



"Positioning for the Upturn"

The Hosts

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 Office 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 group 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, 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



Hotel, Tourism and Leisure

Horwath HTL Limited provides specialist consulting services to a wide range of private sector clients and public sector stakeholders in the hotel, tourism and leisure industries, including to investors, funders, owners, operators and developers. Services include performance improvement analysis and support, 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 35 countries. Horwath HTL is a member of Crowe Horwath International, a network of more than 140 independent accounting and advisory services firms with 590 offices in more than 100 countries.

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. Additional information about Horwath HTL is 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.

Lawyers within the specialist hospitality and tourism group work together to advise developers, owners and managers of, and investors in, serviced apartments, hotels and motels, restaurants, resorts, wineries, breweries, entertainment promoters, insurance companies and trade associations on the full range of issues affecting the industry. You can find additional information about Simpson Grierson, our expertise and experience at www.simpsongrierson.com

Programme Advisory Committee:

John Farrell, Area Director of Sales and Marketing, New Zealand & South Pacific, Accor Hospitality
Ray Salter, CEO, Ministry of Tourism
Jeff Shearer, Chief Operating Officer, Heritage Hotel Management
Matt Taplin, Vice President Operations, Millennium Hotels
Brendan Taylor, Managing Director, Scenic Hotel Group

Marketing Advisory Committee:

David Comery, General Manager, Waipuna Hotel and Convention Centre
John Farrell, Area Director of Sales and Marketing New Zealand & South Pacific, Accor Hospitality
Steve Shearer, Director Sales and Marketing, Scenic Hotel Group
Peter Zielke, Manager SKYCITY Convention Centre and SKYCITY Catering and Events

Content Disclaimer: Speakers, panellists, programme and session timing are subject to change without notice. The opinions expressed during the New Zealand Hotel Industry Conference 2010 by speakers, panellists and delegates will not represent professional advice, nor will they necessarily represent the opinions of the conference co-hosts, sponsors or speakers.

ACCOR
Hospitality



"Positioning for the Upturn"

13th May 2010
Level 5, SKYCITY Auckland Convention Centre

Programme



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Hotel, Tourism and Leisure





"Positioning for the Upturn"

Sponsors

Platinum



Founding



Gold



Silver



Bronze



Cocktails



Dinner



Morning and Afternoon Tea



Beverages



Supporters



Exhibitors

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Horwath HTL
HSI
Negociants
Peek Display
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Simpson Grierson
Southern Hospitality
The Hotel Space
Texco
Wyndham Hotel Group



"Positioning for the Upturn"

Programme

8:00am - 8:30am **Registration, Coffee and Networking**

8:30am - 8:45am **Welcome**
MC Greg Ward

8:45am - 9:15am **Opening Address**
Speaker Hon John Key

9:15am - 10:00am **Keynote Speech**
Beyond Recovery - Transformation for New Zealand Tourism
Speaker Anna Pollock, CEO - Desticorp

10:00am - 10:30am **Morning Tea - Held in the exhibition area sponsored by**

10:30am - 11:15am **Keynote Speech**
Tourism New Zealand - A New Era
Speaker Kevin Bowler, CEO - Tourism New Zealand

11:15am - 12:15pm **Plenary Session**
Online Distribution Systems - New Hotel Power Brokers

Panel Chair Leith Oliver, Ice House

Panellist Lee McCabe, Director - Expedia

Panellist Nick Jeffery, Regional Manager - Sabre

Panellist Adrian Currie, Managing Director - Booking.com

12:15pm - 1:00pm **Lunch - Held in the exhibition area**

1:00pm - 1:45pm **Keynote Speech**
Airline Trends – Blue or Grey Skies
Speaker Peter Harbison, Executive Chairman - Centre for Asia Pacific Aviation

1:45pm - 2:45pm **Breakout Sessions**
1: New Hotels and Serviced Apartments - Are They Viable?
New Zealand Room 1

Panel Chair Graham Wilkinson, Retirement Assets Ltd

Panellist Tim Downes, Partner - Grant Thornton

Panellist Greg Allen, Senior Associate - Simpson Grierson

Panellist Tony Dench, Senior Partner - Property Finance BNZ

2: Environmental Sustainability in Hotel Design - Fad or Real Opportunity?
New Zealand Room 2

Panel Chair Rod Oram, Business Commentator

Panellist Andrew Barclay, Partner - Warren and Mahoney

Panellist Peter Carmody, Director - Carmody Group

2:45pm - 3:15pm **Afternoon Tea - Held in the exhibition area sponsored by**

3:15pm - 4:00pm **Keynote Speech**
Economic Outlook – How Bright Is It?
Speaker Stephen Toplis, Head of Research - Bank of New Zealand



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4:00pm - 5:00pm **Breakout Sessions**
1: Rugby World Cup 2011 – How Big Will It Be?
New Zealand Room 1

Panel Chair Peter Stubbs, Partner - Simpson Grierson

Panellist Dean Humphries, National Director - Jones Lang LaSalle Hotels

Panellist Martin Snedden, Chief Executive - Rugby New Zealand 2011

Panellist Paul Richardson, Vice President New Zealand & Fiji - Accor Hospitality

2: People Management – How Can We Do Better?
New Zealand Room 2

Panel Chair Graeme Ham, Director of Human Resources - Accor Hospitality

Panellist Liz Wotherspoon, Ice House

Panellist Steve Hanrahan, CEO - Hospitality Standards Institute

Panellist Leighton Abbott, Senior Consultant - JRA Associates

Panellist Chris Luoni, Director - Omnia Group Ltd

3: Luxury Accommodation – Leading Edge?
Marlborough Rooms

Panel Chair Robert Hecker, Managing Director - Horwath HTL Asia Pacific

Panellist John Sax, Owner - Treetops

Panellist Sam Porter, CEO - Seasonz

Panellist Frank Mestrom, Consultant

5:00pm - 5:30pm **Plenary Session**
Hotel Leaders Forum – View From The Top

Panel Chair Vasso Zographou, Managing Director - Horwath HTL Australia Pty Ltd

Panellist Paul Richardson, Vice President New Zealand & Fiji - Accor Hospitality

Panellist Brendan Taylor, Managing Director - Scenic Hotel Group

Panellist Jeff Shearer, Chief Operating Officer - Heritage Hotel Management

Panellist Matt Taplin, Vice President Operations - Millennium Hotels

Panellist Blair Roxborough, General Manager South Island - InterContinental Hotels Group

5:30pm - 5:35pm **Closing Remarks**
MC Greg Ward
Speaker Jennie Langley, Chair, New Zealand Hotel Council

5:35pm - 7:00pm **Cocktails - Held in the exhibition area sponsored by**

7:00pm - 11:00pm **ACCOR Hospitality Conference Dinner - Combined with the Inaugural 2010 Hotel Awards**

The Inaugural Hotel Awards are:



Innovation in Sustainability Award



Young Hotel Executive of the Year Award



Senior Hotel Executive of the Year Award