

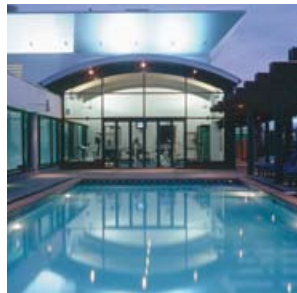


New Zealand
Hotel Industry
Conference
2009

"Opportunities in Challenging Times"

14th May 2009
Level 4, SKYCITY Auckland Convention Centre

Programme



Platinum Sponsor

SCENIC HOTEL GROUP 
HEARTLAND HOTELS & SCENIC HOTELS
NEW ZEALAND OWNED & OPERATED

Hosted By

NEW ZEALAND
HOTEL COUNCIL

 **Horwath HTL**
Hotel, Tourism and Leisure


**Simpson
Grierson**



New Zealand
Hotel Industry
Conference
2009

Sponsors

"Opportunities in Challenging Times"

Platinum

SCENIC HOTEL GROUP

HEARTLAND HOTELS & SCENIC HOTELS
NEW ZEALAND OWNED & OPERATED

Gold



Bronze



Cocktails



Dinner



Morning and Afternoon Tea



Beverages



Supporters



Exhibitors

Sponsors

- Scenic Hotel Group
- Staging Connections
- BNZ Partners
- Galway Tourism Investment Group
- Negociants
- Charlie's Trading Company

Trade

- Brantas International
- Cerebos Food Service
- InterContinental Hotels Group
- Pacific International Hotel Management School
- Pacifico Agencies Limited
- Samsung
- SecureCom
- Southern Hospitality
- STR Global
- The Hospitality Standards Institute
- Tourism New Zealand
- Wimberly Allison Tong & Goo

Hosts

- Horwath HTL
- Simpson Grierson

NEW ZEALAND HOTEL COUNCIL

NZHC is an incorporated society which represents the collective interests of our international chain, independent and privately-owned hotel members. The Council has a Wellington based Executive Officer and is overseen by an elected board that represents the interests of major chains and geographic regions. A large part of the day-to-day work of the Council involves advocacy, liaison with tourism industry and business groups as well as politicians, and research and analysis of member-provided data. NZHC owns and manages the only professionally collated and published information in relation to the specific activities and performance of New Zealand's large hotels.

NZHC members have access to a wide range of services including specialist legal advice on employment relations issues, comprehensive industry research capturing trends and providing forecasts for major accommodation providers, representation with other major tourism partners and key government, non-government and business organisations and networking opportunities with other members. You can find additional information about NZHC at www.nzhc.org.nz



Horwath HTL Limited is a consulting firm specialising in the hotel, tourism and leisure industries, providing specialist consulting services to a wide range of private sector clients and public sector stakeholders including developers, investors, funders, owners and operators. Services include feasibility studies, market research and analysis, due diligence, operating and financial projections, economic impact analysis and litigation support. The firm is part of the global Horwath HTL consulting practise operating in over 30 countries. Horwath HTL is affiliated with Crowe Horwath International, a network of more than 140 independent accounting and advisory services firms with 560 offices in more than 100 countries around the world.

The Directors of Horwath HTL – Stephen Hamilton, Terry Ngan and James Parkinson – have over 50 years combined consulting experience in both the New Zealand and overseas tourism industries, together with over 10 years commercial experience in New Zealand and overseas hotel chains. The Directors have undertaken over 1,000 consulting engagements in New Zealand, Australia, Asia and the Pacific. You can find additional information on Horwath HTL at www.htl.horwath.co.nz.



Simpson Grierson is one of New Zealand's leading law firms delivering comprehensive advice in every commercial practice area. A national practice with more than 420 staff, including over 200 lawyers and 47 partners, Simpson Grierson combines leadership, innovation, technical expertise and good business sense to ensure our clients receive the best legal service available. With a list of high-profile clients and a strong track record, Simpson Grierson is well-positioned to meet the needs of those across all areas of the Hospitality sector.

The specialist Hospitality and Tourism Group, led by partner Denis McNamara, works together to advise hotels and motels, restaurants, resorts, wineries, breweries, entertainment promoters, insurance companies and trade associations on the full range of issues affecting the industry. In addition to Denis, partners Peter Stubbs (Sales & Marketing) and Shan Wilson (Employment) provide specialist advice to meet the unique requirements of those within the hotel industry. You can find additional information about Simpson Grierson, our expertise and experience at www.simpsongrierson.com.

Programme Advisory Committee:

David Comery, *General Manager, Waipuna Hotel and Conference Centre*
Paul Evans, *Director of Hotels, Galway Tourism Investment Group*
Simon Jamieson, *General Manager Hotels Group Auckland, SKYCITY Auckland*
Jennie Langley, *Chair, New Zealand Hotel Council*
Denis McNamara, *Partner, Simpson Grierson*
Paul Richardson, *Vice President New Zealand and Fiji, Accor Hospitality*
David Shackleton, *Regional General Manager NZ & SP, InterContinental Hotels Group & General Manager, InterContinental Wellington*
Brendan Taylor, *Managing Director, Scenic Hotel Group*

Marketing Advisory Committee:

Paul Evans, *Director of Hotels, Galway Tourism Investment Group*
John Farrell, *Area Director of Sales and Marketing New Zealand and South Pacific, Accor Hospitality*
Simon Jamieson, *General Manager Hotels Group Auckland, SKYCITY Auckland*
Steve Shearer, *Director Sales & Marketing, Scenic Hotel Group*



Morning Programme

"Opportunities in Challenging Times"

| | |
|--|--|
| <p>8:00am - 8:45am Level 4</p> | <p>Registration, Coffee and Networking</p> |
| <p>8:45am - 8:55am Auckland Rooms 3 & 4 MC</p> | <p>Welcome Rodney Walshe, <i>Chairman, Tourism Auckland</i></p> |
| <p>8:55am - 9:30am Auckland Rooms 3 & 4 Speaker</p> | <p>Opening Address Hon John Key, <i>Prime Minister & Minister of Tourism</i></p> |
| <p>9:30am - 10:15am Auckland Rooms 3 & 4 Speaker Chair Panellists</p> | <p>Economic Outlook for New Zealand & Overseas Visitor Markets - Impact on New Zealand Tourism / Hotels</p> <ul style="list-style-type: none"> ■ Economic outlook for New Zealand and major visitor countries to New Zealand ■ Can the New Zealand visitor experience be enhanced? ■ Is Australia the great white hope? ■ Implications for overseas visitor growth, domestic and hotel demand <p>Stephen Toplis, <i>Head of Research, Bank of New Zealand</i> Rod Oram, <i>Business Commentator</i> Stephen Toplis, <i>Head of Research, Bank of New Zealand</i> Tim Cossar, <i>Chief Executive Officer, Tourism Industry Association</i> Tim Hunter, <i>General Manager Operations, Tourism New Zealand</i> Jennie Langley, <i>Chair, New Zealand Hotel Council</i></p> |
| <p>10:15am - 11:00am Auckland Rooms 3 & 4 Introduction Speaker</p> | <p>International Hotel Trends - Opportunities for the New Zealand Hotel Industry</p> <ul style="list-style-type: none"> ■ SWOT analysis of New Zealand hotels compared to competitive destinations. What can New Zealand learn? ■ Opportunities and tactics for New Zealand hotels <p>Rodney Walshe, <i>Chairman, Tourism Auckland</i> Tony South, <i>Chief Development Officer, InterContinental Hotels Group Asia Pacific</i></p> |
| <p>11:00am - 11:30am Exhibition Area</p> | <p>Morning Tea</p> |
| <p>11:30am - 12:15pm Auckland Rooms 3 & 4 Chair Panellists</p> | <p>Hotel Leaders Forum - Key Market Outlook (Auckland, Christchurch, Dunedin, Queenstown, Rotorua, Wellington)</p> <ul style="list-style-type: none"> ■ Hotel performance, supply & demand outlook for the next 12 months compared with 2008 / 09 ■ Greatest concerns, opportunities and key reasons for changes ■ Key strategies for hotel management and potential lessons from Australia <p>Vasso Zographou, <i>Managing Director, Horwath HTL Australia Pty Ltd</i> Paul Richardson, <i>Vice President New Zealand and Fiji, Accor Hospitality</i> Jeff Shearer, <i>Chief Operating Officer, Heritage Hotels Management</i> David Shackleton, <i>Regional Manager NZ & SP, InterContinental Hotels Group; General Manager, InterContinental Wellington</i> Matt Taplin, <i>Vice President Operations, Millennium Hotels and Resorts</i> Brendan Taylor, <i>Managing Director, Scenic Hotel Group</i></p> |
| <p>12:15pm - 1:15pm Auckland Room 1 Breakout Session 1 Option A Speakers</p> | <p>Sustainability in New Build Hotels, Refurbishment & Operation - Competitive Advantage for New Zealand?</p> <ul style="list-style-type: none"> ■ Pure New Zealand and its attraction for overseas visitors and New Zealanders ■ Green hotel trends and opportunities for New Zealand to follow or lead the way ■ Why should we build new hotels, given the current performance? <p>Rod Oram, <i>Business Commentator</i> Rob Day, <i>Vice President and Director of Planning, Wimberly Allison Tong & Goo</i> Frank Hubbard, <i>Director, Corporate Responsibility, InterContinental Hotels Group Australia, New Zealand and South Pacific</i> Rod Oram, <i>Business Commentator</i> Rob Day, <i>Vice President and Director of Planning, Wimberly Allison Tong & Goo</i> Frank Hubbard, <i>Director of Corporate Responsibility, InterContinental Hotels Group</i> David Wilks, <i>Chair, Qualmark</i> Rohan Bush, <i>Green Star Manager, New Zealand Green Building Council</i></p> |
| <p>Epsom Rooms 2 & 3 Breakout Session 1 Option B Chair Panellists</p> | <p>Owner, Operator & Banker Relationships - Living in Harmony</p> <ul style="list-style-type: none"> ■ Critical success factors especially in challenging times ■ Is debt available, can it be rolled over and on what basis? ■ Current state of distressed hotels and serviced apartments – how to avoid in future? <p>Denis McNamara, <i>Partner, Simpson Grierson</i> Graeme Free, <i>National Managing Partner – Property Finance, BNZ Partners, Bank of New Zealand</i> Paul Richardson, <i>Vice President New Zealand and Fiji, Accor Hospitality</i> Mike Pohio, <i>Chief Executive Officer, Tainui Group Holdings</i> Brendan Taylor, <i>Managing Director, Scenic Hotel Group</i> Nigel McKenna, <i>Chairman, Galway Tourism Investment Group</i></p> |



Afternoon Programme

"Opportunities in Challenging Times"

| | |
|--|--|
| 1:15pm - 2:15pm Exhibition Area | Lunch |
| 2:15pm - 3:00pm Auckland Rooms 3 & 4 | Airlines - How Will They Change visitor flows to / from New Zealand? <ul style="list-style-type: none">Global, Australasian, Pacific airline trends relevant to New ZealandImpacts on New Zealand inbound, outbound and domestic travel and hotelsInfluence of competitive airfares and hotel packages attracting New Zealanders offshore |
| Chair Panellists | Graeme Osborne , <i>Chief Executive Officer, Tourism Auckland</i> Ed Sims , <i>Group General Manager International Airline, Air New Zealand</i> Grant Lilly , <i>Regional General Manager New Zealand Pacific Islands, Qantas Airways</i> Adrian Hamilton-Manns , <i>General Manager Commercial, Pacific Blue</i> |
| 3:00pm - 4:00pm Auckland Rooms 3 & 4 | Opportunities in the Current Hotel Environment - What's working & what's not? <ul style="list-style-type: none">Overseas hotel trendsTarget market analysis & strategy settingThird party booking websites, events, and innovative marketing |
| Speaker Chair Panellists | John Berenyi , <i>Managing Director, Bergent Research</i> Jennie Langley , <i>Chair, New Zealand Hotel Council</i> John Berenyi , <i>Managing Director, Bergent Research</i> Tania Witheford , <i>General Manager (Accommodation) New Zealand, Wotif Group</i> John Duncan , <i>Chair, Conventions and Incentives New Zealand</i> Tony South , <i>Chief Development Officer, InterContinental Hotels Group Asia Pacific</i> David Perks , <i>Chief Executive Officer, Positively Wellington Tourism</i> Simon Jamieson , <i>General Manager Hotels Group Auckland, SKYCITY Auckland</i> |
| 4:00pm - 4:05pm Speaker | Scenic Hotel Group Stuart McLauchlan , <i>Director, Scenic Hotel Group</i> |
| 4:05pm - 4:30pm Exhibition Area | Afternoon Tea |
| 4:30pm - 5:15pm Auckland Room 1 Breakout Session 2 Option A | Viability of New Hotels & Apartments - How to Achieve Success and Avoid Disaster <ul style="list-style-type: none">Strata title hotels & apartments – what are the key success factors?Market gaps in the next two yearsAre there still new-build developers and investors? |
| Chair Panellists | Stephen Hamilton , <i>Director, Horwath HTL</i> Graham Wilkinson , <i>Director, Retirement Assets Limited</i> Greg Allen , <i>Senior Associate, Simpson Grierson</i> Dean Humphries , <i>National Director – Advisory / Investment Sales, Jones Lang LaSalle Hotels</i> Paul Dean , <i>Managing Director, Horwath HTL Shared Ownership Services Pty Ltd.</i> |
| Epsom Rooms 2 & 3 Breakout Session 2 Option B | Tomorrow's Hoteliers - Developing a New Skill Set <ul style="list-style-type: none">How has the operating environment for hotel managers changed?Essential skills of future hotel managersAre hotel management educators in sync with tomorrow's skill set needs? |
| Chair Panellists | Jennie Langley , <i>Chair, New Zealand Hotel Council</i> Graeme Ham , <i>Director of HR, Accor Hospitality – New Zealand & South Pacific</i> Janet McBain , <i>Regional General Manager, New Zealand, Mirvac Hotels and Resorts</i> Hayden Porter , <i>General Manager of Hotels, Galway Tourism Investment Group / Melview Developments</i> Bill McCallum , <i>Managing Director, Pacific International Hotel Management School</i> |
| 5:15pm - 5:30pm Auckland Rooms 3 & 4 MC | Summary & Closing Top Six Actions for New Zealand Hotel Industry 2009 - 10 Rodney Walshe , <i>Chairman, Tourism Auckland</i> |
| 5:30pm - 7:00pm Exhibition Area | Cocktails |
| 7:00pm - 11:00pm Auckland Rooms 3 & 4 | Banquet Dinner Inaugural New Zealand Hotel Industry Achievement Award |

Pillow talk welcome.

In challenging times it's especially important to work together to create opportunities for growth. As a 100% New Zealand owned & operated company, we're pleased to support the exchange of information and ideas to help our industry prosper.

STRATEGY SCH0369

Scenic Hotel Group - Platinum Sponsor of the
2009 New Zealand Hotel Industry Conference
0800 NZ OWNED 0800 (69 69 63) www.scenichotelgroup.co.nz

SCENIC HOTEL GROUP 
HEARTLAND HOTELS & SCENIC HOTELS
NEW ZEALAND OWNED & OPERATED



From concept and design through to audio visual and technical production management, Staging Connections is Asia Pacific's leading event staging services provider.

For details on staging your next event, call 0800 STAGING or 64 9 580 4126
nzsales@stagingconnections.com

www.stagingconnections.com



STAY WITH US

and see how the experts do it

When you're in Auckland, get up close and personal with the best in the business. Here's why:

- SKYCITY Grand Hotel - 2008 HotelClub Awards Winner
- The Lobby - Voted HotelClub 'Top 10 Hotel Bar in Australasia'
- dine by Peter Gordon - Cuisine 'Restaurant of the Year' Awards
- Bellota - Metro magazine 'Best tapas bar in Auckland'

Phone +64 9 363 6000 | skycity.co.nz

 SKYCITY

SKY08081BWA