

MONDAY, JANUARY 24, 2022

7:30am-8:00pm REGISTRATION & INFORMATION

Meets In: JW Marriott/Ritz-Carlton Lobby

Sponsored By:



8:00am-5:45pm CONTINUOUS COFFEE

Meets In: Diamond & Platinum Foyer

Sponsored By:



8:00am-5:45pm CHILL OUT AREA

Meets In: Gold Foyer

Sponsored By:



8:30am-9:30am DELIVERING PRODUCTS & SERVICES: DATA, TRENDS, & INSIGHTS TO HELP DRIVE ROI

Meets In: Diamond Ballroom 6-8

Moderator: Brad Aldrich, Business Development, The BHN Group

Panelists: Joe Ahmed-Youssef, EVP, Business Intelligence & Data Solutions, Amadeus Hospitality

Tom Botts, Chief Commercial Officer, Uplift

Jeffrey Emenecker, Senior Director, Analytics, Cvent

Ben Erwin, President & CEO, Encore

Mark Heymann, CEO, UniFocus

Ali Moloo, Founder & CEO, myDigitalOffice

Del Ross, Chief Revenue Officer, Hotel Effectiveness

Tim Sullivan, CEO & President, Cendyn

9:00am-5:00pm HEADSHOT LOUNGE

Meets In: Diamond Foyer

Sponsored By:



9:45am-11:00am ALIS TECH CHALLENGE: WHAT'S HOT IN HOTEL TECHNOLOGY?

Let the hotel owners be the judge!

Meets In: Diamond Ballroom 1-5

Sponsored By:



Speaker: Matt Curry, Chief Revenue Officer, myDigitalOffice

Co-Hosts: Michael Blake, Chief Technology Officer, AHLA

Rob Torres, Managing Director, Google

Judges: Andrew Arthurs, Chief Information Officer, Aimbridge Hospitality

Sourav Ghosh, EVP, Chief Financial Officer, Host Hotels & Resorts

Kristie Goshaw, Chief Commercial Officer, KSL Resorts

Steven Nicholas, Principal & EVP, Noble Investment Group

Richard J. Stockton, President & CEO, Braemar Hotels & Resorts

Presenters: Paul Bennie, VP, Sales & Marketing, ProfitSword, LLC

Jackie Burnbaum, Senior Sales Associate, Mesa by Sidewalk Labs

Nadav Cornberg, Founder, Virdee

Danna Dunnage, President, HotelFurniture.com

Adam Hengels, CEO & Co-Founder, Parafin

Florence Hosanna, CFO and Partner, Optimal Partners

Jessica Janis, Director, Business Development, Corning Optical Communications

Gina McKee, Director of Strategic Sales, Cloudbeds Technology

Aaron Shepherd, CEO, Above Property

John D. Troutwine, SVP, Sales & Marketing, Broadband Hospitality

MONDAY, JANUARY 24, 2022

10:45am-11:30am **HOTEL INVESTMENTS 101 – FROM ACRONYMS TO ZONING**
Diamond Ballroom 6-8
 Meets In:
 Moderator: **Andrea Belfanti**, Executive Director, ISHC
 Panelists: **Mary Beth Cutshall**, Founder & Managing Partner, Amara Capital
Dorothy Dowling, SVP & Chief Marketing Officer, Best Western Hotels
Vinay Patel, CEO, Fairbrook Hotels
Arjun Singh, Founding Director, Hospitality and Tourism, University of Texas Rio Grande Valley

11:00am-1:15pm **NETWORKING LUNCH**
 Meets In: **West Road & Gold Ballroom**

1:25pm-3:40pm **OPENING PLENARY SESSION**
Diamond Ballroom 1-5

1:25pm-1:35pm **ALIS GRAND OPENING**

1:35pm-1:50pm **WELCOME & OPENING REMARKS**
 Speakers: **Jeff Higley**, President, The BHN Group
Chip Rogers, President & CEO, AHLA

1:50pm-2:25pm **THE NUMBERS – WHAT TO EXPECT IN 2022 & BEYOND?**
 Moderator: **Francis J. Nardoza**, CEO, REH Capital Partners, LLC
 Panelists: **Cindy Estis Green**, CEO and Co-founder, Kalibri Labs
Michael Grove, COO, HotStats
Amanda Hite, President, STR

2:25pm-2:45pm **ALIS LIFETIME ACHIEVEMENT AWARD**
 Presenter: **John A. Belden**, Executive Chairman, Davidson Hospitality Group
 Recipient: **Michael Shannon**, Chairman, KSL Capital Partners



Michael Shannon

2:45pm-2:55pm **CEO CENTER STAGE – ON THE ROAD AGAIN**
 Host: **Jeff Higley**, President, The BHN Group
 Guest: **Keith Barr**, Chief Executive Officer, IHG Hotels & Resorts


2:55pm-3:35pm **BOARDROOM OUTLOOK: ASSETS – POSITIONING FOR GROWTH**
 Whether it be through mergers or acquisitions, expanding their reach is the name of the game for many companies looking to achieve a more global portfolio or regional presence. What's the thought process behind the evolving strategies of companies on the grow?
 Moderator: **Kevin Mallory**, Global Head, Senior Managing Director, CBRE Hotels
 Panelists: **Geoff Ballotti**, President and CEO, Wyndham Hotels & Resorts
Michael J. Deitemeyer, President & CEO, Aimbridge Hospitality
Stephanie Linnartz, President, Marriott International
Pat Pacious, President and CEO, Choice Hotels International

3:35pm-3:40pm **WRAP-UP REMARKS**
 Speaker: **Jeff Higley**, President, The BHN Group

3:45pm-4:25pm **BREAKOUT SESSIONS**

SESSION 01 **OPPORTUNITIES TRACK – INNOVATION & TECHNOLOGY**
 Meets In: **Platinum Ballroom A & B**
 Moderator: **Michael Blake**, Chief Technology Officer, AHLA
 Panelists: **Raul Moronta**, Chief Commercial Officer, Remington Hotels
Neal Patel, Vice Chairman, AAHOA
Rajiv Trivedi, Managing Principal, TST Capital

MONDAY, JANUARY 24, 2022

- SESSION 02 OWNERSHIP TRACK – “NORMAL” OPERATIONS VS. “NEW” OPERATIONS**
Platinum Ballroom C
 Meets In: **Rachel Humphrey**, Hospitality Industry Executive and Counsel
 Moderator: **Ben Cadwell**, Chief Operating Officer, United States, Accor
 Panelists: **Terri A. Haack**, President, Terranea Resort
Ron Pohl, Chief Operations Officer, Best Western Hotels
- SESSION 03 ACQUISITIONS TRACK – WALL STREET OUTLOOK**
Platinum Ballroom D
 Meets In: **Mike Hollman**, Senior Vice President, Treasurer, Hilton
 Moderator: **Kellan Florio**, Managing Director, Goldman Sachs
 Panelists: **Larry Kwon**, Managing Director, Moelis & Company
Brad Langner, Managing Director, Piper Sandler
Paul Whyte, Managing Director, Wells Fargo Bank
Croft Young, Managing Director, Morgan Stanley
- SESSION 04 OPPORTUNITIES TRACK – VALUE CREATION**
Platinum Ballroom E
 Meets In: **Andrew Wharton**, Managing Director, REH Capital Partners
 Moderator: **Krishna K. Paliwal**, President, La Quinta & Hawthorn Brands, Wyndham Hotels & Resorts
 Panelists: **Brian Quinn**, Chief Development Officer, Sonesta
Thomas Song, Chief Financial Officer, Aimbridge Hospitality
- SESSION 05 DEVELOPMENT TRACK – NEW PROJECTS & INVESTOR/LENDER APPETITE**
Platinum Ballroom F-H
 Meets In: **Matt Raptosh**, Managing Director, Berkadia
 Moderator: **Matthew Hick**, Managing Director – Business Development, Access Point Financial
 Panelists: **Matthew Hostetler**, Chief Development Officer, Red Roof
Mark Shalala, SVP, Upscale Development, Choice Hotels International
- 4:30pm-5:45pm PLENARY SESSION: FORWARD @ ALIS**
 Meets In: **Diamond Ballroom 1-5**
- 4:30pm-5:05pm SHAPING THE FUTURE**
 Moderator: **Chip Rogers**, President & CEO, AHLA
 Panelists: **Leslie D. Hale**, President and CEO, RLJ Lodging Trust
Heather McCrory, CEO, North & Central America, Accor
- 5:05pm-5:40pm BUILDING A DIVERSE WORKFORCE – RECRUITMENT, RETENTION, & DE&I**
 Moderator: **Rosanna Maietta**, EVP Communications & Public Relations, AHLA and
 President & CEO, AHLA Foundation
 Panelists: **Lisa Checchio**, Chief Marketing Officer, Wyndham Hotels & Resorts
Laura Fuentes, CHRO, Hilton and ForWard Advisory Committee Chair, AHLA
Radhika Papandreou, Managing Partner & Head of Hospitality, Korn Ferry
Thomas Penny, President, Donohoe Hospitality
- 5:40pm-5:45pm WRAP-UP REMARKS**
 Speaker: **Jeff Higley**, President, The BHN Group
- 5:45pm-8:00pm GALA OPENING RECEPTION**
 Hosted By: 
 Meets In: **West Road & Gold Ballroom**

TUESDAY, JANUARY 25, 2022

7:30am-6:30pm REGISTRATION & INFORMATION

Meets In: JW Marriott/Ritz-Carlton Lobby

Sponsored By:



7:30am-8:30am CONTINENTAL BREAKFAST

Meets In: Gold Ballroom

8:00am-5:00pm CONTINUOUS COFFEE

Meets In: Diamond & Platinum Foyers

Sponsored By:



UNIFOCUS



Book Now. Pay Over Time.

8:00am-5:00pm CHILL OUT AREA

Meets In: Gold Foyer

Sponsored By:



9:00am-5:00pm HEADSHOT LOUNGE

Meets In: Diamond Foyer

Sponsored By:



8:15am-11:15am PLENARY SESSION

Meets In: Diamond Ballroom 1-5

8:15am-8:25am WELCOME BACK

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

ALIS DEAL OF THE YEAR AWARDS

8:25am-8:35am DEVELOPMENT OF THE YEAR 2021

Presenter: JP Ford, Senior VP & Director Global Business Development, Lodging Econometrics

8:35am-8:45am SINGLE ASSET TRANSACTION OF THE YEAR 2021

Presenter: John R. Karver, President, Karv Corp

8:45am-8:50am MERGER & ACQUISITION OF THE YEAR 2021

Presenter: Michael Murphy, Head of Hospitality Finance, AHIP and Head of Lodging, First Fidelity Companies

8:50am-8:55am JACK A. SHAFFER FINANCIAL ADVISOR OF THE YEAR 2021

Presenter: Thomas J. Corcoran, Jr., President, TCOR Hotel Partners

8:55am-9:05am CEO CENTER STAGE – GROWTH STRATEGIES

Host: Jeff Weinstein, Editor in Chief, HOTELS

Guest: Warren Fields, CEO, Benchmark Pyramid

9:05am-9:45am BOARDROOM OUTLOOK: OPERATIONS – INCREASING PROFITABILITY WITHOUT SACRIFICING QUALITY

Operators recalibrating after the lengthy pandemic need to recoup losses caused by the shutdown while maintaining property standards—which in some cases define the brand they represent. What's the process for leaders to develop cost-effective operations in a world that closely watches the final results?

Moderator: Chip Rogers, President & CEO, AHLA

Panelists: Larry Cuculic, President & CEO, Best Western Hotels

Sloan Dean, CEO & President, Remington Hotels, LLC

Danny Hughes, President, Americas, Hilton

Jeff Wagoner, President & CEO, Outrigger Hospitality Group

9:45am-10:00am ARNE SORENSON SOCIAL IMPACT LEADERSHIP AWARD

Presenter: Jeff Higley, President, The BHN Group


Recipient: David Kong, Former President & CEO, Best Western Hotels & Resorts

Program & Speakers as of January 4, 2022



David Kong

TUESDAY, JANUARY 25, 2022

- 10:00am-10:30am** **MORE TO THE STORY: AEG ON THE MOVE**
Host: **Caroline Beteta**, President & CEO, Visit California
Guests: **Steve Bartolin**, President, The Broadmoor Sea Island Company and Advisor to the Chairman, AEG
Todd Goldstein, Chief Revenue Officer, AEG
- 10:30am-11:10am** **BOARDROOM OUTLOOK: LEADERSHIP – UNDERSTANDING THE “HOT POTATO” ISSUES**
Key big-picture issues are numerous throughout the hotel industry. Having a handle on topics such as the Americans with Disability Act, online booking scams, drive-by lawsuits, resort fees, immigration reform, and many others, are more important than other as today’s hoteliers strive to be at the top of their game.
Moderator: **Daniel C. Peek**, Chief Operating Officer, Hodges Ward Elliott
Panelists: **Ray Bhai**, CEO & Chairman, IBF Hospitality
Michael George, President & CEO, Crescent Hotels & Resorts
Rob Hays, President & CEO, Ashford Hospitality Trust
Greg Juceam, Chief Operating Officer, Extended Stay America
- 11:10am-11:15am** **WRAP-UP REMARKS**
Speaker: **Jonathon S. Zink**, Managing Director, The BHN Group
- 11:15am-12:00pm** **NETWORKING BREAK**
Meets In: **Diamond & Platinum Foyers**
Sponsored By:  **CENDYN**
- 12:00pm-12:40pm** **BREAKOUT SESSIONS**
- SESSION 07** **OPPORTUNITIES TRACK – EMERGING TRENDS**
Meets In: **Platinum Ballroom A & B**
Moderator: **Rachael Rothman**, Head of Hotels Research & Data Analytics, CBRE
Panelists: **Lynn Cadwalader**, Partner, DLA Piper LLP (US)
Brad LeBlanc, SVP & Chief Development Officer, Best Western Hotels
Jagruti Panwala, President & CEO, Wealth Protection Strategies, LLC
Agnes Roquefort, Chief Development Officer, Accor
- SESSION 08** **OWNERSHIP TRACK – ASSET STRATEGIES**
Meets In: **Platinum Ballroom C**
Moderator: **Chad F. Sorensen**, Communications, HAMA and Managing Director & COO, CHMWarnick
Panelists: **Andrea Grigg**, Head of Global Asset Management, JLL’s Hotels & Hospitality Group
Tony Malk, Managing Director, Hodges Ward Elliott
Tracy Prigmore, Managing Partner, TLTSolutions & SHaD
- SESSION 09** **DEVELOPMENT TRACK – CDOs OUTLOOK**
Meets In: **Platinum Ballroom D**
Moderator: **Dharmesh Patel**, Executive Managing Director, Colliers
Panelists: **Chip Ohlsson**, EVP & Chief Development Officer, Wyndham Hotels & Resorts
Greg O’Stean, Chief Development Officer, Aimbridge Hospitality
David Pepper, Chief Development Officer, Choice Hotels International
Noah Silverman, Global Development Officer, US & Canada, Marriott International
- SESSION 10** **OPPORTUNITIES TRACK – SELECT-SERVICE HOTELS**
Meets In: **Platinum Ballroom E**
Moderator: **Chuck Pinkowski**, Owner, Pinkowski & Company
Panelists: **Shruti Gandhi Buckley**, SVP, Global Brand Head for Hampton, Hilton
Fouad Malouf, Senior Vice President – Franchise Operations, Red Roof
Kevin Schramm, SVP of Development, Mainstream Brands – US and Canada, IHG Hotels & Resorts
Jim Tierney, SVP Development & Owner Relations, Hyatt Hotels Corporation
- SESSION 11** **ACQUISITIONS TRACK – VALUATIONS**
Meets In: **Platinum Ballroom F-H**
Moderator: **Lindsay Jewell**, Partner, Perkins Coie LLP
Panelists: **Kate Henriksen**, Co-CIO, RLJ Lodging Trust
Jared Kelso, Executive Managing Director, Cushman & Wakefield
Tanya Pierson, Senior Managing Director, HVS
Benjamin Young, VP of Asset Management, AEG

TUESDAY, JANUARY 25, 2022

- 12:45pm-2:30pm NETWORKING LUNCH**
Meets In: **West Road & Gold Ballroom**
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 13 OPPORTUNITIES TRACK – THE NEW “NORMAL” OF HOTEL MANAGEMENT AGREEMENTS**
Meets In: **Platinum Ballroom A & B**
Moderator: **Christopher Lee**, Partner, Dentons
Panelists: **Maki Bara**, President & Co-Founder, The Chartres Lodging Group
Keith Oltchick, SVP Acquisitions & Development, Remington Hotels
Mark Purcell, SVP, Development, Accor
- SESSION 14 DEVELOPMENT TRACK – CONVERSIONS**
Meets In: **Platinum Ballroom C**
Moderator: **Carson Schroeder**, Chief Development Officer, APICII
Panelists: **Tina Burnett**, Chief Development Officer, G6 Hospitality
Nate Siehr, Vice President Full Service Hotel Development, Marriott International
Julienne Smith, Senior Vice President, Development, IHG Hotels & Resorts
Lisa Waldron, VP and Managing Director Development, Hilton
- SESSION 15 ACQUISITIONS TRACK – TRANSACTIONS OUTLOOK**
Meets In: **Platinum Ballroom D**
Moderator: **Peter Benudiz**, Partner, Sidley Austin LLP
Panelists: **John Bourret**, Managing Director, Hodges Ward Elliott
Jeffrey Davis, Senior Managing Director, JLL Hotels & Hospitality
Andrew Holt, Managing Director, Eastdil Secured
Mark Schoenholtz, Vice Chairman / Co-Head of Lodging Capital Markets, Newmark
- SESSION 16 OPPORTUNITIES TRACK – FULL-SERVICE HOTELS**
Meets In: **Platinum Ballroom E**
Moderator: **Jamie Crolle**, Partner, Goodwin
Panelists: **Raj Contractor**, SVP, Head of Investments, Host Hotels & Resorts
Patrick Deming, Managing Director, Hospitality Eastdil Secured
Vera Manoukian, COO, Sonesta
David Tarr, SVP, Development, Hyatt Hotels Corporation
- SESSION 17 OWNERSHIP TRACK – THE FUTURE OF HOTEL FINANCING**
Meets In: **Platinum Ballroom F-H**
Moderator: **Gary E. Axelrod**, Partner, Latham & Watkins LLP
Panelists: **Ray Bhai**, CEO & Chairman, IBF Hospitality
Mark K. Owens, EVP & Co-Head of Hospitality Capital, CBRE
Lori Tirado, Managing Director, Head of Business Development, Access Point Financial
- 3:05pm-5:00pm PLENARY SESSION**
Meets In: **Diamond Ballroom 1-5**
- 3:05pm-3:10pm WELCOME BACK**
Speaker: **Jeff Higley**, President, The BHN Group
- 3:10pm-3:50pm BOARDROOM OUTLOOK: BRANDING – THE GREAT DIFFERENTIATOR?**
With branding such an essential aspect of the hotel experience, industry leaders will discuss what consumers expect from brands—including amenities, standards, and philosophies such as ESG—and how that impacts the hotel-investment equation.
Moderator: **John Fareed**, Global Chairman, Managing Director, Horwath HTL
Panelists: **George Limbert**, President, Red Roof
Peter J. Strebel, President, Omni Hotels & Resorts
Hubert Viriot, CEO, YOTEL

TUESDAY, JANUARY 25, 2022

- 3:50pm-4:05pm ISHC PIONEER AWARD**
Presenters: **Kristie Dickinson**, Treasurer, ISHC and Managing Director/EVP, CHMWarnick
Todd P. Leach, President, ISHC and Partner, Chief Client Officer, Dedica Group
Recipient: **Peggy Berg**, Chair, The Castell Project, Inc.
- 4:05pm-4:15pm CEO CENTER STAGE – GLOBAL REACH**
Host: **Stephanie Ricca**, Editorial Director, Hotel News Now
Guest: **Sebastien Bazin**, Chairman & CEO, Accor
- 4:15pm-4:55pm BOARDROOM OUTLOOK: PEOPLE – REWORKING THE WORK EQUATION**
Effectively tackling the labor crisis is a huge issue for all hoteliers, and whether it's filling a workforce at the property level or the corporate office dealing with issues such as remote working, the answer often revolves around compensation and other perks to attract the right employees
Moderator: **Ken Greene**, President & CEO, AAHOA
Panelists: **Tom Buoy**, Interim CEO, Radisson Hotel Group Americas
James Carroll, President & CEO, Crestline Hotels & Resorts
Carlos Flores, President & CEO, Sonesta
Tony Sherman, CEO, Terrapin Hospitality, LLC
- 4:55pm-5:00pm WRAP-UP REMARKS**
Speaker: **Jeff Higley**, President, The BHN Group
- 5:00pm-6:30pm NETWORKING RECEPTION**
Meets In: **Platinum Foyer**



Peggy Berg

WEDNESDAY, JANUARY 26, 2022

- 7:00am-11:40am REGISTRATION & INFORMATION**
Meets In: **JW Marriott/Ritz-Carlton Lobby**
Sponsored By: 
- 7:30am-8:30am CONTINENTAL BREAKFAST**
Meets In: **Diamond Foyer**
- 8:00am-11:40am CONTINUOUS COFFEE**
Meets In: **Diamond & Platinum Levels**
Sponsored By:  
UNIFOCUS Book Now. Pay Over Time.
- 8:30am-10:55am PLENARY SESSION – MONEY MORNING**
Meets In: **Diamond Ballroom 4 & 5**
- 8:30am-8:45am WELCOME BACK**
Speaker: **Jonathon S. Zink**, Managing Director, The BHN Group
- 8:45am-9:25am BOARDROOM OUTLOOK: CAPITALIZING ON LIFESTYLE – THE NEW ROI LEADER?**
Developers and investors definitely have taken notice as experiential travel continues to capture the attention and pocketbooks of consumers. The experts in this discussion will focus on what's driving that intrigue from so many angles, and how it can translate into more participation from capital sources.
Moderator: **Tom Dillon**, Co-Founder & CEO, APICII
Panelists: **Nico Barawid**, CEO & Co-Founder, Casai
James Bermingham, CEO, Virgin Hotels
John Cohan, CEO, Margaritaville
Ken Cruse, CEO, Soul Community Planet

WEDNESDAY, JANUARY 26, 2022

9:25am-10:05am BOARDROOM OUTLOOK: ASSETS – WHAT’S DEVELOPING ON THE DEVELOPMENT FRONT?
Supply-chain issues. The rising cost of materials. A lack of a labor pool for contractors and sub-contractors. As the issues mount for investors and developers looking to expand, they often must make the decision between new-construction and conversion opportunities. What are the opportunities and challenges for companies when it comes to expanding their footprint?

Moderator: **Rod Clough**, President, Americas, HVS
Panelists: **Greg Friedman**, CEO, Peachtree Hotel Group
Tyler Morse, Chairman & CEO, MCR & Morse Development
Rick Takach, Chairman & CEO, Vesta Hospitality

10:00am-10:50am IREFAC – THE FINANCIAL GURUS TELL IT LIKE IT IS!
Co-Moderators: **Mit Shah**, Chief Executive Officer, Noble Investment Group
Neil H. Shah, President & COO, Hersha Group
Panelists: **Michael Bluhm**, Managing Director, Morgan Stanley
Leslie D. Hale, President and CEO, RLJ Lodging Trust
Leeny Oberg, EVP and Chief Financial Officer, Marriott International
Gilda Perez-Alvarado, Global CEO, JLL Hotels & Hospitality

10:50am-10:55am CLOSING REMARKS
Speaker: **Jeff Higley**, President, The BHN Group

11:00am-11:40am MONEY MORNING SESSIONS

SESSION A MONEY MORNING: EQUITY
Meets In: **Platinum Ballroom A & B**
Moderator: **Michael Cummings**, Managing Director, Horwath HTL
Panelists: **Ben Brunt**, Chief Investment Officer, Noble Investment Group
Kevin Colket, Founder & CEO, GHIG
Thomas Morey, EVP & Chief Investment Officer, Park Hotels & Resorts
Mehul Patel, Managing Partner & CEO, NewcrestImage

SESSION B MONEY MORNING: DEBT – ACQUISITIONS
Meets In: **Platinum Ballroom D**
Moderator: **David A. Berins**, Managing Partner, Berins & Co., LLC
Panelists: **Mark Lanspa**, Managing Director, Wells Fargo Bank
Bruce Lowrey, Chief Lending Officer, Access Point Financial
Angelo Stambules, SVP – National Hospitality Group, Huntington National Bank

SESSION C MONEY MORNING: DEBT – DEVELOPMENT
Meets In: **Platinum Ballroom E**
Moderator: **Julie Richter**, CFO, Concord Hospitality
Panelists: **Don Broderick**, Senior Managing Director, Huntington National Bank
Mathew Crosswy, President, Stonehill
Michael I. Lipson, President & CEO, Access Point Financial

11:40am ALIS CONCLUDES

PROGRAM PLANNING COMMITTEE

Dax Acosta, Montage International
Baron Ah Moo, PKFhotelexperts
Gary Axelrod, Latham & Watkins LLP
Ford Barton, HBI
Andrea Belfanti, ISHC
David Berins, Berins & Co., LLC
Judi Bikulege, Extended Stay America
Michael Blake, HTNG
Jay Blount, Eckert Seamans
Joseph Bojanowski, PM Hotel Group
Billy L. Brown, LodgeCap
Javier Cano, Marriott International
Kevin Carey, AHLA
Raj Chandnani, WATG | Wimberly Interiors
Gabrielle Cuskelly, Sidley Austin LLP
Mary Beth Cutshall, Castell Project, Inc.
Sloan Dean, Remington Hotels
Tom Dillon, APICII
Michelle Finn, Boutique Design
Ken Greene, AAHOA
Kenneth R. Greger, August Leadership
Michael Grove, HotStats
Ed Hoganson, Crestline Hotels & Resorts
Teague Hunter, Hunter Hotel Advisors
Andy Ingraham, NABHOOD
Lindsay Jewell, Perkins Coie LLP
Daniel Konzelmann, Noble Investment Group

Brent LeBlanc, Stonehill
Bradley Levy, DLA Piper
Luigi Major, HVS
Kevin Mallory, CBRE Inc.
Heather McCrory, Accor
Mike McGeehan, G6 Hospitality
Monica Meade, NEWH, Inc.
Jeff Miller, Wells Fargo
Bobby Molinary, Marriott International
Lynette Montoya, LHA
Russell Munn, Broadshore Capital Partners
Francis Nardoza, REH Capital Partners, LLC
Stephen O'Connor, RobertDouglas
Keith Oltchick, Benchmark Pyramid
Chuck Pinkowski, Pinkowski & Company
Shane Platt
Tracy Prigmore, She Has a Deal
Stephanie Ricca, Hotel News Now
Mark Shalala, Choice Hotels International
Julienne Smith, IHG Hotels & Resorts
Chad F. Sorensen, HAMA
Jeff Wagoner, Outrigger Hospitality Group
Colby Weaver Walker, InterMountain Management IRC
Matt Wehling, Hilton
Claire Whitely, Sustainable Hospitality Alliance
Croft Young, Morgan Stanley
Michelle Zajac, Best Western Hotels & Resorts

DEAL OF THE YEAR AWARDS COMMITTEES

Development of the Year 2021

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

Single Asset Transaction of the Year 2021

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

Merger & Acquisition of the Year 2021

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

Jack A. Shaffer Financial Advisor of the Year 2021

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

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:



The American Hotel & Lodging Association (AHLA) is the sole national association representing all segments of the U.S. lodging industry. Headquartered in Washington, D.C., AHLA focuses on strategic advocacy, communications support and workforce development programs to move the industry forward. In the wake of COVID-19 pandemic, the hospitality was the first industry impacted and it will be among the last to recover. That is why AHLA is committed to promoting safe travel while also creating a standardized safety experience nationwide through the Safe Stay initiative. With an enhanced set of health and safety protocols designed to

provide a safe and clean environment for all hotel guests and employees, hotels across America are ready to welcome back travelers when they are ready to travel. Learn more at 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 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.

THE ALIS LEGACY



The AHLA Foundation, the charitable giving arm of the American Hotel & Lodging Association, is dedicated to helping people build careers, improve their lives and strengthen the lodging industry. We are committed to elevating, educating, and empowering individuals and the public on the industry's story of opportunity and advancement. Since its founding in 1953, the Foundation has distributed over \$27 million in support of the industry and is committed to ensuring a strong and viable workforce for the entire lodging industry. The

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. Learn more at www.AHLAFoundation.org.

As of October 2021