



This conference is March 11-13, 2008

Green Valley Ranch Resort & Spa
Las Vegas, Nevada

IS FOCUSED ON GREEN



Register Early!
This event *will* sell out!

Green Hotel Development, Renovation & Operation



- What is the real cost of going green?
- What sustainable approaches, products & services actually work in hotels?
- Who is going green now and how are they doing it?
- What do consumers really want?
- What are the new emerging keys in valuing & financing green hotels?
- What are the sticks & carrots – regulations and incentives in green development?
- Who has the experience to lead you into a green future with the smoothest transition?

Additional information:
(310) 785-6707 or dphillips@jmbm.com

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PROGRAM



THE
**UNLV/JMBM
HOTEL
DEVELOPERS**



"As the premier hospitality practice in a full service law firm, JMBM's Global Hospitality Group is presenting this Conference in response to requests from clients and industry leaders.

Our Global Hospitality Group has helped clients with more than \$50 billion in hotel transactions, involving more than 1,000 properties around the globe. In just the past few years, we have been engaged to advise clients in more than 100 hotel mixed-use projects throughout the US and abroad."

Jim Butler

(310) 201-3525 jbutler@jmbm.com

THE HOTEL DEVELOPER

2008 PROGRAM SCHEDULE

TUESDAY
MARCH 11, 2008



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www.JMBM.com/thdc

(310) 785-6707 or
dphillips@jmbm.com

6:00 pm — 9:00 pm

**GRAND WELCOME
Reception**

WEDNESDAY
MARCH 12, 2008

7:30 am
Registration, Breakfast

8:45 am
WELCOME AND OVERVIEW

9:00 am
KEYNOTE
The Business Case for Going GREEN
Dan Esty, Director Center
for Environmental Law and Policy,
Yale University

9:55 am
KEYNOTE
Green Building: Looking at the Triple Top Line
Tom Paladino, Paladino & Co

10:25 am
Break
DAN ESTY BOOK SIGNING

10:45 am
*The CityCenter Story:
Implementing sustainability of the largest LEED
registered project in the world*
Moderator: Dennis Nessler, Hotel Business

11:40 am
*Sustainable Approaches for the Future: What products
and services work? From incandescents to CFLs, solar
and bio-degradable products*
Moderator: Stacy Silver, Hotel World Network

12:30 pm
Lunch

1:15 pm
Lunch Panel:
The View from the Chief Executive's Suite
Moderator: Peter Connolly, Palladium Development

2:15 pm
Demystifying LEED: What's All the Fuss About?
Moderator: Howard Wolff, WATG

3:05 pm
What Does the Consumer Really Want?
Moderator: William Sipple, Carlson Hotels Worldwide

4:00 pm
What's Different About Operating a GREEN Hotel?
Moderator: Deirdre Wallace, The Ambrose Collection

5:00 pm
RECEPTION

THURSDAY
MARCH 13, 2008

8:00 am
Registration, Breakfast

9:00 am
WELCOME BACK

9:15 am
Beyond LEED: The cutting edge of sustainable design
Kip Richardson, Ankrom Moisan Architects

10:10 am
*Underwriting and Financing the
"Green Value" premium*
Moderator: Donald W. Wise, Johnson Capital

11:05 am
Break

11:30 am
*Bringing Green Technologies, Concepts
and Approaches to Resort and Mixed-Use*
Moderator: Anthony DiGuseppe, DiGuseppe
International Hotel & Resort Design

12:30 pm
Lunch

1:45 pm
*Climate Change Regulations and Reverberations:
"I'm from the Government and I'm here to help you."
Sticks, carrots and the free market.*
Moderator: Ian Forrest, JMBM

2:45 pm
*Practical Challenges and Solutions for Successfully
Building or Rehabbing GREEN: War stories, lessons
learned, mistakes made and successes shared*
Moderator: Tom Morone, Warnick & Co

3:45 pm
*Alternative Energy – Meet the Future today.
What alternate energy sources are ready for you now.*
Moderator: Guy Maisnik, JMBM

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KEYNOTE SPEAKERS



Daniel C. Esty, Director
Center for Environmental Law and Policy, Yale University

Daniel C. Esty is the Hillhouse Professor of Environmental Law and Policy at Yale University. He holds faculty appointments in both Yale's Environment and Law Schools. He also serves as the Director of the Yale Center for Environmental Law and Policy (www.yale.edu/envirocenter) and the Center for Business & Environment at Yale (www.yale.edu/CBEY).

Professor Esty is the author or editor of nine books and numerous articles on environmental policy issues and the relationships between environment and corporate strategy, competitiveness, trade, globalization, governance, and development. His most recent book, *Green to Gold: How Smart Companies Use Environmental Strategy to Innovate, Create Value, and Build Competitive Advantage*, argues that pollution control and natural resource management have become critical elements of marketplace success and explains how leading-edge companies have folded environmental thinking into their core business strategies.



Tom Paladino, President
Paladino & Company

A nationally recognized leader in the green building industry, Tom Paladino is the founder and president of Paladino and Company, an award-winning green building consulting firm based in Seattle. Tom is credited with creating the widely adopted Eco-Charrette method, Tom was also a significant contributor to the development of the LEED® Green Building Rating System. His firm conducted the LEED Pilot Program, authored the LEED 2.0 Reference Guide and has consulted on more than 300 sustainable building projects nationwide. The company's clients include market leaders such as PNC Financial Services, Microsoft, Candela Hotels and The Rand Corporation among others.

ACCOMMODATIONS

Green Valley Ranch Resort & Spa - (866) 782-9487
 2300 Paseo Verde Parkway, Henderson, NV 89052

The registration fee does not include accommodations. The hotel will sell out, so please make your hotel reservations early. Mention The Hotel Developers Conference for the special conference rate of \$219. Room block expires 2/9/08.

REGISTRATION

\$950 registration fee – All-inclusive fee for one conference delegate. Includes Grand Welcome Reception, two breakfasts, two lunches, all breaks, second reception and 2-day conference and conference materials. www.jmbm.com/thdc

CANCELLATION POLICY

Should you be unable to attend, a prompt refund less an administrative fee of \$200 will be made for cancellations received in writing before February 1, 2008. No refunds will be made thereafter. Credit may be applied to any other JMBM conference, which credit will expire on March 31, 2009. Substitutions may be made up to 72 hours in advance of the conference. The program and individual speakers are subject to change without notice.

EXHIBITORS

(at press time)

CIT Small Business Lending

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Kohler Co.

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 a Division of Jones-Blair Co.

SPEAKERS

CONFERENCE SPEAKERS

Karim J. Alibhai
Principal
Gencom Group

Bill Barrie
Senior Vice President,
Architecture & Construction
Marriott International, Inc.

Denis Boulet, PE
Executive Vice President
Development Management
Gencom Group

Stuart Brodsky
National Program Manager
U.S. EPA Climate Protection
Partnership Division

Ray Burger
President
Pineapple Hospitality

Raj Chandnani
Director Strategic Planning
and Consulting
WATG

Wen I. Chang
President
Atman Hospitality Group

Yuan S. Chang
Project Manager
Atman Hospitality Group

Benjamin P. Cien
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VP Construction & Design
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Christopher Corpuel
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Hilton Brand Management
Hilton Hotels Corporation

Tony Cosentino
Project Design Coordinator
Perini Building Company

Russell A. Dazzio
Chairman
R&R Global Hospitality Group

Anthony J. DiGuseppe
AIA, RIBA
President/CEO
DiGuseppe International

Michelle M. Finn
Vice President
Hospitality Design Magazine

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JMBM

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LEED AP
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Hotel Group, Cornerstone Real
Estate Advisers LLC

Cindy Ortega
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and Environmental Services
MGM Mirage, Inc.

Michael Pace
General Manager
W Hotel San Francisco

Steve Pinetti
Senior Vice President
Sales & Marketing, The Kimpton
Group

Nellie Reid
LEED AP
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Gensler

Kip Richardson
Director of Business Development
Ankrom Moisan Associated
Architects

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Principal
Canyon Capital

Phil Sherburne
President
Sherburne Development Group

Michael Shore
MCE, MS
FLS Energy

Stacy Silver
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Vice President Innovation
& Product Development
Wyndham Hotel Group

Katarina Tesarova
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MGM Mirage, Inc.

Chris van der Baars
VP Development
Interstate Hotels & Resorts

John Vanderslice
Chief Executive Officer
Miraval

Pamela Vilkin
LEED AP
Sustainability Director
Greenview

Deirdre Wallace
Founder
Ambrose Group

Michelle White
Director Environmental Affairs
Fairmont Hotels & Resorts

Lance A. Williams
LEED AP
Executive Director
US Green Building Council –
LA Chapter

Donald W. Wise
Managing Partner,
Global Hospitality Industry
Johnson Capital

Howard J. Wolff
Senior Vice President and Director
WATG

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