

# SOUTHERN LODGING SUMMIT

Founded 2003

Memphis

Presented by:



August 28 & 29, 2018

Tuesday, August 28<sup>th</sup> – 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**  
Sponsored by TBA

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10:40am -11:10am **National and State Legislative Update** - How is legislation impacting our industry today.

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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)**

**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**