

## FMONDAY, 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 Foyers

Sponsored By:



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### 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: 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, Former 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

Danna Dunnage, President, HotelFurniture.com

Adam Hengels, CEO & Co-Founder, Parafin

Florence Hosanna, CFO and Partner, Optimal Partners / Rellevate

Jessica Janis, Director, Business Development, Corning Optical Communications

Gina McKee, Director of Strategic Sales, Cloudbeds Technology

Branigan Mulcahy, Co-Founder, Virdee

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**  
 Moderator: **Andrea Belfanti**, CEO, ISHC  
 Panelists: **Mary Beth Cutshall**, Founder & Managing Partner, Amara Capital  
**Dorothy Dowling**, SVP & Chief Marketing Officer, Best Western Hotels  
**Vinay Patel**, CEO, Fairbrook Hotels
- 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  
**Carter Wilson**, Senior Vice 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: **Elie W. Maalouf**, CEO, Americas, 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: **Andrew Arthurs**, Chief Information Officer, Aimbridge Hospitality  
**Raul Moronta**, Chief Commercial Officer, Remington Hotels  
**Neal Patel**, Vice Chairman, AAHOA

## MONDAY, JANUARY 24, 2022

- SESSION 02 OWNERSHIP TRACK – “NORMAL” OPERATIONS VS. “NEW” OPERATIONS**  
**Platinum Ballroom C**  
 Meets In:  
 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**, Chief Operations Officer, Best Western Hotels
- SESSION 03 ACQUISITIONS TRACK – WALL STREET OUTLOOK**  
**Platinum Ballroom D**  
 Meets In:  
 Moderator: **Mike Hollman**, Senior Vice President, Treasurer, Hilton  
 Panelists: **Larry Kwon**, Managing Director, Moelis & Company  
**Brad Langner**, Managing Director, Piper Sandler  
**Taylor Williams**, Vice President, Goldman Sachs  
**Croft Young**, Managing Director, Morgan Stanley
- SESSION 04 OPPORTUNITIES TRACK – VALUE CREATION**  
**Platinum Ballroom E**  
 Meets In:  
 Moderator: **Andrew Wharton**, Managing Director, REH Capital Partners  
 Panelists: **Krishna K. Paliwal**, President, La Quinta & Hawthorn Brands, 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**  
**Platinum Ballroom F-H**  
 Meets In:  
 Moderator: **Scott Hall**, Managing Director, Berkadia  
 Panelists: **Matthew Hick**, Managing Director – Business Development, Access Point Financial  
**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  
**Stephanie Linnartz**, President, Marriott International
- 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
- 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:



**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: Stephanie Ricca, Editorial Director, Hotel News Now

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  
Jeff Wagoner, President & CEO, Outrigger Hospitality Group

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

Presenters: Jeff Higley, President, The BHN Group

Chip Rogers, President & CEO, AHLA


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

Program & Speakers as of January 26, 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  
**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: **Brandon J. Feighner**, Executive Vice President, CBRE Hotels Advisory  
 Panelists: **Ben Cary**, Vice President of Development, Accor  
**Brad LeBlanc**, SVP & Chief Development Officer, Best Western Hotels  
**Jerry Neuman**, Partner, DLA Piper  
**Jagruiti Panwala**, President & CEO, Wealth Protection Strategies, LLC
- SESSION 08** **OWNERSHIP TRACK – ASSET STRATEGIES**  
 Meets In: **Platinum Ballroom C**  
 Moderator: **Chad F. Sorensen**, Communications, HAMA and Managing Director & COO, CHMWarnick  
 Panelists: **Ben Gottlieb**, Principal, Geolo Capital  
**Andrea Grigg**, Senior Managing Director & Head of Global Asset Mgmt, 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  
**Luigi Major**, 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: **Maki Bara**, President & Co-Founder, The Chartres Lodging Group  
Panelists: **Keith Olchick**, 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  
**Soo Yeon Noh**, Vice President, North America Full Service 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  
**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: **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-4:50pm 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 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: **James Carroll**, President & CEO, Crestline Hotels & Resorts  
**Carlos Flores**, President & CEO, Sonesta  
**Tony Sherman**, CEO, Terrapin Hospitality, LLC
- 4:50pm-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 Foyers**  
Sponsored By:    
UNIFOCUS Book Now. Pay Over Time.
- 8:30am-10:55am PLENARY SESSION – MONEY MORNING**  
Meets In: **Diamond Ballroom 1-5**
- 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  
**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

**10:05am-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  
**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: **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**, Karv Corp  
**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

## 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](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.

## 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](http://www.AHLAFoundation.org).

*As of October 2021*