

SOUTHERN LODGING SUMMIT

Founded 2003

Memphis

Presented by:



August 28 & 29, 2018

Tuesday, August 28th – 11:30am – 9:00pm

Lunch with the Speakers at the RENDEZVOUS - A perennial favorite with limited space. Make sure you register early, or you will be added to the "wait list". (Doors open at 11:30am – 1:30pm)

Sponsored by Hotel News Now

Afternoon Event - TBA

(1:45pm - 4:30pm) - Hospitality Suite Sponsored by MMHLA & TnHTA

Honorary Duck Master March of the Ducks in the Peabody Lobby - An honor that began in the 30's.

(4:45pm – 5:15pm) Our Honorary Duck Master TBA

Cocktail Reception & Dinner at the Peabody - A very unique epicurean experience created just for our Summit.

(Reception 6:00pm-7:00pm | Dinner 7:00pm – 9:00pm)

Cocktail Reception Sponsored by InterContinental Hotels Group

Dinner is Sponsored by TBA

MEMPHIS COOK CONVENTION CENTER

Wednesday, August 29th - 7:15am - 3:30pm

7:15am -8:30am Continental Breakfast, Registration & Exhibits (Ballroom A)

Sponsored by US Foods

8:30am - 8:40am Welcome & Introduction

Wayne Tabor, President & CEO, Metropolitan Memphis Hotel & Lodging Association (MMHLA)
Chuck Pinkowski, Owner, Pinkowski & Company

8:40am -9:10am STR Presentation of Industry Trends - Hear from the experts on where the industry has been and where it's going.

Sponsored by TBA

Speaker: Amanda Hite, President & CEO, STR

9:10am -10:10am Presidents Panel - This panel of executives will discuss some of the most important and contentious issues including labor, healthcare, taxes, development costs and many others.

Sponsored by TBA

Moderator: Isaac Collazo, Vice President of Competitive Intelligence, IHG

Panelists:

Terri Haack, President, Terranea Resort

David Pepper, Chief Development Officer, Choice Hotels

Rajiv Trivedi, Executive Vice President & Chief Development Officer and Future President, LaQuinta Inns & Suites

10:10am -10:40am Break

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- 10:40am –11:10am **National and State Legislative Update** - How is legislation impacting our industry today.
Sponsored by
Moderator: Stephanie Ricca, Editor in Chief, HotelNewsNow
Panelists:
Jon Bortz, Chairman & CEO, Pebblebrook Hotel Trust, Secretary & Treasurer, AHLA
Greg Adkins, President & CEO, TnHTA
Vinay Patel, President, Fairbrook Hotels and Secretary, AAHOA
- 11:10am-11:50am **CBRE** - What's the real impact of labor on operating costs and hotel values.
Sponsored by
Speakers: Robert Mandelbaum, Director of Research Information Services, CBRE
Judy King, Founder and Principal, Quality Management Services
- 11:50am– Noon **Move to Lunch (Ballroom B)**
- 12:05pm–12:40pm **Lunch**
Sponsored by Hilton
- 12:40pm–1:15pm **Keynote Speaker**
Introduction by John J. Koshivos, Vice President/Managing Director Development
SE Region, Hilton
Speaker: TBA
- 1:15pm–1:25pm **Move to Ballroom A**
- 1:25pm–2:25pm **Sales Session** – The session you do not want to miss if you want to excel in the right approach to sales and marketing for your hotels.
Sponsored by TBA
Moderator: Dorothy Dowling, Sr VP & Chief Marketing Officer, Best Western Hotels & Resorts
Panelists:
Janis Cannon, Executive Vice President, Choice Hotels
Jack Ferguson, Sales Consultant, TPF Solutions
Destination Management Executive- TBA
Major Hotel Company Senior VP Sales & Marketing - TBA
- 2:25pm–3:25pm **F&B Session** – Understanding the explosion of F&B sales across all segments of hotel products.
Sponsored by TBA
Moderator: Jeff Higley, VP, Digital Media/Director of Communications, Hotel News Now/STR
Panelists:
David Marvin, Founder & President, Legacy Ventures
Veronica Andrews, Director Digital Data Solutions, STR
Garron Gore, Director F&B Innovation, HVMG
- 3:25pm–3:30pm **Wrap Up & Closing Remarks**