

MONDAY, JANUARY 24, 2022

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

Sponsored By:



8:00am-5:45pm CONTINUOUS COFFEE

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8:30am-9:30am DELIVERING PRODUCTS & SERVICES: LEADERS FOCUS ON OUTLOOK

Moderator:

Brad Aldrich, Business Development, The BHN Group

Panelists:

Tom Botts, Chief Commercial Officer, Uplift

Matt Curry, Chief Revenue Officer, myDigitalOffice

Mark Heymann, CEO, UniFocus

Del Ross, CRO, Hotel Effectiveness

Tim Sullivan, CEO, Cendyn

9:00am-5:00pm HEAD SHOT LOUNGE

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

Let the hotel owners be the judge!

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, CIO, Aimbridge Hospitality

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

Steven Nicholas, Principal & EVP, Noble Investment Group

Richard Stockton, Chief Executive Officer & President, Braemar Hotels & Resorts

Presenters:

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

Jackie Burnbaum, Senior Sales Associate, Corc, 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, Strategic Sales Director, Cloudbeds

Aaron Shepherd, CEO, Above Property

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

10:45am-11:30am HOTEL INVESTMENTS 101 – FROM ACRONYMS TO ZONING

Moderator:

Andrea Belfanti, Executive Director, ISHC

Panelists:

Mary Beth Cutshall, Founder & Managing Partner, Amara Capital

Dorothy Dowling, SVP & Chief Marketing Officer, Best Western

Vinay Patel, Chair, AAHOA and President, Fairbrook Hotels

Arjun Singh, Founding Director, Hospitality and Tourism, University of Texas Rio Grande Valley

11:00am-1:15pm NETWORKING LUNCH

1:30pm-3:40pm OPENING PLENARY SESSION

ALIS GRAND OPENING WELCOME

WELCOME & OPENING REMARKS

Speakers:

Jeff Higley, President, The BHN Group

Chip Rogers, President & CEO, AHLA

MONDAY, JANUARY 24, 2022

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

ALIS LIFETIME ACHIEVEMENT AWARD
 Presenter: **John Belden**, Chairman & CEO, Davidson Hospitality
 Recipient: **Michael Shannon**, Chairman, KSL Capital Partners



Michael Shannon

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

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
Mike Deitemeyer, President & CEO, Aimbridge Hospitality
Stephanie Linnartz, President, Marriott International
Pat Pacious, President and CEO, Choice Hotels International

WRAP-UP REMARKS
 Speaker: **Jeff Higley**, President, The BHN Group

3:45pm-4:25pm BREAKOUT SESSIONS

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

SESSION 02 OWNERSHIP TRACK – “NORMAL” OPERATIONS VS. “NEW” OPERATIONS
 Moderator: **Rachel Humphrey**, Hospitality Industry Executive and Counsel
 Panelists: **Ben Cadwell**, Chief Operating Officer, United States, Accor
Terri A. Haack, President, Terranea Resort
Ron Pohl, SVP Brand Management, Best Western Hotels & Resorts

SESSION 03 ACQUISITIONS TRACK – WALL STREET OUTLOOK
 Moderator: **Mike Hollman**, Senior Vice President, Treasurer, Hilton
 Panelists: **Kellan Florio**, Managing Director, Goldman Sachs
Brad Langner, Managing Director, Piper Sandler & Co.
Paul Whyte, Managing Director, Wells Fargo Bank
Croft Young, Managing Director, Morgan Stanley

SESSION 04 OPPORTUNITIES TRACK – VALUE CREATION
 Moderator: **Andrew Wharton**, Managing Director, REH Capital Partners, LLC
 Panelists: **Krishna Paliwal**, President, La Quinta Brand and Head of Architecture, Design, & Construction, Wyndham Hotels & Resorts
Brian Quinn, Chief Development Officer, Sonesta
Thomas Song, Chief Financial Officer, Aimbridge Hospitality

SESSION 05 DEVELOPMENT TRACK – NEW PROJECTS & INVESTOR/LENDER APPETITE
 Panelists: **Matthew Hick**, Managing Director – Business Development, Access Point Financial
Matthew Hostetler, Chief Development Officer, Red Roof
Mark D. Shalala, SVP Development – Upscale Brands & Real Estate, Choice Hotels International

SESSION 06 SESSION TO BE ANNOUNCED

MONDAY, JANUARY 24, 2022

4:30pm-5:45pm PLENARY SESSION: FORWARD AT ALIS

SHAPING THE FUTURE – PERSPECTIVES FROM AN OWNER, BROKER & BRAND

Moderator: **Chip Rogers**, President & CEO, AHLA
Panelists: **Leslie D. Hale**, President and CEO, RLJ Lodging Trust
Heather McCrory, CEO, North and Central America, Accor

BUILDING A DIVERSE WORKFORCE – RECRUITMENT, RETENTION & DEI

Moderator: **Rosanna Maietta**, EVP Communications & Public Relations, AHLA
Panelists: **Lisa Checchio**, EVP & Chief Marketing Officer, Wyndham Hotels & Resorts
Laura Fuentes, CHRO, Hilton and ForWard Advisory Committee Chair, AHLA
Radhika Papandreou, Managing Partner, Korn Ferry
Thomas Penny, President, Donohoe Hospitality Services

WRAP-UP REMARKS

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

5:45pm-8:00pm GALA OPENING RECEPTION

Hosted By: 

TUESDAY, JANUARY 25, 2022

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

Sponsored By: 

7:30am-8:30am CONTINENTAL BREAKFAST

8:00am-5:00pm CONTINUOUS COFFEE

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9:00am-5:00pm HEAD SHOT LOUNGE

Sponsored By: 

8:15am-11:15am PLENARY SESSION

WELCOME BACK

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

ALIS DEAL OF THE YEAR AWARDS

DEVELOPMENT OF THE YEAR 2021

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

SINGLE ASSET TRANSACTION OF THE YEAR 2021

Presenter: **John R. Karver**, President, Karv Corp

MERGER & ACQUISITION OF THE YEAR 2021

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

JACK A. SHAFFER FINANCIAL ADVISOR OF THE YEAR 2021

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

CEO CENTER STAGE – GROWTH STRATEGIES

Host: **Jeff Weinstein**, Editor in Chief, HOTELS
Guest: **Warren Fields**, CEO, Benchmark Pyramid

TUESDAY, JANUARY 25, 2022

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**, Incoming President & CEO, Best Western Hotels & Resorts
Sloan Dean, CEO & President, Remington Hotels, LLC
Danny Hughes, President, Americas, Hilton
Jeff Wagoner, President & CEO, Outrigger Hospitality Group

ARNE SORENSON SOCIAL IMPACT LEADERSHIP AWARD

Host: **Jeff Higley**, President, The BHN Group
Guest: Guest to be Announced

PRESENTATION TO BE ANNOUNCED

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 Peek**, Chief Operating Officer, Hodges Ward Elliott
Panelists: **Ray Bhai**, Chief Executive Officer and Chairman, IBF Structured Finance
Michael George, President & CEO, Crescent Hotels & Resorts
Rob Hays, President & CEO, Ashford Hospitality Trust
Greg Juceam, Chief Operating Officer, Extended Stay America

WRAP-UP REMARKS

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

11:15am-12:00pm NETWORKING BREAK

Sponsored By: 

12:00pm-12:40pm BREAKOUT SESSIONS

SESSION 07 OPPORTUNITIES TRACK – EMERGING TRENDS

Moderator: **Rachael Rothman**, Head of Hotels Research & Data Analytics, CBRE
Panelists: **Lynn Cadwalader**, Partner, DLA Piper
Brad LeBlanc, Chief Development Officer, Best Western Hotels & Resorts
Jagruiti Panwala, President & CEO, Wealth Protection Strategies, LLC

SESSION 08 OWNERSHIP TRACK – ASSET STRATEGIES

Moderator: **Chad F. Sorensen**, Communications, HAMA and Managing Director & COO, CHMWarnick
Panelists: **Lawrence Britvan**, Managing Director, Hodges Ward Elliott
Ben Gottlieb, Principal, Geolo Capital
Andrea Grigg, Head of Global Asset Management, JLL's Hotels & Hospitality Group
Tracy Prigmore, Managing Partner, TLTSolutions

SESSION 09 DEVELOPMENT TRACK – CDOs OUTLOOK

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

Moderator: **Chuck Pinkowski**, Owner, Pinkowski & Company
Panelists: **Shruti Buckley**, Senior Vice President and Global Head, Hampton by Hilton, Hilton
Fouad Malouf, Senior Vice President – Franchise Operations, Red Roof
Kevin Schramm, VP of Development Mainstream Brands – US & Canada, IHG Hotels & Resorts
James Tierney, SVP Development & Owner Relations, Hyatt Hotels Corporation

TUESDAY, JANUARY 25, 2022

SESSION 11 ACQUISITIONS TRACK – VALUATIONS

Moderator: **Lindsay Jewell**, Partner, Perkins Coie LLP

Panelists: **Kate Henriksen**, Co – Chief Investment Officer, RLJ Lodging Trust
Tanya Pierson, Senior Managing Director, HVS
Benjamin Young, VP Hotel Asset Management, Anschutz Entertainment Group

SESSION 12 SESSION TO BE ANNOUNCED

12:45pm-2:30pm 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 13 OPPORTUNITIES TRACK – THE NEW “NORMAL” OF HOTEL MANAGEMENT AGREEMENTS

Moderator: **Christopher Lee**, Partner, Dentons

Panelists: **Keith Oltchick**, SVP Acquisitions & Development, Remington Hotels, LLC
Mark Purcell, Senior Vice President, Development, North & Central America, Accor
Additional Panelists to be Announced

SESSION 14 DEVELOPMENT TRACK – CONVERSIONS

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, SVP – Development, Transactions & Asset Management, IHG Hotels & Resorts
Lisa Waldron, Senior Director Development, Hilton

SESSION 15 ACQUISITIONS TRACK – TRANSACTIONS OUTLOOK

Moderator: **Peter Benudiz**, Global Head of Hospitality & Real Estate Groups

Panelists: **John Bourret**, Managing Director, Hodges Ward Elliott
Jeffrey Davis, Senior Managing Director, JLL's Hotels & Hospitality Group
Andrew Holt, Managing Director, Eastdil Secured
Mark Schoenholtz, Vice Chairman / Co-Head of Lodging Capital Markets, Newmark

SESSION 16 OPPORTUNITIES TRACK – FULL SERVICE HOTELS

Moderator: **Jamie Crolle**, Partner, Goodwin

Panelists: **Vera Manoukian**, Chief Operating Officer, Sonesta
David Tarr, Senior Vice President, Real Estate and Development, Hyatt Hotels Corporation
Additional Panelists to be Announced

SESSION 17 OWNERSHIP TRACK – THE FUTURE OF HOTEL FINANCING

Moderator: **Gary E. Axelrod**, Partner, Latham & Watkins LLP

Panelists: **Ray Bhai**, Chief Executive Officer and Chairman, IBF Structured Finance
Mark Owens, Head of Hospitality Capital Markets, CBRE Hotels
Lori Tirado, Managing Director, Head of Business Development, Access Point Financial

3:05pm-5:00pm PLENARY SESSION

WELCOME BACK

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

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
Thomas Magnuson, CEO, Magnuson Hotels
Peter Strebel, President, Omni Hotels & Resorts
Hubert Viriot, CEO, YOTEL

TUESDAY, JANUARY 25, 2022

ISHC PIONEER AWARD
Presenters: **Kristie Dickinson**, Treasurer, ISHC and Managing Director/EVP, CHMWarnick and **Todd P. Leach**, President, ISHC and Partner, Chief Client Officer, Dedic Group
Recipient: **Peggy Berg**, Chair, The Castell Project, Inc.



Peggy Berg

Host: **Stephanie Ricca**, Editorial Director, Hotel News Now
Guest: **Sebastien Bazin**, Chairman & CEO, Accor

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: **Jim Alderman**, Chief Executive Officer, Radisson Hotel Group Americas
James Carroll, President & CEO, Crestline Hotels & Resorts
Carlos Flores, President & CEO, Sonesta
Tony Sherman, CEO, Terrapin Hospitality, LLC

WRAP-UP REMARKS
Speaker: **Jeff Higley**, President, The BHN Group

5:00pm-6:30pm NETWORKING RECEPTION

WEDNESDAY, JANUARY 26, 2022

7:00am-11:45am REGISTRATION & INFORMATION
Sponsored By: 

8:00am-11:40am CONTINUOUS COFFEE
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7:30am-8:30am CONTINENTAL BREAKFAST

8:30am-10:55am PLENARY SESSION – MONEY MORNING

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

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**, CEO, APICII
Panelists: **Nico Barawid**, CEO, Casai
John Cohan, CEO, Margaritaville
Ken Cruse, CEO, Soul Community Planet

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
Rick Takach, Chairman & CEO, Vesta Hospitality
Additional Panelists to be Announced

WEDNESDAY, JANUARY 26, 2022

IREFAC – THE FINANCIAL GURUS TELL IT LIKE IT IS!

- Co-Moderators: **Mit Shah**, Chief Executive Officer, Noble Investment Group
Neil H. Shah, President & COO, Hersh 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

CLOSING REMARKS

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

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

SESSION A MONEY MORNING: EQUITY

- Moderator: **Michael Cummings**, Managing Director, Horwath HTL
- Panelists: **Ben Brunt**, Chief Investment Officer, Noble Investment Group
Kevin Colket, Founder and CEO, Global Hospitality Investment Group
Thomas Morey, EVP & Chief Investment Officer, Park Hotels & Resorts
Mehul Patel, Managing Partner & CEO, NewcrestImage

SESSION B MONEY MORNING: DEBT – ACQUISITIONS

- Moderator: **David Berins**, Managing Partner, Berins & Co., LLC
- Panelists: **Mark Lanspa**, Executive Vice President, Wells Fargo Bank
Bruce Lowrey, Chief Lending Officer, Access Point Financial
Angelo Stambules, Managing Director, Huntington Bank

SESSION C MONEY MORNING: DEBT – DEVELOPMENT

- Panelists: **Don Broderick**, Senior Managing Director, Huntington Bank
Mathew Crosswy, President, Stonehill
Michael 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 Olitchick, Benchmark Pyramid
Chuck Pinkowski, Pinkowski & Company
Shane Platt, Wyndham Hotels & Resorts
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
David Thigpen, J.P. Morgan
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