



# JULY 26-28, 2021

## JW Marriott/Ritz-Carlton Los Angeles L.A. LIVE

THE AMERICAS LODGING  
INVESTMENT SUMMIT

### MONDAY, JULY 26, 2021

#### 7:00am-7:30pm REGISTRATION & INFORMATION

Sponsored By:  myDigitalOffice

#### 8:45am-10:00am ALIS TECH CHALLENGE: WHAT'S HOT IN HOTEL TECHNOLOGY?

Let the hotel owners be the judge!

Host: **Rob Torres**, Managing Director, Travel, Google

Judges: **Krissy Gathright**, Board Member & Advisor, KMG Advisors  
**Sourav Ghosh**, EVP, Chief Financial Officer, Host Hotels & Resorts  
**Michael Mohapp**, Principal, KSL Capital Partners  
**Steven Nicholas**, Principal & EVP, Noble Investment Group  
**Jeremy Welter**, President and Chief Operating Officer, Ashford

Presenters: **Nadav Cornberg**, Founder, Virdee  
**Ben Faden**, Director of Sales, Tripleseat Software  
**Adam Hengels**, CEO & Co-Founder, Parafin  
**Tyler Mulkey**, Director of Growth & Partnerships, PurpleCloud Technologies  
**Bob Murphy**, VP Global Sales, Allbridge  
**David Philips**, President and Co-founder, Jurny Inc.  
**Del Ross**, Chief Revenue Officer, Hotel Effectiveness  
**James N. Troutman**, Sales Manager, Aptech Computer Systems, Inc.  
**Drew R. Wallace**, CEO, HotelBIS  
**Jonathan Wang**, Growth & Product, Mesa by Sidewalk Labs

#### 9:45am-10:30am HOTEL INVESTMENTS 101 – FROM ACRONYMS TO ZONING

Moderator: **Andrea Belfanti**, Executive Director, ISHC

Panelists: **Mary Beth Cutshall**, EVP & Chief Development Officer, HVMG  
**Kenneth R. Greger**, Partner – Travel & Hospitality Practice, August Leadership  
**Kathleen Hollis**, SVP, Business Development, Evolution Hospitality  
**Chad F. Sorensen**, Chief Operating Officer, CHMWarnick

#### 10:15am-11:30am AHLA's FORWARD & FOUNDATION AT ALIS

#### 10:15am-10:55am AHLA's FORWARD: WOMEN'S LEADERSHIP FORUM

Moderator: **Chip Rogers**, President & CEO, AHLA

Panelists: **Julie Arrowsmith**, CFO, G6 Hospitality  
**Leeny Oberg**, CFO & EVP, Marriott International  
**Tanya M. Taylor**, EVP and General Counsel, Radisson Hotel Group



#### 10:55am-11:15am AHLA FOUNDATION: DIVERSITY, EQUITY, & INCLUSION

Moderator: **Chip Rogers**, President & CEO, AHLA

Panelists: **Apoorva Gandhi**, Vice President, Multicultural Affairs and Business Councils, Marriott International  
**James Merkel**, CEO, Rockbridge  
**Julienne Smith**, SVP, Development, IHG Hotels & Resorts

#### 11:15am-11:30am NETWORKING – THAT IS WHAT IT IS ALL ABOUT!

#### 11:30am-2:00pm NETWORKING LUNCH

#### 2:15pm-4:45pm OPENING PLENARY SESSION

#### 2:15pm-2:25pm ALIS GRAND OPENING

#### 2:25pm-2:45pm WELCOME & OPENING REMARKS

Speakers: **Jeff Higley**, President, The BHN Group  
**Gavin Newsom**, Governor, State of California  
**Chip Rogers**, President & CEO, AHLA



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**2:45pm-3:10pm**    **PROSPERITY AHEAD – OR NOT?**  
Speaker: **Todd Buchholz**, Economist & Former White House Senior Economic Advisor

**3:10pm-3:30pm**    **ALIS LIFETIME ACHIEVEMENT AWARD**  
Presenter: **Jeff Higley**, President, The BHN Group  
Recipient: **Kathleen Taylor**, Chair of the Board, Royal Bank of Canada

**3:30pm-3:40pm**    **CEO SOLUTIONS: ESG PROGRESS – HOSPITALITY AS AN ENGINE OF OPPORTUNITY**  
Speaker: **Chris Nassetta**, President & CEO, Hilton

**3:40pm-4:20pm**    **BOARDROOM OUTLOOK: THE IMPACT OF TRAVEL**  
What influence and impact the overall travel trends will have on hotels  
Moderator: **Roger Dow**, President & CEO, U.S. Travel Association  
Panelists: **Carlos Flores**, CEO, Sonesta  
**Greg M. Friedman**, CEO, Peachtree Hotel Group  
**Gordan Sondland**, Founder & Chairman, Provenance Hotels,  
and former U.S. Ambassador to the European Union

**4:20pm-4:30pm**    **ALIS SPECIAL ANNOUNCEMENT**  
Speakers: **Jeff Higley**, President, The BHN Group  
**Chip Rogers**, President & CEO, AHLA

**4:30pm-4:40pm**    **CEO SOLUTIONS: OPPORTUNITY – REIMAGINING THE HOTEL OPERATING MODEL & THE INDUSTRY’S LONG-TERM, SUSTAINABLE GROWTH**  
Speaker: **Thomas Baltimore, Jr.**, Chairman, President, and CEO, Park Hotels & Resorts

**4:40pm-4:45pm**    **WRAP-UP REMARKS**  
Speaker: **Jeff Higley**, President, The BHN Group

### 4:50pm-5:30pm    **BREAKOUT SESSIONS**

**SESSION 01**    **TRENDS & TACTICS TRACK: THE FUTURE OF GROUP BUSINESS**  
Moderator: **Jeff Doane**, Chief Commercial Officer, Accor  
Panelists: **Michael Dominguez**, President & CEO, ALHI  
**Michael Evans**, President, Marcus Hotels & Resorts  
**Greg Pepitone**, Senior Economist, Tourism Economics

**SESSION 02**    **GROWTH TRACK: NEW SUPPLY EXPECTATIONS**  
Moderator: **Tracy L. Prigmore**, Founder, SHaD and Managing Partner, TLTsolutions  
Panelists: **Billy L. Brown**, CEO, LodgeCap  
**Stan Jones**, EVP of Development & Partner, InterMountain  
**Mark Purcell**, Senior Vice President, Development, Accor  
**Shawn Tuli**, CFO, Head of Investments, Hersha Hospitality

**SESSION 03**    **DISTRESSED HOTEL WORKOUT TRACK: RESCUE CAPITAL**  
Moderator: **Gabrielle Cuskelly**, Associate, Sidley Austin LLP  
Panelists: **Christopher P. Diffley**, Managing Director, Investments, Rockbridge  
**Benjamin Gottlieb**, Principal, Geolo Capital  
**Christopher Ropko**, Chief Financial Officer, McNeill Hotel Company  
**Kyle Stevenson**, Managing Director, Berkadia

**SESSION 04**    **ACQUISITIONS TRACK: TRANSACTIONS OUTLOOK**  
Moderator: **Jeff Diener**, Partner, DLA Piper  
Panelists: **Jeffrey Davis**, Senior Managing Director, JLL  
**Michael D. DiPrima**, EVP, CBRE  
**Andrew Holt**, Managing Director, Eastdil Secured  
**Tony Malk**, Managing Director, Hodges Ward Elliott



Kathleen Taylor



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### MONDAY, JULY 26, 2021

**SESSION 05 SEGMENTS & BRANDS TRACK: EXTENDED STAY**  
Moderator: **Rachel Humphrey**, Executive Vice President & COO, AAHOA  
Panelists: **Ron Burgett**, Senior Vice President, Choice Hotels International  
**Jennifer Gribble**, SVP Global Marketing, IHG Hotels & Resorts  
**Keith Pierce**, EVP, President of Franchise & Operations, Sonesta+RLH Corporation  
**James Tierney**, SVP Development and Owner Relations, Hyatt Hotels Corporation

**5:30pm-7:30pm GALA OPENING RECEPTION**  
Hosted By:



### TUESDAY, JULY 27, 2021

**7:00am-6:45pm REGISTRATION & INFORMATION**  
Sponsored By: 

**7:30am-8:30am CONTINENTAL BREAKFAST**

**8:30am-10:40am PLENARY SESSION**

**8:30am-8:35am WELCOME BACK**  
Speaker: **Jonathon S. Zink**, Managing Director, The BHN Group

**8:35am-9:05am THE NUMBERS – WHAT TO EXPECT IN 2021 & BEYOND?**  
Moderator: **Simon M. Turner**, Managing Director, Alpha Lodging Partners  
Panelists: **David Eisen**, Director of Hotel Intelligence, Americas, HotStats  
**Cindy Estis Green**, CEO and Co-Founder, Kalibri Labs  
**Amanda Hite**, President, STR

**9:05am-9:45am BOARDROOM OUTLOOK: RETURNING TO PROFITABILITY**  
From marketing to operations to maximizing asset value, this is what it will take for hotels to become profitable.  
Moderator: **Ken Greene**, Interim President & CEO, AAHOA  
Panelists: **Ray Bhai**, CEO, IBF Hospitality  
**Warren Q. Fields**, President & CEO, Pyramid Hotel Group  
**Rob Palleschi**, CEO, G6 Hospitality

**9:45am-10:25am BOARDROOM OUTLOOK: HUMAN CAPITAL**  
People are the most precious assets for hotels—what processes, compensation, training, and other elements will be needed to bring staffing levels back?  
Moderator: **Chip Rogers**, President & CEO, AHLA  
Panelists: **Jim Alderman**, Chief Executive Officer, Radisson Hotel Group  
**Sloan Dean**, CEO & President, Remington Hotels  
**Heather McCrory**, CEO, North & Central America, Accor  
**Dewey Weaver**, Owner, InterMountain

**10:25am-10:35am CEO SOLUTIONS: CULTURE – A PORT IN A STORM**  
Speaker: **Anthony Capuano**, Chief Executive Officer, Marriott International

**10:35am-10:40am WRAP-UP REMARKS**  
Speaker: **Jonathon S. Zink**, Managing Director, The BHN Group

**10:45am-11:40am NETWORKING BREAK & SPONSOR EXHIBITS**



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### TUESDAY, JULY 27, 2021

#### 11:40am-12:20pm BREAKOUT SESSIONS

##### **SESSION 06 TRENDS & TACTICS TRACK: DOES GUEST LOYALTY EQUAL ROI?**

Moderator: **Peggy Berg**, Chair, Castell Project, Inc.  
Panelists: **Adam Cannon**, Vice President, Brand Management, G6 Hospitality  
**Pamela Cruse**, CMO, Soul Community Planet  
**Brian Sparacino**, President & CEO, Rebel Hospitality

##### **SESSION 07 GROWTH TRACK: DEVELOPMENT IN A NEW WORLD**

Moderator: **Julie Richter**, CFO, Concord Hospitality  
Panelists: **Adrienne Jubb**, VP Development, Marriott International  
**Brad LeBlanc**, SVP & Chief Development Officer, Best Western Hotels & Resorts  
**Mark D. Shalala**, Senior Vice President, Upscale Development & Real Estate, Choice Hotels International  
**Julienne Smith**, SVP, Development, IHG Hotels & Resorts

##### **SESSION 08 DISTRESSED HOTEL WORKOUT TRACK: SELECT SERVICE HOTELS**

Moderator: **David Berins**, Managing Partner, Berins & Co., LLC  
Panelists: **Justin Knight**, CEO, Apple Hospitality REIT  
**Biran Patel**, Chairman, AAHOA  
**James Rowe**, Senior Vice President, CWC Capital  
**Michelle Russo**, Founder & CEO, hotelAVE

##### **SESSION 09 ACQUISITIONS TRACK: OPPORTUNITIES AFTER COVID**

Moderator: **Gary E. Axelrod**, Partner, Latham & Watkins LLP  
Panelists: **Amy Hulbert**, Vice President, Boutique and Upscale Brands, Best Western Hotels & Resorts  
**Will Lucas**, Founder and CEO, Mint House  
**Mark Schoenholtz**, Vice Chairman - Co-Head of Lodging, Newmark – Capital Markets Lodging  
**Benjamin Young**, VP of Asset Management, AEG

##### **SESSION 10 SEGMENTS & BRANDS TRACK: LUXURY HOTELS**

Moderator: **Daniel C. Peek**, President, Hotel Group, Hodges Ward Elliott  
Panelists: **Michael Fuerstman**, Co-Founder and Creative Director, Pendry Hotels  
**Robert Hee**, COO, Canyon Equity LLC  
**Rick Ross**, Partner, Dentons  
**David Tarr**, Senior Vice President of Development, Hyatt Hotels Corporation

#### 12:00pm-2:45pm NETWORKING LUNCH

This extended networking lunch allows the convenience of eating whenever you'd like during a busy day full of meetings and conference content.

#### 2:15pm-2:55pm BREAKOUT SESSIONS

##### **SESSION 11 TRENDS & TACTICS TRACK: EXPLORING THE DRIVE TO MARKET SUCCESS**

Moderator: **Chuck Pinkowski**, Owner, Pinkowski & Company  
Panelists: **Jessica Davidson**, SVP Digital & Brand Marketing, Wyndham Hotels & Resorts  
**Dawn Gallagher**, Chief Sales & Marketing Officer, Crescent Hotels & Resorts  
**Jagruti Panwala**, President & CEO, Wealth Protection Strategies and  
Immediate Past Chairwoman, AAHOA

##### **SESSION 12 GROWTH TRACK: CONVERSIONS**

Moderator: **Vinay Patel**, Vice Chair, AAHOA and President, Fairbrook Hotels  
Panelists: **Anne M. Bertsch**, Vice President, Marriott International  
**Tina Burnett**, Division Vice President, G6 Hospitality  
**Chip Ohlsson**, EVP & Chief Development Officer, Wyndham Hotels & Resorts  
**Brian Quinn**, Chief Development Officer, Sonesta+RLH Corporation

##### **SESSION 13 DISTRESSED HOTEL WORKOUT TRACK: FULL SERVICE HOTELS**

Moderator: **Andrea Grigg**, Managing Director and Global Head of Asset Management,  
JLL's Hotels & Hospitality Group  
Panelists: **Maki N. Bara**, President & Co-Founder, Chartres Lodging  
**Dianne Jaskulske**, Vice President Management Contract Services, Owner Relations, Hilton  
**Mark LeBlanc**, Executive Vice President, Aimbridge Hospitality



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### TUESDAY, JULY 27, 2021

**SESSION 14 ACQUISITIONS TRACK: WALL STREET OUTLOOK**

Meets In: **Platinum Ballroom E**

Moderator: **Greg O'Stean**, Chief Development Officer, Aimbridge Hospitality

Panelists: **Kellan Florio**, Managing Director, Goldman Sachs  
**Larry Kwon**, Managing Director, Moelis & Company  
**Croft Young**, Managing Director, Morgan Stanley

**3:05pm-5:10pm PLENARY SESSION**

**3:05pm-3:10pm WELCOME BACK**

Speaker: **Jeff Higley**, President, The BHN Group

**3:10pm-3:50pm BOARDROOM OUTLOOK: INVESTMENT STRATEGIES/ASSETS**

The hotel-investment market is sure to take on a different look—what will it be and what opportunities will it present?

Moderator: **Kevin Mallory**, Global Head, Senior Managing Director, CBRE

Panelists: **Rob Hays**, President & Chief Executive Officer, Ashford Hospitality Trust  
**Jonathan P. Stanner**, CEO, Summit Hotel Properties  
**Rick Takach**, Chairman & CEO, Vesta Hospitality  
**Homi Vazifdar**, Managing Director, Canyon Equity LLC

**3:50pm-4:00pm CEO SOLUTIONS: PRESSURE TO PRIORITIZE REAL ESTATE INVESTMENTS GROUNDED IN ESG PRINCIPLES AT THE GLOBAL STAGE TAKES PRECEDENCE**

Presenter: **Gilda Perez-Alvarado**, Global CEO, Hotels & Hospitality, JLL

**4:00pm-4:25pm ISHC PIONEERS: TAPPING INTO THEIR MINDSET**

Presenter: **Todd P. Leach**, Vice President, ISHC and Partner & Chief Client Officer, Dedic Group

Moderator: **Kristie Dickinson**, Treasurer, ISHC and Managing Director, CHMWarnick

Panelists: **James E. Burba**, Co-Founder, BHN  
**Chip Conley**, Industry Disruptor & Best Selling Author  
**Kathleen Taylor**, Chair of the Board, Royal Bank of Canada

**4:25pm-5:05pm BOARDROOM OUTLOOK: OPERATIONS**

Enhanced efficiencies that maximize guests' comfort levels and loyalty will be the name of the game.

Moderator: **Suzanne Mellen**, Senior Managing Director, HVS

Panelists: **Joseph Bojanowski**, President & CEO, PM Hotel Group  
**Michael J. Deitemeyer**, President & CEO, Aimbridge Hospitality  
**David Kong**, President and CEO, Best Western Hotels & Resorts  
**Peter J. Strebel**, President, Omni Hotels & Resorts

**5:05pm-5:10pm WRAP-UP REMARKS**

Speaker: **Jeff Higley**, President, The BHN Group

**5:15pm-6:45pm NETWORKING RECEPTION**

### WEDNESDAY, JULY 28, 2021

**7:00am-11:45am REGISTRATION & INFORMATION**

Sponsored By:



**7:30am-8:30am CONTINENTAL BREAKFAST**

**8:30am-11:00am PLENARY SESSION – MONEY MORNING**

**8:30am-8:45am WELCOME BACK**

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

**ALIS DEAL OF THE YEAR AWARDS**

**8:45am-8:55am DEVELOPMENT OF THE YEAR 2020**

Presenter: **JP Ford**, Senior Vice President, Lodging Econometrics



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### WEDNESDAY, JULY 28, 2021

- 8:55am-9:05am** **SINGLE ASSET TRANSACTION OF THE YEAR 2020**  
Presenter: **Daniel C. Peek**, President, Hotel Group, Hodges Ward Elliott
- 9:05am-9:10am** **MERGER & ACQUISITION OF THE YEAR 2020**  
Presenter: **Michael Murphy**, Head of Lodging, First Fidelity Companies
- 9:10am-9:15am** **JACK A. SHAFFER FINANCIAL ADVISOR OF THE YEAR 2020**  
Presenter: **Mehul Patel**, CEO & Chairman, NewcrestImage
- 9:15am-10:00am** **BOARDROOM OUTLOOK: THE 'EXPERIENCE' FACTOR MEANS BUSINESS**  
Providing guests with unique opportunities positively impacts investors' ROI.  
Moderator: **Mitch Patel**, President & CEO, Vision Hospitality Group  
Panelists: **John Cohan**, Chief Executive Officer, Margaritaville Hotels & Resorts  
**Ken Cruse**, CEO and Founder, Soul Community Planet  
**Mike DeFrino**, Chief Executive Officer, Kimpton Hotels  
**Rafael Museri**, CEO & Co-Founder, Selina  
**Jeff Wagoner**, President & CEO, Outrigger Hospitality Group
- 10:00am-10:55am** **IREFAC – THE FINANCIAL GURUS TELL IT LIKE IT IS!**  
Moderator: **Michael Murphy**, Head of Lodging, First Fidelity Companies  
Panelists: **Michael D. Bluhm**, Managing Director, Morgan Stanley  
**Tyler Henritze**, Senior Managing Director, Blackstone  
**Tyler Morse**, Chairman and CEO, MCR  
**Eric Resnick**, Co-Founder/CEO, KSL Capital Partners  
**Mit Shah**, Chief Executive Officer, Noble Investment Group
- 10:55am-11:00am** **CLOSING REMARKS**  
Speaker: **Jeff Higley**, President, The BHN Group
- 11:05am-11:45am** **MONEY MORNING SESSIONS**
- SESSION A** **MONEY MORNING: EQUITY**  
Moderator: **Mark K. Owens**, Executive Vice President & Co-Head of Hospitality Capital Markets, CBRE  
Panelists: **Craig Ballard**, Co-Founder and Managing Partner, Dauntless Capital  
**Benjamin Brunt**, Chief Investment Officer, Noble Investment Group  
**Jared L. Melnik**, Managing Director, Starwood Capital Group  
**Mehul Patel**, CEO & Chairman, NewcrestImage
- SESSION B** **MONEY MORNING: DEBT**  
Moderator: **Steve Michels**, Managing Director, Cushman & Wakefield  
Panelists: **Mathew Crosswy**, President, Stonehill  
**Lori Tirado**, Managing Director, Access Point Financial  
**Tara Waldier**, SVP-Debt, Rockbridge  
**Chris Williams**, Managing Director, Western Alliance Bank
- SESSION C** **MONEY MORNING: REITS**  
Moderator: **James Meng**, Senior Vice President, Colliers  
Panelists: **Troy G. Furbay**, Executive Vice President & Chief Investment Officer, DiamondRock Hospitality  
**Kate Henriksen**, Co-CIO, RLJ Lodging Trust  
**Bruce Riggins**, President & CFO, Hospitality Investors Trust, Inc.  
**Richard Stockton**, CEO & President, Braemar Hotels & Resorts
- SESSION D** **MONEY MORNING: NEW MONEY**  
Moderator: **Emil Iskandar**, Senior Vice President, Capital Markets, HVS  
Panelists: **Miguel Rivera**, Chief Investment Officer, Opterra Capital  
**Marco A. Roca**, CEO, Reveille Hospitality  
Additional Panelists to be Announced
- 11:45am** **ALIS CONCLUDES**



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### PROGRAM PLANNING COMMITTEE

**Baron Ah Moo**, PKFhotelexperts  
**Robert Alter**, Seaview Investors, LLC  
**Sarah Barr**, Latham & Watkins LLP  
**Ford Barton**, HBI  
**Andrea Belfanti**, ISHC  
**Peggy Berg**, Castell Project, Inc.  
**David Berins**, Berins & Co., LLC  
**Jay Blount**, Eckert Seamans  
**Billy L. Brown**, LodgeCap  
**Kevin Carey**, AHLA  
**James Carroll**, Crestline Hotels & Resorts  
**Daniel Cenicerros**, Connect Commercial Real Estate  
**Raj Chandnani**, WATG | Wimberly Interiors  
**Jim Chu**, Hyatt Hotels Corporation  
**Kevin Colket**, GHIG  
**Raj Contractor**, Host Hotels & Resorts  
**Ken Cruse**, Soul Community Planet  
**Sloan Dean**, Remington Hotels  
**Sean Dell'Orto**, Park Hotels & Resorts  
**Christopher Diffley**, Rockbridge  
**Matt Dower**, Berkadia  
**Aly El-Bassuni**, Radisson Hotel Group  
**Michelle Finn**, Boutique Design  
**Kathleen Flores**, Trump Hotels  
**Bill Fortier**, Hilton  
**Robert Gilbert**, HSMIA  
**Ken Greene**, AAHOA  
**Kenneth R. Greger**, August Leadership  
**Andrew Holt**, Eastdil Secured  
**Rachel Humphrey**, AAHOA  
**Teague Hunter**, Hunter Hotel Advisors  
**Andy Ingraham**, NABHOOD  
**Mariana Jackson**, Banco Sabadell  
**Eric Jacobs**, Marriott International  
**Lindsay Jewell**, Perkins Coie LLP  
**Jared Kelso**, Cushman & Wakefield  
**Robin Kennedy**, Montage International  
**Rick Kirkbride**, Paul Hastings LLP  
**Daniel Konzelmann**, Noble Investment Group  
**Brent LeBlanc**, Stonehill  
**Christopher Lee**, Dentons  
**Bradley Levy**, DLA Piper  
**Mark Lomanno**, Kalibri Labs  
**Luigi Major**, HVS  
**Tony Malk**, Hodges Ward Elliott  
**Kevin Mallory**, CBRE  
**Rob Masi**, EY  
**Mike McGeehan**, G6 Hospitality  
**Kimberly Miles**  
**Jeff Miller**, Wells Fargo  
**Lynette Montoya**, LHA  
**Russell Munn**, Broadshore Capital Partners  
**Francis Nardoza**, REH Capital Partners, LLC  
**Stephen O'Connor**, RobertDouglas  
**Chip Ohlsson**, Wyndham Hotels & Resorts  
**Keith Oltchick**, Pyramid Hotel Group  
**Gilda Perez-Alvarado**, JLL  
**Dilip Petigara**  
**Chuck Pinkowski**, Pinkowski & Company  
**Trisha Poole**, NEWH, Inc.  
**Mark Purcell**, Accor  
**Madhu Rajesh**, Sustainable Hospitality Alliance  
**Stephanie Ricca**, Hotel News Now  
**Cliff Risman**, Foley & Lardner LLP  
**Jay Roberts**  
**Allen Roller**, Hotel Business  
**Vail Ross**, STR  
**Mark Shalala**, Choice Hotels International  
**Stacy Shoemaker**, Hospitality Design  
**Julienne Smith**, IHG Hotels & Resorts  
**Chad F. Sorensen**, HAMA  
**JJ Steeley**, Carbon Lighthouse  
**Amy Vaxman**, Hotel Management  
**Jeff Wagoner**, Outrigger Hospitality Group  
**Colby Weaver Walker**, InterMountain  
**Frank Wolfe**, HFTP  
**Croft Young**, Morgan Stanley

### DEAL OF THE YEAR AWARDS COMMITTEES

#### Development of the Year 2020

Chair: **JP Ford**, Lodging Econometrics  
**Bruce Baltin**, Industry Consultant  
**Lynn Cadwalader**, DLA Piper LLP (US)  
**Raj Chandnani**, WATG | Wimberly Interiors  
**Bruce Ford**, Lodging Econometrics  
**Adam Lair**, HVS  
**Warren Marr**, PwC  
**Francis J. Nardoza**, REH Capital Partners, LLC

#### Merger & Acquisition of the Year 2020

Chair: **Michael Murphy**, First Fidelity Companies  
**Kellan Florio**, Goldman, Sachs & Co  
**Arthur Goldfrank**, Deutsche Bank  
**Lonny Henry**, J.P. Morgan  
**Larry Kwon**, Moelis & Company  
**Bradley G. Langner**, Piper Sandler  
**Phillip Summers**, Lazard Freres & Co. LLC  
**Croft Young**, Morgan Stanley

#### Single Asset Transaction of the Year 2020

Chair: **John R. Karver**, Karv Corp  
**Patrick Deming**, Eastdil Secured  
**Teague Hunter**, Hunter Hotel Advisors  
**Jared Kelso**, Cushman & Wakefield  
**Rich Lillis**, Colliers International  
**Daniel C. Peek**, Hodges Ward Elliott  
**Gilda Perez-Alvarado**, JLL  
**Robert B. Stiles**, RobertDouglas  
**Lawrence B. Wolfe**, Newmark Knight Frank Lodging Capital Markets

#### Jack A. Shaffer Financial Advisor of the Year 2020

Chair: **Thomas J. Corcoran**, TCOR Hotel Partners  
**Anthony Capuano**, Marriott International  
**Jim Chu**, Hyatt Hotels Corporation  
**Joel Eisemann**, IHG  
**Judy Hendrick**, Aimbridge Hospitality  
**Kevin J. Jacobs**, Hilton  
**Martin Newburger**, KSL Capital Partners  
**Mehul Patel**, NewcrestImage

### PRODUCED BY:



Northstar Travel Group is the leading B-to-B information and marketing solutions company serving all segments of the travel industry including leisure/retail, corporate/business travel, corporate and sports meetings, incentives, hospitality, and travel technology.

Northstar is the owner of leading brands serving these travel segments. The company produces more than 100 face-to-face events in 13 countries in retail travel, hospitality, corporate travel, travel technology, sports travel, and the meetings & incentive industry. In addition, Northstar owns Phocuswright, the leading research, and event producer serving the travel technology industry. Northstar Travel Group owns The BHN Group, the leading producer of hotel investment conferences.

Northstar is also the majority shareholder in Inntopia, the leading SaaS e-commerce software business serving the mountain destination, golf, activities, and hospitality markets. Based in Secaucus, NJ, the company has 14 offices in the U.S., UK, Singapore, and China. Northstar Travel Group is owned by funds managed by EagleTree Capital.

### IN ASSOCIATION WITH:



Serving the hospitality industry for more than a century, the American Hotel & Lodging Association (AHLA) is the sole national association representing all segments of the 8 million jobs the U.S. lodging industry supports, including hotel owners, REITs, chains, franchisees, management companies, independent properties, bed and breakfasts, state hotel associations, and industry suppliers. Headquartered in Washington, D.C., AHLA focuses on strategic advocacy, communications support, and educational resources for an industry that advances long-term career opportunities for employees, invests in local communities across the country and hosts more than one billion guests' stays in American hotels every year. AHLA proudly represents a dynamic hotel industry of more than 54,000 properties that supports \$1.1 trillion in U.S. sales and generates nearly \$170 billion in taxes to local, state and federal governments. Learn more at [www.AHLA.com](http://www.AHLA.com).



The BHN Group is the worldwide leader in developing and organizing conferences for the hotel and tourism investment community. With over three decades of experience, more than 160 events completed to-date, and in excess of 110,000 international delegates, these conferences have become "must attend" events for industry leaders who come together to network, conduct business, and to learn about the latest trends. The current slate of events include: the Americas Lodging Investment Summit (ALIS) in Los Angeles; ALIS Law in Los Angeles; ALIS Summer Update; Alternative Ownership Conference Asia Pacific (AOCAP) in Singapore; Caribbean Hotel & Resort Investment Summit (CHRIS) in Miami; Hotel Investment Conference Asia Pacific (HICAP) in Singapore; HICAP UPDATE; Hotel Opportunities Latin America (HOLA) conference in Miami; and HICAP Australia New Zealand (HICAP ANZ) in Sydney. The BHN Group's website at [www.Burba.com](http://www.Burba.com) is the gateway for information about the annual conferences it produces, as well as a direct link to important players in the hospitality investment world.





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INVESTMENT SUMMIT

### THE ALIS LEGACY

The AHLA Foundation is the industry's philanthropic organization and has been a beneficiary of ALIS since its inception. Conference proceeds have helped the AHLA Foundation fulfill its mission of helping people build careers, improve their lives, and strengthen the lodging industry.

The Foundation is committed to elevating, educating, and empowering individuals and the public on the industry's story of opportunity and advancement. From lifting individuals out of poverty and connecting them with a life-long career in the industry to providing certifications to promote current hotel employees into leadership positions, the Foundation's programs are changing the industry by changing lives.

The AHLA Foundation is also committed to fostering careers for people of color and women to ensure our employees—from entry-level to C-suite—are as diverse as our guests. In 2020, the AHLA Foundation announced a new commitment of [\\$5 million and action plan](#) over the next five years to advance diversity, equity, and inclusion within the hotel and lodging industry.

Visit [www.ahlafoundation.org/](http://www.ahlafoundation.org/) for additional information on the Foundation's programs or consider attending the Foundation's [Night of a Thousand Stars](#) event on Sunday, July 25 before the ALIS conference at the Westin Bonaventure. The AHLA Foundation is funded solely by contributions from generous individuals and companies who want to give back to the hotel industry and ensure a successful future.

*As of April 2021*