership capacities, including head of development North America, for Starwood Hotels & Resorts Worldwide. Prior to its merger with Marriott International that created the largest hospitality company in the world, Starwood Hotels & Resorts was one of the world’s largest owners, operators, franchisors and managers of hotels, resorts, spas, residences, and vacation ownership properties. Sacco was a key leader in the expansion of the company to over 1,000 hotels.

Sacco holds a BA in Economics from Brown University, and a Certificate in Hotel Real Estate Investments and Asset Management from Cornell University. Sacco resides with his family in the Boston area and is based out of Mint House’s office in New York City.

Mark Schoenholtz

Vice Chairman, Co-Head of Lodging
Newmark Knight Frank

Mark Schoenholtz joined Newmark Knight Frank in 2018 at its New York headquarters, where he serves as a vice chairman and co-head of the Lodging Capital Markets Group. Schoenholtz previously co-headed the lodging investment banking and brokerage group at Eastdil Secured. Under his leadership, Eastdil Secured consistently ranked as the nation’s most active hotel broker. During his more than 25 years with that firm, he was recognized as one of the industry’s most active and respected advisors.

Since the start of his career, Schoenholtz has successfully completed transactions with an aggregate value of more than \$225 billion. He has represented a broad cross-section of clients, including REITs, C-Corps, private equity firms, high-net-worth investors and sovereign wealth funds. Some of the more noteworthy recent transactions include the sale of Boston Park Plaza, the Grand Hyatt San Francisco, the Hyatt Grand Cypress, the Hyatt Portfolio - Andaz Wailea, the Hyatt Regency Coconut Point and the Waldorf Astoria New York.

Schoenholtz is a frequent speaker at industry events, including the Americas Lodging Investment Summit (ALIS) and the NYU International Hospitality Industry Investment Conference.

Schoenholtz earned a master’s degree from New York University and a Bachelor of Arts degree from Franklin & Marshall College.

He currently resides in Fairfield County, Connecticut, with his wife and three children.



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Nick Scribani

Senior Managing Director
Newmark Knight Frank

Nick Scribani is a senior managing director with Newmark's Debt and Structured Finance Group in New York, where he is responsible for the facilitation and execution of the team's financing transactions. He has more than 10 years of real estate investment banking experience and has to date executed more than \$20 billion of capital markets transactions across all asset types.

Prior to joining Newmark, Scribani was a vice president at Citigroup, where he spent five years originating and underwriting securitized and balance sheet loans. During his tenure at Citigroup, he successfully closed more than 150 transactions totaling in excess of \$4 billion in loan proceeds.

Scribani began his career at GE Capital Real Estate, working in asset management. Part of his role at GE included managing the valuation teams in New York and Connecticut.

Scribani holds a Bachelor of Science in Business Administration degree in finance from the University of Pittsburgh, where he graduated summa cum laude as a member of the Honors College.

Jay H. Shah

Chief Executive Officer
Hersha Hospitality Trust

Jay H. Shah is Hersha Hospitality Trust's chief executive officer and a member of Hersha Hospitality Trust's board of trustees. Shah is involved in all areas of the business with a particular emphasis on strategic relationships, capital transactions, asset management, and acquisitions. Prior to joining Hersha, he formed Shah & Byler, a Philadelphia-based law firm specializing in real estate and construction. Earlier in his career, Shah also was a consultant at the former Coopers & Lybrand LLP, now PricewaterhouseCoopers. He served as a legislative assistant to the late Senator John Heinz on Capitol Hill and has also worked with the Philadelphia District Attorney's office. Shah serves on Cornell University's Dean's Advisory Board for the School of Hotel Administration and also is a member of American Hotel & Lodging Association's board of directors, American Hotel & Lodging Association's Investment Roundtable, Pennsylvania Academy of the Fine Arts board of trustees, the Philadelphia CEO Council for Growth, Young Presidents' Organization, the Chief Executives Organization, and the President's Leadership Council for Thomas Jefferson University and Jefferson Health. Shah earned a Bachelor of Science degree from the Cornell University School of Hotel Administration, an MBA from the Temple University Fox School of Business, and a Law degree from Temple University Beasley School of Law.

Mit Shah

Chief Executive Officer
Noble Investment Group

As founder and chief executive officer, Mit Shah provides overall strategic guidance for the Noble organization and heads its investment committee. He has been profiled in *Newsweek* magazine as one of the most influential South Asians in the United States, named one of Atlanta's most prominent leaders by *Atlanta Magazine* and the *Atlanta Business Chronicle*, and recognized as one of the 21st century's most influential hospitality industry leaders by both *Lodging Hospitality* magazine and *Lodging* magazine. He is the most recent recipient of the prestigious Industry Real Estate Financing Advisory Council (IREFAC) C. Everett Johnson Award for leadership in the hospitality industry.

Shah presently serves as non-executive chairman of the board for CorePoint Lodging and on advisory boards with Marriott International and Hyatt Hotels Corporation. He is an executive committee member of the board of directors for the American Hotel and Lodging Association, and a member of IREFAC.

Shah is an active supporter of educational objectives and currently is serving his fourth term as a member of the board of trustees of his alma mater, Wake Forest University.



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Neil H. Shah

**President and Chief Operating Officer
Hersha Hotels and Resorts**

Neil H. Shah is president and chief operating officer of Hersha Hotels and Resorts. For the last 20 years, he has been instrumental in the acquisition, development, and management of over \$3 billion of hotel real estate. Shah is a director of HHM. HHM has grown from the Shah family's first 11-room motel in central Pennsylvania 40 years ago, into one of the leading management companies in the nation with over 100 hotels and resorts across the US.

Shah is past chairman of the Institutional Real Estate Finance Advisory Council (IREFAC) of the American Hotel & Lodging Association and serves on the executive committee of the board of trustees for the National Constitution Center and the Florida Council of 100.

Shah earned a Bachelor of Arts in Political Science and a Bachelor of Science in Management with honors from the University of Pennsylvania and The Wharton School of Business. He earned his MBA from Harvard Business School.

Adam Sherer

**Senior Vice President, Lodging Development (East) – Marriott Select Brands
Marriott International, Inc.**

Adam Sherer is currently senior vice president for Lodging Development (East) – Marriott Select Brands. Sherer has responsibility for the growth and development of new Marriott Select and Extended Stay branded hotels (Courtyard, Fairfield Inn & Suites, Residence Inn, SpringHill Suites, TownePlace Suites, AC Hotel, Moxy, Aloft, Element and Four Points) in the East region of the United States.

Prior to joining Lodging Development, Sherer was senior vice president in owner & franchise services responsible for strategic franchise relationships and business support for Marriott Select and Extended Stay brands Owners and Franchisees.

He began his career with Marriott International in 1996. In his previous roles at Marriott, he has led efforts in new product development, brand acquisitions, development finance, operations and franchise services. Prior to this role, he was the business leader for Marriott ExecuStay – Marriott's corporate housing brand.

He has a BA from the University of Pennsylvania and an MBA (Finance and Marketing) from The Wharton School. Sherer is currently a member of the Best Buddies Maryland board of directors and also served as past president of the Corporate Housing Providers Industry Association.

Stacy Shoemaker Rauen

**Senior Vice President, Design Group
Emerald
Editor in Chief
Hospitality Design magazine**

Stacy Shoemaker Rauen is the senior vice president of the Design Group at Emerald, a leading events and media company. There she oversees multiple brands in the healthcare, hospitality, commercial, and residential design spheres, including *Hospitality Design* magazine and HD Expo; ICFF; *Boutique Design* magazine and BDNY; *Environments for Aging* magazine and EFA Expo & Conference; and *Healthcare Design* magazine and HCD Expo & Conference.

Shoemaker Rauen is a well-respected and talented editor and writer, and also is the editor in chief of *Hospitality Design* magazine, the leading publication for the industry.

Shoemaker Rauen—who has been with the company for 18 years—is a noted speaker at industry events, and as an avid tracker of trends, places, projects, and people, and has been quoted in various respected media outlets including CNBC and the *Washington Post*. She holds two degrees from Northwestern University's Medill School of Journalism, including a master's in magazine journalism.



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Julienne Smith

Senior Vice President, Development
IHG Hotels & Resorts

Julienne Smith is currently senior vice president development – Luxury & Upscale, and Transactions & Asset Management for IHG Hotels & Resorts where she oversees the company's growth in North America. She was senior vice president Development & owner relations for Hyatt Hotels Corporation based in Chicago from 2014 until 2019 where she was responsible for the franchised and managed development of Hyatt Place and Hyatt House hotels in the United States and Canada. Previously, Smith served as vice president of real estate and development where she oversaw the growth of Hyatt's select service brands throughout the Northeastern and Mid Atlantic regions of the United States. She held several positions within Marriott International's Lodging Development group in Bethesda, MD and Newport Beach, CA, prior to joining Hyatt in 2005.

Smith is a graduate of Boston University's College of Arts & Sciences. She is an active member in several hospitality industry organizations including AH&LA, AAHOA and The Castell Project. Within IHG, she serves on the Global and Americas Diversity, Equity & Inclusion Councils. As of 2020, Smith serves on the AH&LA Foundation Board of Trustees. She also serves on the Advisory and Planning Committees for the Hunter Hotel Conference, The Americas Lodging Investment Summit, and AHLA's ForWard. She has been on the board of Kaleidoscope, a non-profit child welfare agency that serves Chicago area children and families impacted by abuse and neglect, since 2018. Smith is an avid reader, yoga enthusiast, traveler, and outdoor adventurer. A native of New Jersey, she currently resides in the city of Atlanta with her husband, two children, and two dogs.

Todd Soloway

Co-Chair Litigation/Head of Hotel + Hospitality Group and Real Estate Litigation
Pryor Cashman

Todd Soloway specializes in providing sophisticated, thoughtful and business-minded legal advice. A trusted advisor to leaders in the hospitality, real estate and real estate finance industries – including sbe Entertainment Group, Highgate Hotels, HIG Realty Partners, Lloyd Goldman/BLDG Management and Vornado Realty Trust – he is sought after for his expansive industry knowledge and relationships, solidified over more than 25 years of complex trial and deal experience.

Soloway has successfully litigated some of the most high-profile cases in the hospitality and real estate industries involving hotel management and franchise agreements, complex real estate finance and development, intricate foreclosures and workouts, including winning a \$44 million judgment against Starwood Hotels in favor of the owners of the former St. Regis Hotel in Ft. Lauderdale, Florida, and a precedent-setting case for the owner of the Eden Roc hotel in Miami Beach, where Todd convinced the appellate court that the management contract in place was terminable as a personal services contract.

As counsel to hospitality brands and owners, developers and investors, Todd handles large, multinational mergers and acquisitions, financings and related transactions, most recently advising sbe Entertainment Group on its \$319 million sale of a fifty percent interest in the company to Paris-based AccorHotels. The transactional component of his practice is borne of his deep relationships across industries.

In addition to M&A work, Soloway and his team of sophisticated transactional partners have recently handled: sbe Entertainment Group's redevelopment of the former Diplomat Golf & Tennis Club in South Florida into the forthcoming SLS Resort Residence & Marina Hallandale Beach; a joint venture comprised of affiliates of The Chetrit Group and Somerset Partners in the \$165 million sale of two prime development sites in the Mott Haven section of the Bronx; and Gazit-Globe's \$43 million acquisition of a joint venture interest in a 300,000-square-foot shopping center in Brooklyn

Soloway holds a JD from Benjamin N. Cardozo School of Law, Yeshiva University and a BA from Brandeis University. He has been named a top attorney in Leisure & Hospitality law by *Chambers USA* (2020-21); named on the Notables in Real Estate 2021 list by *Crain's New York Business*; named to the *Super Lawyers – New York Metro* list in real estate (2009-20); named by *Best Lawyers in America* as a leading attorney in Real Estate law (2014-21) and Litigation: Real Estate (2019-21); is a member of Law360's 2021 Hospitality Editorial Advisory Board, and is the recipient of the Burton Award for Legal Achievement (2015) and the Legal Aid Society's "Pro Bono Award for Outstanding Service" (2005-08).

Soloway is a member and past president, New York City Chapter of the Brandeis University Alumni Association; and a UJA-Federation, Real Estate & Allied Trades Division; Hospitality Division, honorary committee member.



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Thomas Song

**Chief Financial Officer
Aimbridge Hospitality**

Tom joined Aimbridge Hospitality as chief financial officer in January 2021. As a member of the executive team, he is responsible for leading Aimbridge Hospitality's overall financial management and driving the company's financial strategies. He also plays an integral leadership role in guiding data driven investment and business development strategies. He oversees Aimbridge Hospitality's debt and equity capital sourcing, acquisition structuring, hotel development and redevelopment, finance management, cash management, and real estate and partnerships.

Song most recently was CFO of Dine Brands Global, one of the world's largest full-service dining companies with 3,600 restaurants, including Applebee's Neighborhood Grill & Bar® and IHOP® brands. Prior to that, he was senior vice president of corporate development and innovation of Choice Hotels International, one of the largest lodging franchisors with more than 7,000 hotels, where he led global M&A, real estate, and strategic partnerships.

Talene Lanuza Staab

**Vice President & Global Head
Tru by Hilton**

As vice president & global head, Tru by Hilton, Talene Lanuza Staab serves as the chief strategist and champion for Tru by Hilton - the fastest hotel brand to launch in industry history. In her role, she is responsible for driving Tru by Hilton's product and service positioning, distribution strategies, and owner relations.

Prior to this role, Staab served as vice president, owner experience & engagement, overseeing the team responsible for advancing overall owner value and satisfaction, building a best-in-class experience for Hilton's owner community. Staab also served as senior director, brand performance & support, Canopy by Hilton, where she focused on the brand's development and was instrumental in advancing its service and hospitality culture.

Staab, a seasoned hospitality leader with more than 25 years of experience with Hilton, started her career at Hilton as the group sales manager for Embassy Suites San Diego - La Jolla before becoming the director of sales for the hotel. Throughout her tenure at Hilton, she has worked across various teams and brands, providing her with a unique understanding of the hospitality industry.

Staab credits her passion for hospitality to her parents' restaurant in Boston, where everyone became a "regular" and home cooking was the specialty.

Staab currently sits on the board of directors for the Castell Project, a non-profit organization dedicated to providing hospitality companies tools and support to accelerate the development of their high-potential women. Staab holds a bachelor's degree in Hotel & Business Administration from the University of New Hampshire. She now resides in Northern Virginia with her husband Tony, daughter Arika, son Anthony, and Cairn Terrier Stewie.

Jason Stead

**Chief Information Security Officer
Choice Hotels**

Jason Stead is the chief information security officer for Choice Hotels International (NYSE:CHH), one of the world's largest hotel franchisors. In this position, he establishes and oversees the company's enterprise security and privacy program, technology compliance and risk management, and service management functions.

Stead has 20 years of experience in IT risk management and information security. Previously he served as vice president of Information Security for First National Bank of Arizona, now known as CIT Bank, a regionally focused, nationally chartered bank.

Earlier in his career he held senior information security roles with Nationwide Insurance and management consultant and risk management roles with Ernst & Young.

He received his MBA from the W. P. Carey School of Business, Arizona State University, and BS from Iowa State University. Stead holds CISSP, CISM, and CISA security certifications.



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Jay Stein

Chief Executive Officer
Dream Hotel Group

Jay Stein is chief executive officer at Dream Hotel Group, responsible for the successful evolution, growth and expansion efforts of the Company and its portfolio of brands: Dream Hotels, The Chatwal, Unscripted Hotels and new By Dream Hotel Group collection. With over four decades of experience and nearly 30 years with Dream Hotel Group, Stein has worked in a variety of property and corporate roles at some of the world's leading hospitality groups and boutique lifestyle brands, including Hilton Worldwide, Starwood Hotels & Resorts and Doral Hotels.

Stein began his career in 1983 with Hilton Worldwide at the Vista International Hotel in the World Trade Center in New York City. A veteran of food and beverage management, he turned his sights to hotel operations in 1987 and quickly rose through the ranks to become managing director for three Doral Hotels in New York City. In 1995, after taking two of those properties through the transition to Starwood, Stein stayed on as area general manager for almost three years with Starwood. He joined Dream Hotel Group as executive vice president of operations in 1997 and was promoted to chief operating officer soon thereafter, overseeing all new and existing hotel operations and playing a vital role in the company's global expansion efforts. Stein was named chief executive officer in 2015.

An engaged professional dedicated to making a difference, Stein is a true ambassador for the industry, having spoken on numerous panels at conferences worldwide and having served as adjunct professor for the Hospitality programs at NYC College of Technology and New York University.

Louis L. Stervinou

Managing Director, San Francisco
Eastdil Secured

Louis Stervinou is a managing director with Eastdil Secured in San Francisco and is a member of the firm's Management Committee. Stervinou joined the firm in 2003 and is managing and leading the firm's Global Hotel Team. He has over 30 years of real estate experience and is responsible for sourcing and placement of hotel related investment sales, financings and loan sales. He has focused on hospitality transactions totaling over \$40 billion comprising over 300 properties and approximately 70,000 rooms.

Recent transactions over the last three years include the \$1.65 billion GIC Portfolio including the Grand Wailea Maui, \$1 billion Hyatt Portfolio including the Grand Hyatt San Francisco, Grande Lakes Orlando, JW Marriott Phoenix Desert Ridge, W Hotel Union Square New York, Embassy Suites NYC 37th Street, JW Marriott San Antonio Hill Country, and numerous other equity and debt transactions.

Prior to joining Eastdil Secured, Stervinou was employed as a managing director with Colliers International. He holds a Bachelor of Science in Hotel Administration from Florida International University and is a member of the Dean's Advisory Board.



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Jeffrey Stewart

Founder and President
Walnut Hill Advisors

Jeffrey Stewart is the founder and president of Walnut Hill Advisors. His career spans more than 25 years working at the intersection of business, politics, media, and civic engagement, where he has served as a trusted advisor to CEOs, entrepreneurs, and founders of businesses and nonprofits.

Stewart has played an active role in the travel and tourism industry since he joined Loews Hotels & Co in 1999, where he held a variety of executive positions including, chief of staff to the chairman & CEO, senior vice president, Communications and Public Affairs, and director of Development. He was an officer of the Travel Business Roundtable and was instrumental in the creation of its successor organization, the US Travel Association. Stewart 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 also has served in leadership roles in civic activities. Following September 11, 2001, he was the staff director of New York Rising, established to help revitalize and diversify the City’s economy by reviving tourism. He served on the Board of Directors of the Jacob K. Javits Convention Center, and on the Board of Trustees of the 2014 NY/NJ Super Bowl Host Company. He is currently on the Board of Directors of NYC & Company, the Board of Advisors of the NYU School of Professional Studies Jonathan M. Tisch Center of Hospitality and is a vice chair of the Association for a Better New York.

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

Jeff Stulmaker

Principal Investments
KHP Capital Partners

Jeff Stulmaker serves as a principal on the Investments team for KHP Capital Partners. Previously, he worked as director of acquisitions & development for Kimpton Hotels & Restaurants. Stulmaker holds a BS from Cornell University’s School of Hotel Administration with a concentration in hospitality finance and a minor in real estate.

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T

Yuval Tal

Partner
Proskauer

Yuval Tal is a partner in Proskauer's Corporate Department where he co-heads the firm's internationally recognized Hospitality, Gaming & Leisure Group. He is a general corporate and securities lawyer with diverse experience in cross-border mergers & acquisitions (public and private, debt and equity), long-term joint ventures, private equity real estate and corporate and real estate finance. He advises clients on the full range of their activities including any form of financing, operational matters and commercial transactions. He advises sponsors and funds on the structuring, execution, entering into, restructuring and exiting of investments. Tal's clients include owners, investors, developers, operators and equity and debt financing sources, which gives him the ability to anticipate and solve for the issues and needs of all participants in the hospitality sector.

As co-head of Proskauer's Hospitality, Gaming & Leisure Group, Tal has worked on virtually every kind of transaction, including mixed-use development and construction, acquisition and sale, restructuring and public offerings of real estate, hotel and casino companies. These include single and multiple asset deals as well as sale, franchise or other transactions involving brands and hotel chains. Over the past few years, he has worked on numerous high-profile hospitality deals across the globe. Most recently he assisted Accor in forming the world's largest lifestyle platform in its groundbreaking transaction with Ennismore, launching a global strategic partnership with Faena Group, forming its first-in-kind sale and franchise arrangements with Huazhu, a China-based, NASDAQ-listed company, and with Banyan Tree, a Singapore listed entity, and taking full ownership of the sbe hotel brands. He assisted Formosa in selling the Regent brand to IHG and continues to represent Galaxy Entertainment Group on its hospitality agreements with numerous international hotel operators in connection with Phases 3 and 4 of its integrated resort gaming development in Macau.

Tal has decades of experience representing clients on complex, first in kind transactions. His strength is providing original, workable, and practical solutions that get the deal done. He spent years based in Asia and remains head of Proskauer's Hong Kong and Beijing offices. Qualified in New York, Hong Kong and Israel, Tal has negotiated transactions on six continents and has particular experience representing clients across various regions in their inbound and outbound transactions.

Davin Thigpen

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

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 vacation ownership 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. He earned a BBA from Southern Methodist University and an MBA from Columbia Business School.



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James Tierney

Senior Vice President of Development and Owner Relations, North America
Hyatt Place, Hyatt House and Caption by Hyatt

James (Jim) Tierney serves as senior vice president of development and owner relations for the Hyatt Place, Hyatt House, and Caption by Hyatt brands, where he is responsible for the franchise and managed growth of these brands in North America.

Most recently, Tierney served as Hyatt's vice president of development and owner relations where he led a team responsible for the development and growth of the Hyatt Place and Hyatt House brands on the Eastern half of the United States. Tierney has personally been responsible for more than 25 executed franchise and management agreements, including Hyatt Place New York City/Times Square, Hyatt Place New York City/Chelsea, Hyatt House Washington D.C./The Wharf, and Hyatt House Virginia Beach/Oceanfront. Prior to joining Hyatt in 2014, Tierney served as director of development for Cambria Suites at Choice Hotels International.

Tierney earned a BA in History from Tufts University. He holds an M.A. from Babson Graduate School of Business.

Lori Tirado

Managing Director, Head of Business Development
Access Point Financial

Lori Tirado brings more than 15 years of commercial real estate expertise to Access Point Financial (APF) with a specific focus on hospitality to address the industry's latest financial service needs. Prior to joining APF in 2019, Tirado served in several notable leadership roles where she was credited with facilitating multiple large scale funding agreements. These include securing more than \$1.2 billion in hotel loans within the United States and Canada in her capacity as managing director for the Hospitality Finance Group of the Largo Group of Companies. A graduate of Canisius College, Tirado holds a Master's in Business Administration with a concentration in finance. She further holds a Bachelor of Science in Business Administration with a concentration in marketing and management from the State University College at Buffalo.

At APF, Tirado oversees and manages all business development efforts including marketing, sales, and all new loan originations. Tirado is focused on increasing new loan production, targeting the super majority top 100 hotel owners in the USA. Using her in-depth knowledge of loan requirements, Tirado ensures that APF continues to expand its customer base by working to identify flexible financing options that can be tailored to a hotelier's precise goals.



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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.

Tisch has led Loews' expansion and emergence as a leading hotel company with a widely praised culture that embraces the power of partnerships—with team members, guests, communities, and owners. He was voted "Hotelier of the World" by *HOTELS* magazine.

Recognized nationally as a leader of the multibillion-dollar travel and tourism industry, Tisch is chairman emeritus of the U.S. Travel Association and previously served as chairman of the Travel Business Roundtable and the American Hotel & Lodging Association. Committed to a vibrant tourism industry locally, Tisch served for nearly six years as chairman of NYC & Company, New York City's official tourism agency, and was chairman of New York Rising, which was established to bring back visitors and revive the economy after 9/11. *Crain's New York Business* named him one of the "Top 10 Most Influential Business Leaders" and inducted him into 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 television series *Beyond the Boardroom*.

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 served as vice chairman of the board of trustees of his alma mater, Tufts University, and is the naming benefactor of the Jonathan M. Tisch College of Civic Life at Tufts. In 2017, he was honored by the NYU School of Professional Studies with the naming of the Jonathan M. Tisch Center of Hospitality, of which he has been a driving force for years. He is a founding board member and vice chairman of The Shed, New York City's cultural center for arts and ideas, and a member of the Board of Trustees of the Hospital for Special Surgery.

A co-owner of the New York Giants, Tisch was instrumental in bringing the 2014 Super Bowl to the NYC metropolitan area and served as co-chair of the NY/NJ Super Bowl Host Committee.

Christina Trauthwein

VP, Content & Creative

Hotel Business & InspireDesign

Christina Trauthwein is the VP, content & creative of the *Hotel Business* and *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. Christina's 30+ years of brand leadership—in both print and digital media—has been focused on strategizing, developing and creating content about need-to-know industry topics, trends, industry leaders and cutting-edge projects and products.



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V

Arno Van Der Walt

Chief Information Security Officer
Marriott International

Arno Van Der Walt is the chief information security officer at Marriott International and leads the iT Global Information Security team. He is passionate about eradicating today's cyber adversaries through transforming organizations to detect, respond, and expel threat actors while recovering from breaches with minimal impact to the business. This is effectuated through technology, process, building competent teams, collaboration and threat intelligence sharing as well as leveraging the human firewall throughout the organization.

Van Der Walt is based in Bethesda, MD and started his career with Marriott in January, 2018. Prior to his appointment at Marriott International, he was the CISO at Wyndham Worldwide. He holds a bachelor's degree in Civil Law from the University of Pretoria.

Homi Vazifdar

Chief Executive Officer
Canyon Equity

Homi Vazifdar is chief Executive officer of the Canyon Group based in Larkspur, California just north of San Francisco. The Canyon Group owns and/or develops ultra-luxury resorts in exotic destinations around the world. The Company currently owns some of the most high-performing assets in North America, Latin America and the South Pacific. The Canyon Group's resorts are managed by marquis brands such as Amanresorts, Four Seasons Hotels & Resorts, Six Senses Hotels and Resorts and Hyatt Hotels and Resorts.

Vazifdar is extremely passionate about the wonderful world of lodging and over the years has "touched" almost every aspect of the industry and worked with some of the stalwarts in the business. He is a frequent speaker at lodging and tourism conferences around the world and has over 35 years of multifaceted lodging and hospitality experience ranging from development, design and 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.

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W

Jeff Wagoner

President and Chief Executive Officer
Outrigger Hospitality Group

As Outrigger Hospitality Group's president and CEO, Jeff Wagoner oversees all aspects of the company's multi-branded, global portfolio of hotels, resorts, vacation condominiums, timeshares and retail operations while steering the direction, growth and strategic priorities for the iconic beach resort brand.

Before joining Outrigger in 2018, he served as EVP hotel operations for Trump Hotel Group, overseeing global performance for all resort properties. Prior to this, he held several roles with Wyndham Hotel Group, including president of Wyndham Hotel Group's management company and EVP of brand and customer services for Wyndham's hotel brands. Wagoner was also president of Wyndham Hotels and Resorts and SVP of operations at the former Wyndham International, where he oversaw more than 100 Wyndham and Wyndham Garden hotels.

Earlier in his career, Wagoner held management roles with Starwood Hotels and Resorts, Doubletree and Marriott International. He also served as COO for WhiteFence, an e-commerce company and SVP of sales for ZipRealty, a national full-service real estate brokerage firm. Wagoner has served on the board of directors for the Hotel & Lodging Association of Greater Houston, the MPI Foundation Global Board of Trustees. He currently serves on the Sabre Executive Advisory Board and board of directors for the Hawai'i Business Roundtable and American Hotel and Lodging Association.

Estelle (Zihan) Wang

Financial Analyst, Hotels Debt & Structured Finance
CBRE Capital Markets

Estelle Wang is a financial analyst for CBRE Hotels Capital Markets, specializing in raising debt and equity capital for acquisition, recapitalization, and development of hotel assets and portfolios throughout the Americas. She is actively involved in all aspects of the financing, including underwriting, financial analysis, financing memorandum preparation, due diligence, and loan closing. Since joining CBRE, she has been involved in and closed \$700 million in transactions.

Wang has been an integral part of the recent financings for Loews Arlington Hotel & Convention Center, Fairfield Inn & Suites New York Downtown World Trade Center, Newport Beach Marriott Hotel & Spa, Hotel Commonwealth, Wayfinder Waikiki, among others.

Wang was born and raised in China and has studied and worked in Asia and Europe, bringing her global background and experience. She worked with InterContinental Hotels Group's Investment Analysis team where she completed feasibility studies for 19 proposed hotel projects in Greater China.

Wang graduated with the highest honors from the NYU School of Professional Studies Jonathan M. Tisch Center of Hospitality, earning a BS with a minor in Computer Science/Math.

Robert J. Webster

Vice Chairman
President, Hotels Institutional Group

Bob Webster is the vice chairman & president of CBRE Hotels Institutional Group. He is based in Atlanta and specializes in full-service investment sales throughout the United States. Webster has led the sale of hundreds of hotels throughout his career representing well over \$20 billion. He has been recognized by *Real Estate Forum* magazine as a "Superstar Investment Sales Broker" ranking him the third most productive real estate investment sales broker in the country. Webster is a two-time recipient of the Jack A. Shaffer Financial Advisor of the Year Award, given to the top hotel investment sales professional in the lodging industry.

Webster's career during the last 40 years has spanned a broad range of disciplines within the hotel industry. Before joining CBRE's Hotels Group, he was senior managing director at JLL for nine years. Prior to that he was managing director at Hodges Ward Elliott for 23 years. Webster was also director of Real Estate for the Ritz-Carlton Hotel Company, a senior hotel real estate consultant with Laventhol & Horwath in Boston, and started his career as an operations analyst at the Plaza Hotel in New York City. Webster has 35 years of experience specific to hotel real estate.

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Jeff Weinstein

Editor in Chief
HOTELS

Jeff 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.

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, his role encompasses such areas as client and vendor relationship management, business development, design and implement business strategies, plans and procedures, establish policies that promote company culture and vision, oversee daily operations of the company and the work of executives (IT, Marketing, Sales, Finance etc.), and to lead employees to encourage maximum performance and dedication. Weiss is also a co-founder and managing partner of Lodging Analytics Research & Consulting (LARC), a newly formed venture focusing on highly correlated predictive analytics for the lodging industry. 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 where he 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 degree in Hotel and Tourism Management from New York University Preston Robert Tisch Center for Hospitality, Tourism and Sports Management. Following successful terms as board member, vice president, and president of the NYU Tisch Center Alumni Society, Weiss also serves as a member of the Tisch Center's advisory board. While attending NYU's Tisch Center, he was twice honored with the President's Service Award for Leadership and Community Service. He also served on the search committee for the associate dean of the Tisch Center, and is privileged to hold the position of adjunct faculty member at the Tisch Center. Weiss also serves as an assistant adjunct professor at Columbia University's Masters of Science in Real Estate Development Program. He currently serves as an event chair for the UJA Hospitality Division, as well as a member of the REX Steering committee of the UJA - Federation of New York. He also serves on the Advisory Committees for the NYU and ALIS Hospitality Breakfast and as a member of the AIPAC Washington Club and Real Estate Committee, and chairman of the Hospitality Council for AIPAC, as well as treasurer of RESA. Weiss also serves as an advisory board member of IHIS - Israel Hotel Investment Summit. He is also intimately involved with Our Soldiers Speak, a 501(c)(3) based in Midtown Manhattan, NY.



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Andrew Wharton

Managing Director
REH Capital Partners

Andrew Wharton is a managing director of REH Capital Partners, based in Fort Lauderdale, FL. He has over 35 years of diversified operational, accounting, and finance experience in the real estate and hospitality industries providing clients 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, he was CFO of ResidenSea, where he provided overall leadership in the areas of finance and operations of this developer and operator of a first of its kind, luxury "resort at sea," *The World*, that 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 Bachelors of Science degrees in Accounting and Finance from Florida State University.

William White

Senior Vice President, Acquisitions and Development
MCR

William White is SVP, acquisitions & development, of MCR. In this role, he supports the firm's acquisition, development, and capital markets activities. In addition, White oversees hotel operations, labor relations, and creative for MCR's New York City and independent hotel portfolio.

Prior to joining MCR in 2016, White was in the real estate transactions group at the New York City Economic Development Corporation, where he served as project manager for a wide variety of complex public-private development projects. Previously, he was at Tungsten Partners, where he assisted with due diligence of development opportunities for the Ace Hotel brand.

White is a graduate of Harvard University.

Paul M. Whyte

Managing Director
Wells Fargo & Company

Paul M. Whyte is a managing director in the Corporate and Investment Banking division of Wells Fargo Securities. He works in the Real Estate Gaming Lodging and Leisure group where he covers both public and private hospitality, gaming and leisure companies as well as real estate sponsors.

Whyte has more than 29 years of experience of providing strategic advice and capital solutions to his client base. He joined Wells Fargo Securities in Nov. 2019 and is based in New York.

Previously, Whyte was global co-head of real estate investment banking at Credit Suisse where he spent nine years growing their REIT business post crisis. Prior to that, Whyte was global co-head of Real Estate Investment Banking at Deutsche Bank where he worked for 13 years.

Whyte holds an MBA from the Kenan-Flagler Business School at UNC and a BS in chemical engineering from Purdue University. He is a member of the advisory board of the Wood Center for Real Estate Studies at the Kenan-Flagler Business School.



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Anthony Wilbon, PhD

Dean

Howard University, School of Business

Anthony Wilbon, PhD, is the dean of the Howard University School of Business. His expertise is in strategic technology management in small to medium sized enterprises. He also is a certified Project Management Professional (PMP). Wilbon's particular areas of research include technology strategy, quantitative analysis, information technology, and technology innovation and entrepreneurship. Research in sustainable environmental engineering through the integration of social, environmental, and economic considerations. His professional experience and capabilities extend to business, management, and technology-related topics including systems application and technology, production and operations management, project management, systems development life cycle, and research methodology (quantitative and qualitative).

A respected academician, Wilbon completed his Bachelor of Science in Electrical Engineering at Michigan State University, a Master of Business Administration at Howard University School of Business, and a Doctor of Philosophy at George Washington University in Management of Science, Technology, and Innovation. He also is the recipient of a Fulbright International Education Administrators Award (France)

Prior to joining Howard University, Wilbon was a faculty member at Morgan State University's Earl Graves School of Business and Management. He has received more than \$25 million in grant funding throughout his career, including serving as a co-principal investigator for the National Oceanic Atmospheric Administration (NOAA)-funded Environmental Cooperative Science Center in collaboration with Florida A&M University and several other institutions. He also previously served in engineering and management level positions at several organizations including the Board of Governors of the Federal Reserve System, Booz-Allen and Hamilton, American Management Systems, and Westinghouse Electric Corporation.

Wilbon has many peer-reviewed publications in journals such as *Journal of Engineering and Technology Management*, *Small Group Research*, *Journal of Developmental Entrepreneurship*, *The Journal of High Technology Management Research*, *International Journal of e-Adoption*. He has produced several reports to federal agencies, and technical reports, as well as a fictional novel. He also has served on numerous departmental, school, university, state, and national committees and organizations, including his current service as associate editor of the *Engineering Management Journal*.

David Wilner

Senior Vice President of Development
Wyndham Hotels and Resorts

David Wilner is senior vice president, franchise development with more than 20 years of development and management experience in the hospitality industry.

In his current role at Wyndham, he directs and supervises franchise development responsibilities, including management of sales staff for limited service new construction brands.

Wilner has been with Wyndham since its acquisition of La Quinta in 2018. He started at La Quinta as a director of franchise development at the inception of their franchise program in 2001, and served as vice president of franchise development for the Western United States and Central America from 2007 through 2010, until being promoted to senior vice president Development in 2010. Prior to joining La Quinta, Wilner worked on Capitol Hill for a senior United States senator. He earned a Bachelor of Political Science from the University of Arizona in 1997.



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Jonathan Wingo

Global Head Residential Programs
Hilton

As global head of residential programs at Hilton, a leading hospitality company, Jonathan Wingo is responsible for Hilton's residential business spanning across eight of the company's award-winning brands. Under his leadership, Hilton's residential portfolio and pipeline has grown to exceed 50 properties consisting of over 8,800 residences.

Wingo has over 15 years of global experience in branded residences. Prior to joining Hilton, Wingo served as director of residential development & operations, EMEA for Starwood Hotels & Resorts Worldwide where he launched their residential product line in the European, Middle Eastern, and African markets.

Wingo is a graduate of the University of Central Florida with degrees in finance and accounting.

Larry Wolfe

Vice Chairman, Co-Head of Lodging
Newmark

Larry Wolfe is a vice chairman and co-head of the Lodging Capital Markets Group at Newmark Knight Frank. Prior to joining NKF in 2018, he was the founder and co-head of Eastdil Secured's lodging investment banking and brokerage group. During his career, Wolfe became one of the industry's most prolific advisors, completing over \$200 billion of property sales, debt placements and M&A advisory on behalf of REITs, C-Corps, private equity firms, high-net-worth investors and sovereign wealth funds. He also was a partner in Eastdil Realty, the predecessor of Eastdil Secured, and served on both firms' management committees.

Wolfe's notable recent transactions include the sale of the Waldorf Astoria New York on behalf of Hilton Hotels, The W New York on behalf of Host Hotels, and the Parker Meridien New York.

In 2007, Wolfe was honored as the recipient of the Jack A. Shaffer Financial Advisor of the Year award at the American Lodging Investment Summit (ALIS) in Los Angeles.

He is an active member of AHLA and the Urban Land Institute's Hotel Development Council and as well as various advisory boards at Johns Hopkins and the University of Chicago. He is also a frequent speaker and author on hotel capital markets activity.

Wolfe earned a Master of Business Administration from the University of Chicago's Booth School of Business and Bachelor's in Economics and a Master's in Engineering from the Johns Hopkins University.

A native of Boston, Wolfe currently resides in New York's Westchester County with his wife Carol and three children.

Len Wolman

Chairman and Chief Executive Officer
Waterford Group and Waterford Hotel Group

Len Wolman is the chairman and chief executive officer of Waterford Group and Waterford Hotel 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 100 hotels, 10,000 guest rooms, 700,000 square feet of convention and meeting space, and numerous dining establishments.

Wolman currently serves as chairman of The Jonathan M. Tisch Center of Hospitality Advisory Board and is a member of New York University's School of Professional Studies Dean's Advisory Council. Wolman is vice chair of the board of directors for the Connecticut Science Center and serves on the executive board. He also serves as a member of the University of Johannesburg Board of Governors and as a founding board member of the University of Johannesburg College of Business and Economics School of Tourism and Hospitality. He holds a National Diploma in Hotel Management from the Hotel School of Technikon Witwatersrand in South Africa.



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David Woolenberg

Chief Executive Officer
Duetto

David Woolenberg is the chief executive officer and a member of the board of directors of Duetto. He joined Duetto in 2018 as chief revenue officer. He was promoted to president and chief operating officer a year later after a period of record growth for the company.

Prior to Duetto, Woolenberg spent more than 15 years in various leadership positions at Digital River, a global e-commerce solutions company.

He also was named one of Global Gaming Business' 25 People to Watch for 2020.



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Jing Yang

Clinical Assistant Professor

Jonathan M. Tisch Center of Hospitality

Jing Yang, PhD, is a clinical assistant professor in the NYU School of Professional Studies Jonathan M. Tisch Center of Hospitality. She received her M S and P.D degrees from Oklahoma State University. Yang has been teaching hospitality and tourism finance and related subjects at both the undergraduate and graduate levels for more than 10 years. Her research areas of interest include hospitality marketing and finance, hotel and restaurant branding, as well as tourism economic impact. She has published and presented more than 30 research papers at hospitality refereed journals and national/international conferences. Since 2010, her contracts/projects contribution has amounted to over \$120,000. In 2019, she received the

W. Bradford Wiley Memorial Research Award at the 2019 International Council on Hotel, Restaurant, and Institutional Education (ICHRIE).



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Meridith B. Zimmerman

Vice President, Design
RLJ Lodging Trust

Meridith Zimmerman is the vice president of design with RLJ Lodging Trust, a 97-asset, publicly traded REIT located in Bethesda, Maryland. She has been with RLJ since 2006, and is responsible for overseeing all avenues of company design processes, annual capital design project budgets, due diligence processes, renovation and conversion project execution, and contract compliance. She also serves as the owner's rep in all Brand Compliance matters, and design and construction approvals. While with RLJ she has effectively raised the firm's reputation of quality lodging by introducing strategies, technology, and the latest industry standards to the forefront of executive committee discussions and decisions.

Prior to joining RLJ, Zimmerman was in the Architecture and Construction division of Marriott International, The Office of the Architect of the Capitol/Library of Congress in their interior development department, and at Charles E. Smith Realty in their facilities design management division.

Zimmerman holds a BA in Interior Design from USC, and a Master of Architecture degree from Catholic University in Washington, DC. She has lived in the Washington, DC area since 1995, and enjoys traveling and spending time with her husband Adrian, as well as rooting on her beloved Washington Football Team.

Philippe Zrihen

Head of Americas
Ennismore

Philippe Zrihen is New York based and serves as head of Ennismore Americas, overseeing all aspects of the company's strategic and operational activities in the region. In addition, he leads the global integration efforts of the Ennismore platform which combines 14 hotel lifestyle hotel brands (including SLS, Mondrian, Delano, Hoxton, Mama Shelter) with proprietary F&B and nightlife brands to create the largest independent, lifestyle hospitality company in the industry.

Prior to Ennismore, Zrihen served as chief business officer and partner of sbe where he oversaw all of the company's corporate activities including strategic initiatives, capital investment and asset management.

Zrihen has been recognized as a leading authority in hospitality investment banking for the past 20 years, having served as long-term advisor and board member to leading financial and strategic players in the industry. Prior to sbe he was a managing director within the Real Estate Strategic Advisory Group at Houlihan Lokey and was responsible for the firm's global hospitality and leisure efforts. He also served as a managing director at Rothschild, where he co-founded and led the firm's North American Hospitality Practice.