



# The Grapevine

2016 Leadership Summit – UNLEASHED!

## GUEST SPEAKERS



**Luke Callinan**, Senior Vice President, Acquisitions & Capital Markets, Chartres Lodging, is responsible for overseeing all aspects of Chartres Lodging’s acquisitions and development activities including, market research and analysis, deal sourcing, investment underwriting, capital procurement, due diligence, document negotiation and transaction administration. Mr. Callinan also runs the Company’s New York office where he is responsible for business development and relationship management amongst several of the Group’s east coast based partners and clients. In his time with Chartres, Mr. Callinan has played a crucial role in nearly all of the company’s acquisitions activities and has participated in close to \$1.5 billion of total transaction activity. In recognition of his success in this role, Mr. Callinan was named to Real Estate Forum’s list of top Emerging Hotel Leaders. Prior to assuming his current role with Chartres, Mr. Callinan held additional responsibility within the Group’s asset management team where he focused on refinancing and recapitalization initiatives, as well as the development of the Company’s proprietary research models. Mr. Callinan is a graduate of the Cornell University School of Hotel Administration.

**Presentation Topic: Hotel Valuation and Returns 101**

**John Fareed**, Principal, John Fareed Hospitality Consulting, LLC, is an internationally recognized authority in the field of hospitality marketing, and has spoken on the topic at industry events in Brazil, Croatia, Egypt, France, Germany, Ireland, Italy, Mexico, United Kingdom, and across the US, Canada and Caribbean. Fareed has appeared as an expert on national television programs including ABC News, CNN and Fox News Network, in publications such as the New York Times, USA Today, and the Wall Street Journal, and has had articles published in numerous trade journals. Fareed holds two postgraduates including a Master of Science degree in Hospitality Management from the Dublin Institute of Technology’s School of Hospitality Management and Tourism in Dublin, Ireland—where he is currently pursuing his PhD—as well as professional designations from the prestigious International Society of Hospitality Consultants [ISHC] and the Hospitality Sales and Marketing Association International [HSMIAI]. HSMIAI recognized Fareed as one of the “Top 25 Extraordinary Minds in Sales and Marketing,” and he currently serves on the Board of Directors for ISHC and as Chairman of the Board of Trustees for HSMIAI’s International Foundation.



**Presentation Topic: Strategic Market Planning**



**Sam Badha**, Operations Consultant, Mr. Badha has over forty years experience in hospitality operations, holding positions as General Manager, Regional Vice President of Operations and Asset Manager. As VP, Operations of The Taj Group of Hotels, Sam was responsible for hotels in New York, Chicago and Washington. Mr. Badha was also Senior Vice President of Highgate Hotels where he oversaw over ten Hotels and 6,000 rooms in New York and Boston. Recently, as Asset Manager for Morgans Hotel Group, Sam was responsible for 10 Hotels and 3,000 rooms. Mr. Badha also has extensive experience with the reopening and takeover of hotels as well as analyzing monthly profit and loss statements, expense management, union negotiations, sales and budgets.

**Presentation Topic: Preparing for the Downturn**

**Todd Montgomery**, Principal, Executive In-Residence & Instructor, Hospitality Management at Oregon State University, Revenue Management Consultant, has over 20 years of pricing and revenue management experience. During this time he has specialized in the hotel industry, but has also had extensive pricing experience in other travel sectors including airline, cruise, rental car, restaurants, gaming and condominiums. He started his career with Hyatt Hotels and later joined Starwood Hotels as the Corporate Director of Revenue Management for Asia/Pacific. In 2006, he joined one of the largest pricing software company in the world, PROS Pricing, as a Sr. Consultant & Director of Asia/Pacific. During this time he led the design and implementation for several multimillion dollar revenue management initiatives. In 2012, Montgomery joined Oregon State University as an Executive in Residence and continues to work closely with industry. Montgomery has a degree in Hospitality Management from the University of Nevada, Las Vegas and a Master of Business Administration degree from the University of Sydney, Australia Graduate School of Management.



**Presentation Topic: What’s driving your Hotel’s STR performance?’**



**Christopher R. Hemmeter**, Managing Director, Thayer Ventures, Chris has spent his entire professional life in and around startups and high-growth businesses in the hospitality, travel and technology space having founded six companies during his 30 years in business. Today he is a co-founder and Managing Director of Thayer Ventures, a venture capital firm investing in emerging technology companies in the hospitality and travel space. Immediately Prior to Thayer Ventures, Chris was founder and President of iCare Marketing (sold to Sysco Foodservice Corporation in 2012) and founder and CEO of Dynamic Payment Ventures (sold to Elavon, a subsidiary of US Bank in 2007). Prior to that, Chris was founder and CEO of CriticalArc Technologies, a supply-chain software provider to the foodservice industry, founder of E&O Kitchen and Bar, a casual dining chain based in San Francisco, founder of The Hemmeter Collection, a direct response retailer and founder of Hemmeter Publishing, a publisher and distributor of travel books and content. Upon graduating from Cornell University in 1986, Chris joined Hemmeter Investment Company, a real estate developer of destination-resort properties. Founded by his father in 1962, the Hemmeter organization developed major destination resort hotels in Hawaii and operated several related hospitality and travel businesses in the foodservice, gaming, retail and aviation sectors. Chris received his undergraduate degree magna cum laude from Cornell University and his graduate degree from Harvard Business School in 1995, where he was recognized as a Baker Scholar for his academic achievement.

**Presentation Topic: Innovation in the Travel and Hospitality Industry with panel experts from some of the Bay Area’s top hospitality start-ups**