



Agenda Report

2725 Judge Fran Jamieson
Way
Viera, FL 32940

Consent

F.18.

5/19/2020

Subject:

Confirmation of New Members to the Board of Directors of Golf Brevard, Inc.

Fiscal Impact:

None

Dept/Office:

Parks and Recreation

Requested Action:

It is requested that the Board approve confirmation of three new members to the Board of Directors of Golf Brevard, Inc.

Summary Explanation and Background:

On April 24, 2018, the Board of County Commissioners executed an agreement with Golf Brevard, Inc. to operate the two County owned golf courses. Section 20.1 (a) of the Agreement states, "Each member of GOLF BREVARD's board of directors shall be subject to confirmation by Brevard County County Board of County Commissioners."

One Golf Brevard Board member resigned and two members' terms will expire on June 30, 2020. Golf Brevard would like confirmation to replace Rick O'Connor, Frank Vega, and Tom Becker with Dick Dunn, Amy Gregory, and Scott McLachlan. Dick Dunn will serve a two-year term ending June 30, 2022 and Amy Gregory and Scott McLachlan will serve three-year terms, ending June 30, 2023.

Clerk to the Board Instructions:

Please provide a Board memo to the Parks and Recreation Director, Mary Ellen Donner.



May 20, 2020

M E M O R A N D U M

TO: Mary Ellen Donner, Parks and Recreation Director

RE: Item F.18., Confirmation of New Members to the Board of Directors of Golf Brevard, Inc.

The Board of County Commissioners, in regular session on May 19, 2020, approved confirmation of Dick Dunn to the Board of Directors of Golf Brevard, Inc., with term to expire on June 30, 2022; and Amy Gregory and Scott McLachlan to the Board of Directors of Golf Brevard, Inc. with said terms to expire on June 30, 2023.

Your continued cooperation is always appreciated.

Sincerely,

BOARD OF COUNTY COMMISSIONERS
SCOTT ELLIS, CLERK

Kimberly Powell
Kimberly Powell, Deputy Clerk

RICHARD (DICK) DUNN

330 Tampa Ave.
Indialantic, Fl. 32903
321-727-3409
dckdunn@gmail.com

Skills Summary

Education

Degree / Date of Graduation

Melbourne High School – 1962
Brevard Community College – AA, 1964
Augusta State College - BBA in Accounting, 1971
Fort Benning, Ga. – Commissioned, Infantry – 1967
Federal Income Tax Agent School - 1971
US Army, Command and General Staff School - 1987


Experience

Department of the Treasury

- Retired in 2003 after 35 years of service as Director, Service wide Policy, Directives and Electronic Research
- Extensive experience in accounting, Tax Law, auditing, budget formulation and execution, information management, contract management, process reengineering

Military Career: 1966-1997

- Retired in 1997 as a Lieutenant Colonel specializing in Military Government
- Basis and Advance Infantry Training
- Infantry Officer Candidate School
- Civil and Military Government Advanced Course
- Command and General Staff College
- Middle East Orientation Course
- Served as Deputy Chief, Civil Military Operations Staff, US Central Command Air Force during Desert Shield and Desert Storm. Saudi Arabia and Kuwait

- 
- Served on “Task Force Freedom” for the reconstruction and reconstitution of the infrastructure of the Government of Kuwait

Civic Involvement:

- Town of Indialantic
 - Town Council Member, 2013 – 2019
 - Parks, Recreation & Beautification Committee
 - Witch Way 5K Committee
 - Holiday Lights Committee
 - 50th Anniversary Committee
- Eastminster Presbyterian Church
 - Member of the College of Elders
 - Former Treasurer and Finance Chairman

Awards and Acknowledgements provided upon request

Amy M. Gregory

Amy.Gregory@UCF.edu

EDUCATION

Ph.D. (Hospitality Management), **University of Central Florida**, Orlando, FL
Research Focus: Timeshare/Vacation Ownership, Consumer Behavior, Conjoint Analysis

M.B.A. (International Business) **Thunderbird School of Global Management**, Glendale, AZ
Major: International Marketing Specialization: Latin American Culture

B.S. (Business) **John Brown University** – Siloam Springs, AR
Major: Business Administration Minor: Communications/Broadcasting

RESEARCH (Researcher ID = H-4199-2013; ORCID = 0000-0002-9725-9320).

REFEREED JOURNAL PUBLICATIONS

Under Review

1. Lelo de Larrea, G. & Gregory, A. Customer-driven co-production for timeshare exchange services, *International Journal of Contemporary Hospitality Management* (under review) *⁺
2. Panela, D., **Gregory, A.** & Morais, A. The dimensions of timeshare product image: Evidence from TripAdvisor, *Journal of Hospitality & Tourism Administration* (under review)*⁺

Accepted

1. Lelo de Larrea, G. & **Gregory, A.** Case study: Customer segmentation in the charter bus industry, *Journal of Hospitality & Tourism Cases*, forthcoming.
2. Nalley, M. & Gregory, A. A case for change, market segmentation and brand management, *Journal of Hospitality & Tourism Cases* (forthcoming)

Published

1. Panela, D., Morais, A. & **Gregory, A.** (2019) Is timeshare good for firm value and profitability? Evidence from segment reporting, *International Journal of Contemporary Hospitality Management*, 31(8), 3231-3248. DOI: 10.1108/IJCHM-07-2018-0557*⁺
2. Panela, D., Estevao, J., & **Gregory, A.** (2019) Accounting and financial antecedents of corporate spin-offs in the lodging industry: the timeshare case, *International Journal of Hospitality Management*, 83, 151-158. DOI:10.1016/j.ijhm.2019.05.007*⁺
3. Panela, D., Morais, A., & **Gregory, A.** (2019), An analytical inquiry on timeshare research: A continuously growing segment in the hospitality industry, *International Journal of Hospitality Management*, 76, 132-151. DOI:10.1016/j.ijhm.2018.04.003*⁺
4. Torres, E., & **Gregory, A.** (2018). Hiring managers' evaluations of asynchronous video interviews: The role of candidate competencies, aesthetics, and resume placement, *International Journal of Hospitality Management*, 75, 86-93. DOI:10.1016/j.ijhm.2018.03.011*⁺
5. **Gregory, A.** & Fu, X. (2018). Examining family cohesion's influence on resort vacation satisfaction, *Journal of Hospitality & Tourism Insights*, 1(1), 54-64. DOI:10.1108/JHTI-10-2017-0008

6. Redditt, J., Okumus, F., & **Gregory, A.** (2017). Does Generation Y want to inherit their parent's timeshare?, *Journal of Hospitality & Tourism Cases*, 6(2), 33-40.
7. Yuan, Y., Chuang, N., & **Gregory, A.** (2017) An evaluation of essential revenue management competencies: Similarities and differences between practitioners and educators, *Journal of Revenue & Pricing Management*, 16(5), 513-526. DOI 10.1057/s41272-017-0105-1
8. Redditt, J., **Gregory, A.**, & Ro, H. (2017). An examination of organizational commitment and intention to stay in the timeshare industry: Variations across generations in the workplace *International Journal of Hospitality & Tourism Administration*, DOI:10.1080/15256480.2017.1359735.⁺
9. Torres, E., **Gregory, A.**, & Mejia, C. (2016). Interviews on demand: a case study of asynchronous video interviews, *Journal of Hospitality & Tourism Cases*, 5(3), 23-37.
10. Barreda, A., Murphy, K., **Gregory, A.**, & Singh, D. (2016). Evaluating the value proposition of developing a timeshare resort: the case of Florida and Hawaii, *Tourism Review*, 71(3), pp. 165–179. DOI: 10.1108/tr-04-2016-0008.
11. **Gregory, A.** & Norton, K. (2016). In case fun happens, keep calm and try to stay dry: Managing profitable activities at a resort in spite of Mother Nature, *Journal of Hospitality & Tourism Cases*, 4(4) 31-38.
12. Weinland, J., **Gregory, A.M.**, & Petrick, J.A. (2016). Cultivating the aptitudes of vacation ownership management: A competency domain cluster analysis, *International Journal of Hospitality Management*, 55(5), 88-95. DOI: 10.1108/IJCHM-12-2014-0614*⁺
13. **Gregory, A.** & Weinland, J. (2016). Timeshare research: A synthesis of forty years of publications. *International Journal of Contemporary Hospitality Management*, 28(3), 438-470. DOI: 10.1108/IJCHM-12-2014-0614*⁺
14. Khan, M., Ro, H., **Gregory, A.**, & Hara, T. (2016). Gender dynamics from an Arab perspective: Intercultural service encounters, *Cornell Hospitality Quarterly*, 57(1), 51-65. DOI: 0.1177/1938965515581397*⁺
15. **Gregory, A.**, Severt, D., & Hahm, J. (2016). An attribution approach and the subsequent satisfaction, value and loyalty of service delivery in private residence clubs, *Journal of Hospitality Marketing & Management*, 25(1), 91-112. DOI:10.1080/19368623.2014.987894.⁺
16. Rivera, M., **Gregory, A.**, & Cobos, L.. (2015). Mobile application for the timeshare industry: The influence of technology experience, usefulness, and attitude on behavioral intentions, *Journal of Hospitality & Tourism Technology*, 6(3), 242-257. DOI:10.1108/JHTT-01-2015-0002
17. Repetti, T., Roe, S., & **Gregory, A.** (2015). Pricing strategies for resort fees: Consumers favor simplicity, *International Journal of Contemporary Hospitality Management*, 27(5), 790-809. DOI 10.1108/IJCHM-06-2013-0237*⁺
18. **Gregory, A.**, Parsa, H.G., Nusair, K., Kwun, D., & Putrevu, S. (2015) Examining the effects of vacation ownership product attributes on customer satisfaction: an investigation of product purchase and use, *International Journal of Contemporary Hospitality Management*, 27(1), 52-70. DOI: 10.1108/IJCHM-07-2013-0284*⁺
19. **Gregory, A.** (2013) Examining the impact of negative attributes on consumer preference and willingness to pay in the vacation ownership industry: A conjoint analysis, *Journal of Tourism Research & Hospitality*, 2(3). 8-13. DOI:10.4172/2324-8807.1000120

20. **Gregory, A. & Parsa, H.G.** (2013). Kano's model: An integrative review of theory and applications to the field of hospitality and tourism, *Journal of Hospitality Marketing and Management*, 22(1), 25-46. DOI: 10.1080/19368623.2011.641073⁺
21. Parsa, H.G., **Gregory, A.**, Self, J., & Dutta, K. (2012). Consumer behaviour in restaurants: Assessing the importance of restaurant attributes in consumer patronage and willingness to pay, *Journal of Service Research*, 12(2), 29-56.
22. DiPietro, R., Parsa, H.G. & **Gregory, A.** (2011). Restaurant QSC inspections and financial performance: An empirical investigation, *International Journal of Contemporary Hospitality Management*, 23(7), 982-999. DOI: 10.1108/09596111111167560*⁺
23. Parsa, H.G., **Gregory, A.** & Terry, M. (2010). Why restaurants fail? Part III: An analysis of macro and micro factors, *Emerging Aspects Redefining Tourism and Hospitality*, 1(1), 16-23.
24. **Gregory, A.**, Wang, Y. & DiPietro, R. (2010). Towards a functional model of website evaluation: An application on casual dining restaurants, *Worldwide Hospitality and Tourism Themes*, 2(1), 68-83. DOI:10.1108/17554211011012603

SSCI* &/or Indicative⁺ = 67%

GRANTS, CONTRACTS & FUNDED RESEARCH

Grants & Contracts

Secured (\$53,424)

External

1. 2018 -2019 Timeshare Sales Simulation Project, **Contract** (\$5,000), *principal/sole investigator*
2. 2017 Business Entrepreneurship in Latin America Conference, **Contract** (\$18,000), *co-investigator*
3. Hilton Resorts Corporation Project Specific Research Support Spring 2017, **Contract** (\$14,097), *principal/sole investigator*
4. American Resort Development Association International Foundation (AIF) 2015 State of the Secondary Market Study Research **Grant** (\$11,327), *principal/sole investigator*

Internal

5. UCF Rosen College Research **Grant** (\$2,500) - Buyer Remorse: Investigation of a high involvement decision process in the hospitality industry, Academic Year 2013-14, *principal investigator*
6. UCF Rosen College Research **Grant** (\$2,500) – Mobile Preferences of Timeshare Resort Owners & Guests, Academic Year 2012-13, *co-investigator*

Unsecured (\$173,057)

1. 2018 - 2019 Water's Edge Mixed Use Development (Thailand), **Contract** (\$50,000), *principal/sole investigator*
2. 2018 Comparative Positioning Analysis (Interval International), **Contract** (\$5,000), *principal/sole investigator*
3. 2017 Incentive Research Foundation **Grant** (\$49,310) on Human Motivation in Organizations, *principle/sole investigator*
4. 2017-18 UCF Rosen College Dean's Research Cluster **Grant** (\$15,650) to support research entitled "Evaluating individual motivations in obtaining industry certification to enhance professional development", *co-investigator*

5. Dick Pope Sr. Institute *for* Tourism Studies Research **Grant** (\$45,372) to support research entitled “Estimating the economic impact of vacation home rentals for the state of Florida in 2013”, *co-investigator*
6. ARDA International Foundation (AIF) 2013 Resale Inventory Analysis Research **Grant** (\$17,725), *principle/sole investigator*

Funded Research (\$23,649)

1. UCF Timeshare Advisory Board Funding (\$10,000) to support 2017-18 qualitative and quantitative research on offer acceptance and rejection
2. UCF Timeshare Advisory Board & ARDA International Foundation Funding (\$5,100) to support 2016 qualitative and quantitative research on younger buyer travel search and selection behavior, *principal investigator*
3. UCF Timeshare Advisory Board Funding (\$700) to support 2015 survey data collection – Buyer Remorse: Investigation of a high involvement decision process in the hospitality industry, *principal/sole investigator*
4. Dick Pope Sr. Institute *for* Tourism Studies Research (\$7,849) to support research for Strategic Tourism Development for the island of Curacao, *researcher*

RESEARCH AWARDS & RECOGNITION

- Best-in-Track Award - 2013 Annual Sloan-C International Conference on Online Learning “Leveraging Mobile Devices to Engage Students and Improve Student Outcomes: Evidence from Hospitality Education” (Orlando, Florida)
<http://sloanconsortium.org/conference/2013/aln/best>

TEXTBOOKS, CHAPTERS, CASE STUDIES AND ENCYCLOPEDIA ENTRIES

Textbooks

1. **Gregory, A.M.** (forthcoming). *Current Cases in Timeshare*, American Resort Development Association International Foundation, Washington, D.C.
2. Professional counsel to Gee, C. Y. *World of Resorts: From Development to Management*. New York, NY: Elsevier. Assistance noted on page 8.
3. ARDA (2014), *Timeshare Industry Resource Manual*, American Resort Development Association’s International Foundation, Washington, D.C. Acknowledgement listed page 4.

Book Chapters

1. **Gregory, A.** Vacation Ownership Book Chapter. *The Hospitality Experience*. Pearson Education. OH, USA. (forthcoming)
2. **Gregory, A. M.** (2013) Revenue Management in the Timeshare Industry. In P. Legoherel, E. Poutier, & A. Fyall. *Revenue Management for Hospitality & Tourism*. Oxford: Goodfellow Publishers Limited

Case Studies

1. Nalley, M. & **Gregory, A.** A case for change, market segmentation and brand management, *Journal of Hospitality & Tourism Cases*, under review

2. Lelo de Larrea Chico, R.G. & **Gregory, A.** Case study: Customer segmentation in the charter bus industry, *Journal of Hospitality & Tourism Cases*, forthcoming.
3. Redditt, J., Okumus, F., & **Gregory, A.** (2017). Does Generation Y want to inherit their parent's timeshare?, *Journal of Hospitality & Tourism Cases*, 6(2), forthcoming.
4. Torres, E., **Gregory, A.**, & Mejia, C. (2017). Interviews on demand: a case study of asynchronous video interviews, *Journal of Hospitality & Tourism Cases*, 5(3), 23-37.
5. **Gregory, A.** & Norton, K. (2016). In case fun happens, keep calm and try to stay dry: Managing profitable activities at a resort in spite of Mother Nature, *Journal of Hospitality & Tourism Cases*, 4 (4), 31-38.

Encyclopedia Entries

1. **Gregory, A. M.** (2017). "Mixed Use Resorts" (ed.) Lowry, L. & Golson, G., *The SAGE International Encyclopedia of Travel and Tourism*. Thousand Oaks, CA, SAGE DOI: <http://dx.doi.org/10.4135/9781483368924.n308>
2. **Gregory, A. M.** (2017). "Timeshare Ownership" (ed.) Lowry, L. & Golson, G., *The SAGE International Encyclopedia of Travel and Tourism*. Thousand Oaks, CA, SAGE DOI: <http://dx.doi.org/10.4135/9781483368924.n450>
3. Whittaker, S. & **Gregory, A.** "Hotel management contracts and lease," (ed.) Abraham Pizam, *International Encyclopedia of Hospitality Management*. UK, Elsevier
4. **Gregory, A.** "Physical capacity," (ed.) Abraham Pizam, *International Encyclopedia of Hospitality Management*. UK, Elsevier

NON-REFEREED PUBLICATIONS

1. **Gregory, A.** (2018). Learning by doing: An interactive learning experience, University of Central Florida Faculty Focus, 17(2), 30-31.
2. **Gregory, A.** (2016). An approach to increased engagement and authentic assessment, University of Central Florida Faculty Focus, 15(1), 17-18.
3. **Gregory, A.** (2012). Asset optimization according to customer preference: The necessary evolution of revenue management, *Journal of Tourism Research & Hospitality*, 1(3), editorial.
4. **Gregory, A.** (2010). Revenue & inventory optimization – The necessary evolution of revenue management, *Journal of Hospitality Financial Management*, 18(2), article 7.

INVITED RESEARCH PRESENTATIONS

1. Cobos, L., Murphy, K. Ozturk, A, **Gregory, A.**, Hancer, M., & Severt, K. (2019) Technology post-adoptive behaviors and gender among hotel branded mobil app users, *1st International Conference of Smart Tourism, Smart Cities and Enabling Technologies*, Orlando, Florida
2. Lanfranco, K. & **Gregory, A.** (2019) A sociological investigation into timeshare education, *HT Grad Conference*, Houston, Texas
3. **Gregory, A.** (2018) Vacation Ownership Sales Training Simulation Prototypes, Mursion Corporation – Orlando, Florida
4. **Gregory, A.** (2018) Golf course utilization and pricing analysis for Brevard County, Florida Parks & Recreation & Golf Brevard LLC – Viera, Florida
5. **Gregory, A.** (2018) Segmentation and pricing analytics, AMSCOT Transportation – Orlando, Florida

6. **Gregory, A. & Fu, X.** (2017). Examining family cohesion's influence on resort vacation satisfaction, *4th World Research Summit on Hospitality and Tourism*, Orlando, Florida
7. **Gregory, A. & Rivera, M.** (2017). New product development research: Optimal design configuration. Lecture presented at Business entrepreneurship in Latin America Conference (BELA) in Rosen College of Hospitality Management, University of Central Florida, Orlando.
8. Torres, E. & **Gregory, A. M.** (2017) Press "start" to begin your interview: An examination of hiring managers' evaluations of one-way interviews, Annual ICHRIE Conference & Marketplace, Baltimore, Maryland
9. **Gregory, A.** (2016) Millennial travel buying behaviors and preferences, American Resort Development Association – Washington DC
10. Gregory, A. (2016) Resort activities programming and guest satisfaction, Central Florida Hotel Lodging Association Vacation Ownership Council – Orlando, Florida
11. Rivera, M., **Gregory, A.M.** & Cobos, L. (2015). Mobile technology in the timeshare industry: Developing a research agenda, Invited Speaker for University of Central Florida's Rosen College of Hospitality Management Research Colloquium Series, February, 2016. Orlando, Florida
12. **Gregory, A. & Campbell, D.** (2015). Buyer Remorse: Investigation of a high involvement decision process in the hospitality industry, *3rd World Research Summit on Hospitality and Tourism*, Orlando, Florida
13. Reddit, J. & **Gregory, A.** (2015). Employee commitment, job satisfaction, and intention to quit: An analysis of generation Y, *3rd World Research Summit on Hospitality and Tourism*, Orlando, Florida
14. Weinland, J., **Gregory, A.** & Petrick, J. (2015). Cultivating the aptitudes of timeshare management: A competency domain cluster analysis, *3rd World Research Summit on Hospitality and Tourism*, Orlando, Florida
15. **Gregory, A.,** Repetti, T., & Roe, S. (2013). Consumer behavior regarding resort fees: An investigation of intention, preference, and influence. *2nd World Research Summit on Hospitality and Tourism*, Orlando, Florida
16. Rivera, M. & **Gregory, A.** (2013). Mobile services for the timeshare industry. *2nd World Research Summit on Hospitality and Tourism*, Orlando, Florida
17. **Gregory, A.** (2013). Leveraging mobile devices to engage students and improve student outcomes: Evidence from hospitality education. *19th Annual Sloan Consortium*, Orlando, Florida <http://sloanconsortium.org/conference/2013/aln/leveraging-mobile-devices-engage-students-and-improve-student-outcomes-evidence->
18. Campbell, D. & **Gregory, A.** (2013). Buyer remorse: What are you sorry about? - An investigation of a high involvement decision process. Invited Speaker for University of Central Florida's Rosen College of Hospitality Management Research Colloquium Series, September, 2013.
19. Repetti, T., Roe, S., & **Gregory, A.** (2013). A conjoint analysis of consumer's preference on hotel pricing and resort fees, *ICHRIE Conference*, St Louis, Missouri
20. Murphy, K., **Gregory, A.** & Barreda, A., (2013). Economic analysis of developing a vacation ownership resort in Florida, *ICHRIE Conference*, St Louis, Missouri
21. **Gregory, A.** (2012) Application of the Kano model in understanding consumer preferences and product attributes in the vacation ownership industry. Invited Speaker for University of

Central Florida's Rosen College of Hospitality Management Research Colloquium Series, September, 2012.

22. **Gregory, A.** (2010). Vacation ownership: From opportunistic real estate sales to an internationally branded industry. Invited Keynote Speaker for the *2010 Seminar Series at the University of Florida*, Department of Tourism, Recreation and Sport Management, Fall 2010, Gainesville, Florida <http://hhp.ufl.edu/trsm/news/seminar/series.php>
23. **Gregory, A. & Parsa, H.G.** (2009). Methodological issues with conjoint analysis in hospitality research. Symposium Presentation, *ICHRIE Conference*, San Francisco, California
24. **Gregory, A., Severt, D., & Hahm, J.** (2009). Service delivery in private residence clubs. *ICHRIE Conference*, San Francisco, California
25. **Gregory, A.** (1998) A woman's perspective on working in corporate America. Invited guest lecturer at Nanjing University (China).
26. **Gregory, A.** (1997) Marketing internationally. Invited guest lecturer at Valdosta State University (Valdosta, Georgia).

ADVISORY BOARDS

- Golf Brevard – Special Advisor to the Board (since 2018)
- UCF Timeshare Advisory Board – Chair (since 2012)
- Rockledge H.S. Sports Entertainment & Tourism Academy Board Member (2014-2018)

TEACHING

University of Central Florida – Orlando, FL
 Rosen College of Hospitality Management
 Department of Foodservice & Lodging Management

Associate Professor

Spring, 2018 – Summer, 2018

Assistant Professor

Fall, 2012 – Spring, 2018

- *Directed Research (HMG 6918)*
- *Strategies in Resort Sales Management (HFT/HMG 6529)*
- *Applied Revenue Management Techniques in Hospitality (HMG 6466)*
- *Contemporary Issues in the Resort Industry (HFT/HMG 6347)*
- *Resort Sales Tactics & Strategies (HFT 4522)*
- *Revenue Management for the Hospitality Industry (HFT 4468)*
- *Hospitality Communications (HFT 4286)*
- *Resort Management (HFT4274)**
- *Principles of Vacation Ownership (HFT 3273)***
- *Hospitality and Tourism Marketing (HFT 2500)*

*State of Florida Quality Online Course Designation***
*University of Central Florida High Quality Course Designation**

Florida Metropolitan University – Orlando, FL
Marketing on the Internet (MAR 2721)

1999 - 2002

International Marketing (MAR 2141)

Mercer University – Atlanta, GA
International Marketing (MAR 5141)

1989 - 1990

Graduate Courses Taken

- Regression Statistics (STA 6448)
- Research Methodology (HFT 6586)
- Quantitative Research (EDF 7403)
- Qualitative Research (EDF 7475)
- Analysis of Survey Data (EDF 7463)
- Seminar in Consumer Behavior (MAR 7575)
- International Finance & Trade (WB 6200)
- Strategies & Tactics: Lodging (HFT 7258)
- Strategies & Tactics: Tourism (HFT 7715)
- Strategies & Tactics: Service (HFT 7546)
- Strategies & Tactics: Foodservice (HFT 7876)
- Hospitality Tourism Technology (HFT 6446)
- Management Accounting (WB 6141)
- Managerial Finance (WB 6210)

Teaching Interests

Graduate

- Advanced Vacation Ownership
- Survey Research Methods & Design
- Resort Feasibility & Development
- Applied Revenue Management
- Advanced Forecasting Techniques
- Financial Analysis of Hospitality Enterprises

Under-Graduate

- Principles of Resort Timesharing
- Revenue & Inventory Management
- Property & Association Management
- Hospitality & Tourism Marketing
- Resort Development
- Resort Sales
- Lodging Management
- Hospitality Finance

FACULTY ADVISING

Dissertation/Thesis Committees

1. U. Peters – Rollins College Executive Doctorate in Business Administration Candidate
2. J. Redditt – University of Central Florida Doctoral Candidate, Spring 2020
3. M. Chiara – University of Central Florida Masters Graduate, Spring 2020
4. A. Briccola – University of Central Florida Masters Graduate, Spring 2020
5. D. Panella – ISEG Lisbon School of Economics & Management Doctorate, Fall 2018
6. L. Cobos – University of Central Florida Doctorate, Fall 2017
7. B. Ingram – University of Central Florida Doctorate, Summer 2016
8. Y. Negoro – University of Central Florida Masters Graduate, Spring 2016
9. C. Morais – ISCTE Instituto Universitario de Lisboa Masters Graduate, Spring 2015
10. Y. Yuan – Kent State University Masters Graduate, Fall 2014
11. M. Khan – University of Central Florida Masters Graduate, Fall 2013
12. M. Johannsen – ISCTE Instituto Universitario de Lisboa Masters Graduate, Fall 2013

Student Organizations

- Florida Restaurant & Lodging Association Student Chapter (UCF SGA organization) – *faculty specialist/support* 2019 - present
- Futures in Vacation Ownership (UCF SGA organization) – *faculty advisor* 2013-2019

Service/Immersive Learning

- Masters Level Immersive Learning Projects – *faculty advisor*
 - Vacation Ownership Sales Training Simulation Prototypes - 2018
 - Golf course utilization and pricing analysis for Brevard County, Florida – 2018
 - Segmentation and pricing analytics for regional transportation company - 2018
 - Service provider value for legacy timeshare resorts - 2017
 - Millennial travel buying behaviors and preferences - 2016
 - Resort activities programming and guest satisfaction - 2016
 - Easing consumer anxiety and resistance to vacation ownership products – 2014
 - Impact of rising resales on timeshare exchange company membership model – 2013
- Revenue Management Competitive Set Analysis
 - Quality & Moderate Tier Timeshare Resorts Orlando Market 2010 - 2013

Student Competitions

1. Smith Travel Research (STR) Market Study Competition 2015 – *faculty advisor*
2. ARDA AIF Inter-University Scholarship Competition 2013, 2014, 2015 – *faculty advisor*
3. D2O/Performance Management Inc. Virtual GM Competition 2013 – *faculty support*
4. International Hotel Investment Forum 5th Annual Strategy Challenge 2012 – *faculty advisor*
5. International Hotel Investment Forum 4th Annual Strategy Challenge 2011 – *faculty support*

TEACHING/TRAINING SEMINARS

1. UCF HQR4444 – High Quality Review for online courses – Spring 2020
2. UCF PAL6000 – Personalized Adaptive Learning – Summer 2019
3. University of Central Florida Active Learning Course Innovation Project – Spring 2018
4. Writing Across the Curriculum Faculty Fellow Program - Spring 2017
5. University of Central Florida Online Engagement Course Innovation Project – Spring 2016
6. UCF IDL7000 – University Online Teaching Strategies and Tools Refresh – Fall 2015
7. RevME (Revenue Management Educators) Workshop - University of Delaware, 2015
8. University of Central Florida's Summer Faculty Development Conference, 2012, 2014
9. STR Train the Trainer Certification in Hotel Industry Analytics – St. Louis, 2013
10. University of Central Florida's Winter Faculty Development Conference, 2012
11. ICHRIE Career Advancement Academy Research Consortium, 2009

TEACHING AWARDS & RECOGNITION

- UCF Rosen College Excellence in Graduate Teaching Award AY2017-18
- State of Florida Quality Online Course Designation (HFT3273) 2018
- University of Central Florida High Quality Course Designation (HFT3273, HFT4274) 2018
- University of Central Florida Teaching Incentive Program Award AY2016-17
- UCF CDL Online Learning Training Specialist/Faculty Fellow AY2014-15

SERVICE

ACADEMIC SERVICE

Academic Journals

- Editorial Board Member, *Journal of Revenue & Pricing Management* – since 2015
- Editorial Advisory Board Member, *Journal of Services Marketing* – since 2011
- Editorial Board Member, *Journal of Tourism Research & Hospitality* - 2012 & 2013
- Reviewer, *Cornell Hospitality Quarterly* – since 2011
- Reviewer, *International Journal of Contemporary Hospitality Management* - since 2009
- Reviewer, *International Journal of Hospitality Management* – since 2011
- Reviewer, *Journal of Hospitality Marketing & Management* – since 2012
- Reviewer, *Journal of Hospitality & Tourism Research* – since 2012
- Reviewer, *Journal of Quality Assurance in Hospitality & Tourism* - since 2011
- Reviewer, *Tourism Review* (2013 special issue)
- Reviewer, *Tourism Planning & Development* – since 2019
- Reviewer, *Journal of Travel & Tourism Marketing* – (2014 special issue)

Academic Conferences

- *ICHRIE Conference*: 2010 - 2019 – Reviewer
- *Annual Graduate Research in Hospitality Conference*: 2011, 2012, 2015 - 2020 – Reviewer
- *GLOBE Conference*: 2017 - 2019 – Scientific Committee Member
- *World Research Summit for Hospitality & Tourism*: 2013, 2015, 2017, 2019 - Scientific Committee Member
- *Asia Pacific Tourism Association Conference*: 2016 - 2020- Reviewer
- *2015 Revenue Management & Pricing in Services Conference (Paris, France)* - Scientific Committee Member
- *2014 SE Regional CHRIE Conference* – Reviewer
- *2013 World Research Summit for Hospitality & Tourism (Orlando, Florida)* - Industry Panel Session Moderator
- *2013 Conference of Tourism & Hospitality: The Highway to Sustainable Regional Development (Yerevan, Armenia)* – Scientific Committee Member
- *Behavioral Pricing Conference*: 2009 conference committee member, 2011 - Reviewer

Symposia & Exhibitions

1. Selling strategies and networking techniques. Invited presentation for 2018 International Seminar on Organizational Management, (Orlando, Florida)
2. Connecting industry and academics: Immersive learning at the University of Central Florida (March, 2018), invited presentation for 2018 College-wide Publicity Event (Orlando, Florida)
3. New product development research: Optimal design configuration (May, 2017), invited presentation for 2017 Business Entrepreneurship in Latin America Conference (Orlando, Florida)

4. Revenue Management in Constrained & Unconstrained Situations (May, 2016), invited presentation to students and faculty of Universidad Rosario (Bogota, Colombia) during 3 day seminar on Hospitality & Tourism at UCF's Rosen College (Orlando, Florida)
5. University New Faculty Orientation (August, 2015). "Teaching Online at UCF", *panelist* http://www.fctl.ucf.edu/Events/NewFacultyOrientation/2015/nfo_2015.pdf
6. ICHRIE 2015 Conference Symposium "Enhancing Student Engagement and Understanding through Game Simulation." (Orlando, Florida), *co-presenter*
7. The Fundamentals of Performance Measurement in the Lodging Industry (November, 2014), invited presentation to students and faculty of Universidad Rosario (Bogota, Colombia) during 3 day seminar on Hospitality & Tourism at UCF's Rosen College (Orlando, Florida)
8. University New Faculty Orientation (August, 2014). "Teaching Online at UCF", *panelist* http://www.fctl.ucf.edu/Events/NewFacultyOrientation/2014/nfo_2014.pdf
9. 19th Annual Sloan Consortium International Conference on Online Learning (January, 2014). "Leveraging Mobile Devices to Engage Students and Improve Student Outcomes: Evidence From Hospitality Education" (Orlando, Florida), *presenter & Best in Track Award recipient*
10. UCF's Faculty Seminars in Online Teaching (November 2013) "Enriching Your Online Course Content: Selecting or Designing Media Elements", *presenter*
11. University of Central Florida's 2013 IDL Showcase Plenary Panel, (Orlando, Florida) *panelist*
12. ICHRIE 2013 Conference Invited Round Table Discussion "Effective and efficient: Rubric development to improve student performance." Invited Round Table Discussion (St Louis, Missouri), *presenter*
13. Today's Campus Webinar "Increasing student engagement and performance through mobile devices: an approach from the University of Central Florida", *presenter* <http://todayscampus.com/videos/255> password is VR2
14. UCF's Rosen College Timeshare Industry Forum & Career Expo, *organizer & presenter* – Spring, 2013, 2014, 2015, 2016, 2017; Fall 2013, 2014, 2015, 2016
15. Brevard County Hospitality Academy 2012 (Merritt Island, Florida) "Revenue & Inventory Management" *presenter*
16. University of Central Florida Winter Faculty Development Conference 2012 (Orlando, Florida) "Concise yet concrete: Proposing a rubric to progress student learning" *presenter* <http://www.fctl.ucf.edu/Events/WinterConference/2012/>
17. University of Florida Department of Tourism, Recreation & Sport Management Distinguished Speaker Series, speaker, 2010 <http://trsm.hhp.ufl.edu/wp-content/uploads/Gregory1.pdf>

Guest Lectures

- A Primer on Timeshare & Mixed Use Development. Invited guest lecture in various University of Central Florida Rosen College of Hospitality Management course sections. (HFT 1000, 2254).
- Revenue management foundations for lodging. Invited guest lecture at Kent State University College of Sport, Recreation & Hospitality (HM63022 Current Issues in Hospitality and Tourism Management). Fall, 2013; Spring, 2015.
- Beyond traditional displacement exercises – Adapting revenue management concepts to the vacation ownership industry. Invited guest lecturer at the University of Florida Hough

Graduate School of Business (LSI6931 Revenue Management in Hospitality Business).
Spring, 2012.

Academic Service Awards & Recognition

- UCF Rosen College Faculty Member of the Year Award *Recipient*, 2013-14
- UCF Women of Distinction Award *Nominee* – 2014, 2015, 2018, 2019
- Life@UCF Excellence in Partnership Award *Nominee* – 2014, 2017

Academic Certifications/Designations

- UCF Family Educational Rights & Privacy Act (FERPA) Training – 2017, 2019
- Collaborative Institutional Training Initiative (CITI) Human Research Curriculum – 2018
- UCF Quality Course Designations (HFT3273, HFT4274) - 2018
- Potential Conflicts – Florida Code of Ethics- 2018
- UCF Actions to Prevent and Correct Discrimination – 2014-15

Academic Conference Attendance

- World Research Summit for Hospitality & Tourism: 2013, 2017
- Revenue Management Educators Workshop: 2015
- Sloan Consortium International Conference: 2013
- ICHRIE Conference: 2009, 2010, 2013
- Annual Graduate Research in Hospitality Conference: 2008, 2009
- Behavioral Pricing Conference: 2008, 2009

University Committees & Appointments

1. UCF Center for Distributed Learning Faculty Advisory Board Member, AY2015-16 to present
2. UCF Digital Learning Course Redesign Initiative Advisory Board – AY2018 – 19 to present
3. UCF Faculty Senate Joint Committee (Commencement, Convocation, Recognitions) AY2018-20
4. UCF Faculty Senate – Faculty Center for Teaching & Learning Advisory Committee AY2015-18
5. University Technology Fee Committee, AY 2015-17
6. University Community Engagement Committee – 2017
7. University Community Engagement SubCommittee on Collective Action for Greater Impact, **Chair** – Spring/Summer 2017
8. UCF Center for Distributed Learning Presentation to the Bill & Melinda Gates Foundation, Panelist for Faculty Integration of Online Learning & Technology, Fall 2016
9. UCF Center for Distributed Learning Statewide LMS Testing Task Force Member, Fall 2015
10. Chuck D. Dziuban Award for Excellence in Online Education selection committee **Chair**, 2015
11. UCF Center for Distributed Learning Online Learning Faculty Fellow, AY2014-15
12. Center for Success of Women Faculty, Executive Council Member, AY2014-15
13. Chuck D. Dziuban Award for Excellence in Online Education selection committee, 2014 to present

College Committees & Appointments

1. Rosen College Timeshare Advisory Board **Chair**, 2012 to present
2. Rosen College FLM Department Annual Evaluation Standards Sub-Committee **Chair**, 2019 to present

3. Rosen College FLM Department Cumulative Progress Evaluation Committee 2018 to present
4. Rosen College FLM Department Promotion & Tenure Committee 2019 to present
5. Rosen College Teaching Incentive Program Award Committee, 2019-20
6. Rosen College Foodservice & Lodging Management Department ad hoc Graduate Curriculum Review Committee, 2019-20
7. Rosen College Toursim, Events & Attractions Department Promotion Committee, 2019-20
8. Rosen College Undergraduate Research Committee, 2019-20
9. Rosen College 2019-2020 Sabbatical Committee **Chair**, 2019
10. Rosen College Tourism, Events & Attractions Department Chair Search Committee, 2019
11. Rosen College Excellence in Graduate Teaching Selection Committee Member, 2019
12. Rosen College Foodservice & Lodging Management Department Assessment Coordinator, AY2017-18 to AY2018-19
13. Rosen College Foodservice & Lodging Management Department Promotion & Tenure Committee Member, AY2018-19
14. Rosen College Graduate Policy & Curriculum Committee Member, AY2018-19
15. Rosen College Undergraduate Research Committee Member, AY2018-19
16. Rosen College Promotion Committee (Instructor/Lecturers) Member, AY2017-18 to present
17. Rosen College Faculty Research Committee Member, AY2012-2017
18. Rosen College Department of Foodservice & Lodging Management Promotion & Tenure Committee **Chair**, AY2018-19
19. Rosen College, Doctoral Rotation Committee Member, 2017-19
20. Rosen College, Dean's Advisory Committee (Transition Plan) Member, 2018
21. Rosen College, Doctoral Rotation Committee **Chair**, 2018
22. Rosen College Faculty Research Colloquium **Chair**, 2014-2018
23. Grand Marshal – UCF's Spring Commencement, 2013-2017
24. Rosen College FLM Department Instructor Promotion Committee – **Chair**, 2016
25. Rosen College Doctoral Recruitment Committee Member, 2016
26. Rosen College Career Services Employer Relations Search Committee Member, 2016
27. Rosen College TIP Selection Committee **Chair**, AY2015-16
28. Assistant Professor Development Program Coach (to Diego Bufquin), AY 2015-16
29. Rosen College Liaison to YMCAs of Central Florida Teen Achievers Hospitality & Toursim Career Track, 2015-16
30. Rosen College Liaison to The HE2 Collection, 2014 to 2015
31. Rosen College Faculty Liaison to Smith Travel Research, 2012 to 2015
32. Women's Hospitality & Leadership Forum Conference Committee Member, 2015
33. Rosen College Revenue Management Curriculum Development Committee, Spring 2015
34. Rosen College Graduate Program Review Team, AY2014-15
35. Hospitality @ Rosen Living Learning Community Partner, AY2014-15
36. Rosen College Instructor Promotion Committee, AY2014-15
37. Rosen College Doctoral Rotation Committee member, AY 2014-15
38. Faculty Liaison for D2O Dynamic Performance Management platform, 2013-15
39. Rosen College Annual Hospitality Hall of Fame Gala Committee Member, 2014
40. Rosen College Excellence in Graduate Teaching Award selection committee, 2014
41. Rosen College Department Chair Search Committee, 2013-14
42. Rosen College Faculty Search Committee, 2013-2014
43. Rosen College Faculty Development Committee **Chair**, AY2012-13 & AY2013-14

44. Rosen College Awards Committee –Reviewer for Master’s Thesis Award, 2013
45. Rosen College Employee of the Year Selection Committee, AY2012-13
46. Rosen College TIP Criteria Selection Committee, AY2012-2013

INDUSTRY SERVICE

Committees & Appointments

1. Florida League of Cities Center for Municipal Research & Innovation Partner – since 2019
2. ARDA International Foundation Accreditation Board Member – since 2014
3. ARDA Education Committee University Outreach Task Force **Chair** – since 2014
4. ARDA Education Committee Member – since 2012
5. ARDA Research Committee Member – since 2010
6. ARDA WIN Board Member – since 2013
7. CFHLA Vacation Ownership Council Member – since 2013
8. Golf Brevard Board Advisor on Asset Optimization – since 2018
9. Golf Brevard Steering Committee Member – 2018
10. AH&LA Women in Lodging Executive Committee Member – 2012 - 2018
11. Rockledge H.S. Sports Entertainment & Toursim Academy Board Member – 2014 -18
12. Perspective Magazine Industry Awards Judge – 2014, 2016, 2017, 2018, 2019
13. ARDA International Foundation Education Task Force Member – 2017, 2018
14. ARDA Leadership Development Task Force Member – 2012-2017
15. ARDA WIN Meetings & Events **Chair** – 2015-2017
16. ARDA WIN Mentoring Task Force **Chair** – 2013-2016
17. ARDA International Foundation Research Reevaluation Task Force Member - 2016
18. CustomerCount/Resort Trades Customer Engagement Awards Head Judge - 2016
19. ARDA Research Committee Task Force on Industry Performance Indicators – 2014-15
20. ARDA HR Council Succession Planning Task Force Member – 2015
21. ARDA HR Council “Attracting Millennials to the Industry” Task Force Member - 2014
22. ARDA WIN Timeshare Industry Young Professionals Scholarship Judge - 2014
23. ARDA/UCF Advisory Council Member – 2005 to 2007
24. International Revenue Management Conference 2008 - College Representative

Professional Memberships

1. Florida League of Cities Center for Municipal Research & Innovation Partner – since 2019
2. Central Florida Hotel Lodging Association (CFHLA) – since 2012
3. International Council on Hotel, Restaurant & Institutional Education (ICHRIE) – since 2010
4. American Resort Development Association (ARDA) – since 2008
5. ARDA WIN (Women in the Industry) Member – since 2008
6. American Hotel & Lodging Association (AH&LA) – 2012 to 2018
7. Florida Caribbean CHRIE Member –2010 to 2013
8. Hospitality Industry Professionals Member (ICHRIE SIG) – 2008 to 2011

Certifications/Designations

- Florida Real Estate Licensed Salesperson (inactive)
- Registered Resort Professional (American Resort DevelopmentAssociations’s highest designation)

- Smith Travel Research Certification in Hotel Industry Analytics (CHIA)

Industry Symposia, Conferences & Exhibitions

1. HOA Insights Resort Managers Conference (Orlando, Florida) October, 2018, “Marketing the dream: The evolution of timesharing” – session moderator
2. Innkeepers Association International Conference (Orlando, Florida) January, 2018, “Essentials of Revenue Management” – *invited speaker*
3. 19th Annual Shared Ownership Investment Conference (Miami Beach, Florida) October, 2017, “Managing your resort’s profit potential – *invited speaker*”
4. ARDA WORLD 2017 (New Orleans, Louisiana), “The effects of buyer regret on rescission: Recognizing, revealing and rectifying regret” – *invited speaker*
5. Hotel Technology (HT-NEXT) 2017 Conference (Orlando, Florida), Hotel Revenue Management *session moderator*
6. Hilton Grand Vacations Panel of Extraordinary Women (Orlando, Florida), March 2017, for the Women’s Team Member Resource Group – *invited speaker*
7. Mid Florida Chapter Meeting of Hospitality Financial & Technology Professionals 2016 (Orlando, Florida) “The Critical Role of Revenue Management – Pricing Strategies that Drive Profit” *Keynote Speaker*
8. Wyndham Vacation Ownership Women on their Way (Orlando, Florida), March 2015, “Making it happen: Towards a thought process of gender equality in the workplace”, *invited speaker* (<https://www.youtube.com/watch?v=HOgZfgvIcCM>)
9. ARDA World 2015 (Orlando, Florida), “Human resources in hospitality: Finding, recruiting, retaining our future leaders”, *panel expert*
10. 2015 Women’s Hospitality & Leadership Forum (Orlando, Florida), *planning committee member and session moderator* <https://hospitality.ucf.edu/womens-leadership-forum/planning-committee/>
11. 2014 Central Florida Vacation Home Rental Managers’ Association meeting (Orlando, Florida), *keynote speaker*
12. ARDA World 2014 (Las Vegas, Nevada) “SoLoMo: Are you in the know?” *session moderator*
13. GNEX 2014 (Sarasota, Florida) *panel expert* <http://perspectivemagazine.com/gnex/schedule2014/>
14. American Resort Development Association 2011-17 *conference attendee*
15. Shared Ownership Investment Conference 2013 (Miami Beach, Florida) “Fundamentals of Shared Ownership”, *invited speaker*
16. Shared Ownership Investment Conference 2013 -17 (Miami Beach, Florida) Student Familiarization Program sponsor for UCF’s Rosen College
17. ARDA AIF Revenue & Inventory Management Webinar July 2013, *speaker* <http://www.arda.org/arda/aif-foundation/default.aspx?id=1079&libID=1099>
18. Hospitality Financial & Technology Professionals National Conference 2012 (Orlando, Florida), “From revenue management to asset optimization – Are you measuring the right things?” *keynote speaker*
19. Tourico Holdings Club 100 Innagural Meeting 2012 (Orlando, Florida) “Strategic pricing and understanding the mind of the consumer” *invited speaker & panel expert* www.touricoholidays.com/100club www.mercadoeventos.com.br/site/noticias/view/88351
20. ARDA AIF Research Methodology Webinar 2012, *invited speaker & panel expert*
21. Shared Ownership Investment Conference 2012 *conference attendee & student chaperone*

22. Mid Florida Chapter Meeting of Hospitality Financial & Technology Professionals 2011 (Orlando, Florida) "Revenue management becomes asset optimization – Why the hospitality industry must move beyond traditional revenue management methods" *Keynote Speaker*
23. International Revenue Management Conference 2008 (Orlando, Florida), *Keynote Speaker*

Industry Publications

1. Gregory, A. (2019, August) Timeshare Education, Resort Trades, 20-21.
https://resorttrades.com/wp-content/uploads/2019/08/resort_proof3_web.pdf
2. Gregory, A. (2018, April) Amenities preferences of younger timeshare buyers. *Developments Magazine*, 18-19, 46.
http://www.nxtbook.com/ygsreprints/ARDA/G92771_arda_apr2018/index.php#/20
3. Gregory, A. (2016, August) Don't underestimate the importance of guest activities and motivations. *Developments Magazine*, 50-53.
http://www.nxtbook.com/ygsreprints/ARDA/g64853_august2016/#/52
4. Gregory, A. (2016, April) Composition of the United States' timeshare secondary market. *Developments Magazine*, 28-30.
http://www.nxtbook.com/ygsreprints/ARDA/arda_april16/#/30
5. Gregory, A. & Campbell, D. (2015, October) The not-so-secret sources of buyer regret. *Developments Magazine*, 54-56.
http://www.nxtbook.com/ygsreprints/ARDA/g54352_arda_1015/#/56
6. Repetti, T., Ro, S., & Gregory, A.M. (June 10, 2015) How should you price resort fees?,
<http://hotelnewsnow.com/Article/16049/How-should-you-price-resort-fees?>
7. Gregory, A. M. (2015, May) Women's Hospitality Leadership Forum: A first, but not the last for Orlando. *Perspectives Magazine*, 48-49.
<https://cloud.3dissue.com/77488/82451/97539/PMMA-Y-JUNE2015/files/49.html>
8. Gregory, A. (2015, March) Resort fees for rental guests: A potential untapped revenue stream for the timeshare industry. *Resort Trades*, 6.
<http://www.resorttrades.com/articles.php?showMag=Resort&act=view&id=1142>
9. Gregory, A. (2015, March) Generational diversity: Employment needs across four generations. *Developments Magazine*, 38-41.
http://www.nxtbook.com/ygsreprints/ARDA/g48198_arda_mar2015/#/40
10. Gregory, A. (2015, February) Millennials evaluate website effectiveness: How do vacation ownership companies rate? *Resort Trades*, 6.
<http://www.resorttrades.com/articles.php?showMag=Resort&act=view&id=1137>
11. Campbell, D. & Gregory, A. (2014, November) No regrets: an initial look at rescission. *Developments Magazine*, 24-26.
http://www.nxtbook.com/ygsreprints/ARDA/g44747_arda_oct2014/#/26
12. Gregory, A. & Kaufman, T. (2014, April/May) A glimpse into the millennial generation's perception of the timeshare product. *Developments Magazine*, 34-37.
http://www.nxtbook.com/ygsreprints/ARDA/g40308_arda_aprmay2014/#/36
13. Gregory, A. & Rivera, M. (2013, October) Timeshare owners' mobile preferences. *Developments Magazine*, 32-33.
http://www.nxtbook.com/ygsreprints/ARDA/g36850_arda_oct2013/#/34
14. Rivera, M. & Gregory, A. (2013, July) "SoLoMo" - This isn't your granddaddy's internet. *Developments Magazine*, 26-28.
http://www.nxtbook.com/ygsreprints/ARDA/g34942_arda_jul2013/#/28

15. Gregory, A. (2013, July) A new look at sustainability of the vacation ownership industry: Educating our greatest resource. Perspectives Magazine, 23-24.
16. Campbell, D. & Gregory, A. (2013, January) Reshaping the product life cycle. Developments Magazine, 48-51.
http://www.nxtbook.com/ygsreprints/ygs/g31264_arda_developments_jan2013/#/48
17. Gregory, A. & Weinland, J. (2012, September) Marketing 101. Developments Magazine, 34-36. http://www.nxtbook.com/ygsreprints/ygs/q28427_arda_developments_sept2012/#/62
18. Gregory, A. (2012, June) Give them what they want. Developments Magazine, 34-36.
http://www.nxtbook.com/ygsreprints/ygs/q26491_arda_june12/#/34
19. Parsa, H., Gregory, A. & Terry, M (2012, April/May). Why restaurants fail. Florida Restaurant & Lodging Magazine, 35-37. <http://issuu.com/destincom/docs/frl-17-02/1>

Industry Awards & Recognition

- 2017 Hilton Grand Vacations Extraordinary Women
- 2015 Wyndham Vacation Ownership Women on their Way
- 2014 ARDA Circle of Excellence (ACE) ARDA Volunteers of the Year Award recipient

PROFESSIONAL EXPERIENCE

Marriott Vacations Worldwide, Orlando, FL January, 2010 – December, 2011

Vice President – Revenue and Inventory Management

- Worldwide inventory valuation and allocation for 20 distribution sites worldwide
- Supply chain management to support \$1B in annual sales volumes
- Annual rental and operating budget responsibilities (\$150M in revenue; 785,000 keys)
- Pricing strategies for product positioning, improved profit and development margins

Ritz Carlton Corporation, Orlando, FL June, 2008 – December, 2009

Vice President – Revenue & Inventory Management

- Worldwide inventory valuation, pricing, forecasting and fulfillment
- Supply chain management for \$800M in annual sales revenues
- Revenue management for 35 mixed use properties worldwide

Marriott Vacation Club International, Orlando, FL December, 2002 – June, 2008

Regional Vice President – Revenue & Inventory Management

- Regional pricing and inventory allocation for 24 distribution sites
- Revenue and inventory management to support \$2 billion in annual sales revenue
- Annual rental and operating budget lead (\$90M in revenue; 200,000 keys)

Director of Marketing

April, 2000 – November, 2002

- Business and marketing strategy targeting key customer segments
- Customer strategy and business development lead for creation of global marketing database
- Responsible for increasing referral-related sales volumes 25% to \$750 million

Sunterra Resorts Corporation, Orlando, FL

October, 1996 – March, 2000

Director, Business Development

- Responsible for identifying/developing/maintaining Fortune 500 strategic partnerships
- Created brand/image campaign for introduction of previously non-branded product line
- Headed cross-functional development/implementation team for new points-based product

Marriott Ownership Resorts Inc., Orlando, FL

July, 1993 – October, 1996

Senior Manager, New Product Development

- Generated pro forma, marketing strategy, and product for company's entry into South Asia
- Developed and implemented original inimitable product form for new European expansion

Rich SeaPak Corporation, St Simons Island, GA

April, 1988 – May, 1993

Product Manager

- Researched and executed successful introduction of new frozen food products (Burger King/Rich Products French Toast Sticks, Red Lobster Popcorn Shrimp)
- Created, implemented, managed institutional foodservice campaign boosting share 25%

LANGUAGES

English: Native Language

Spanish: Fluent (listening, speaking, reading, writing)

Portuguese: Working knowledge (listening, speaking, reading, writing)

TRAVEL

Educational: Spain (3 yrs)

Professional: Curacao, England, Germany, Hong Kong, Philippines,
Singapore, Spain (2yrs), Thailand (2yrs)Personal: Aruba, Austria, Canada, Canary Islands, Cayman Islands,
China, Costa Rica, France, Germany, Gibraltar,
Italy, Jamaica, Japan, Mexico, Morocco,
Portugal, Puerto Rico, South Africa, South Korea, Spain,
Virgin Islands, West Indies**Press**

- <https://wallethub.com/credit-cards/airline-miles/#expert=Amy M. Gregory>
- <https://indd.adobe.com/view/6ad066f7-5d8b-41f7-b3de-d062a868bfca>
- http://www.nxtbook.com/ygsreprints/ARDA/G96594_arda_july2018/index.php#/22
- <https://today.ucf.edu/85-faculty-members-promoted/>
- <https://wallethub.com/credit-cards/hotel/#Amy M. Gregory>
- <http://www.orlandosentinel.com/business/brinkmann-on-business/os-westgate-takes-lawsuit-over-consumer-fraud-to-us-supreme-court-20150917-post.html>
- <https://skift.com/2017/08/02/wyndham-is-spinning-off-its-timeshare-business-like-marriott-starwood-and-hilton-before-it/>
- <http://www.news-press.com/story/news/2017/05/01/new-sanibel-captiva-vacation-rentals-firm-launch/100984522/>

- https://www.redweek.com/resources/ask-redweek/arda-world-timeshare-owners?utm_source=newsletter&utm_medium=email&utm_campaign=april&utm_term=gmail&utm_content=nl_article-askredweek
- <http://g52-dnweb.newscyclecloud.com/article/2016160519956>
- <https://skift.com/2016/05/06/marriott-is-making-investments-in-the-urban-timeshare-market/>
- http://www.nxtbook.com/nxtbooks/tradepublishing/resorttrades_030516/?utm_source=March+2016&utm_campaign=Mar+2016&utm_medium=email#/16
- https://www.washingtonpost.com/local/education/with-54000-students-and-growing-u-of-central-florida-storms-higher-ed/2015/09/20/0db73380-4cbd-11e5-bfb9-9736d04fc8e4_story.html
- <http://www.wsj.com/articles/planned-orlando-resort-to-court-extended-families-1439939705>
- <http://today.ucf.edu/timeshare-expert-receives-research-grant-from-leading-industry-organization/>
- http://www.nxtbook.com/ygsreprints/ARDA/g48198_arda_mar2015/#/16
- <http://www.orlandosentinel.com/business/os-disney-timeshare-20141229-story.html>
- <http://today.ucf.edu/graduate-students-help-timeshare-leader-solve-business-challenge/>
- <http://online.ucf.edu/teach-online/resources/financial-aid/>
- <http://intervalworld.com/iimedia/magazine/vir/virna2014octdec-web/index.html#8>
- <http://today.ucf.edu/outstanding-faculty-members-recognized-rosen-college-retreat/>
- http://www.fctl.ucf.edu/Events/NewFacultyOrientation/2014/nfo_2014.pdf
- <http://today.ucf.edu/math-hotels-first-rosen-college-students-earn-demand-industry-certification/>
- <http://today.ucf.edu/lesson-crisis-management-students-present-prize-winning-plan-timeshare-industry-las-vegas/>
- <http://today.ucf.edu/women-faculty-honored-excellence-community-partnerships/>
- <https://womenfaculty.afia.ucf.edu/mentoring-and-faculty-development/>
- <http://today.ucf.edu/timeshare-industry-provides-attractive-growth-opportunities-students-local-economy/>
- <https://today.ucf.edu/rosen-college-graduate-students-help-timeshare-giant-solve-industry-wide-challenge/>
- <http://member.visitorlando.com/includes/events/index.cfm?action=displayDetail&eventid=392990>
- <http://teach.ucf.edu/2013/10/31/enriching-your-online-course-content-selecting-or-designing-media-elements/>
- http://www.nxtbook.com/ygsreprints/ARDA/g37182_arda_novdec2013/#/88
- <http://sloanconsortium.org/conference/2013/aln/virtual-talk-show>
- <http://viaresponse.com/News-2013-5-16.html>
- <http://www.intervalworld.com/iimedia/magazine/vir/virna2013octdec/index.html#/26/>
- <https://today.ucf.edu/rosen-professor-to-share-how-mobile-devices-increase-student-engagement/>
- <http://www.prlog.org/12138483-university-of-central-fl-professor-to-present-webinar-with-via-response-todays-campus-magazine.html>

- <http://us7.campaign-archive2.com/?u=44e758c9564c3a2d2eeb124a5&id=0208594b9a&c=3127f7615d>
- <http://www.myfoxtampabay.com/story/22306062/2013/05/21/is-a-timeshare-a-good-deal>
- <http://www.thetimeshareauthority.com/2012/11/08/timeshare-resorts-working-with-ucf-to-enhance-education/>
- http://www.nxtbook.com/ygsreprints/ygs/g31739_arda_feb13/#/28
- <https://today.ucf.edu/hospitality-students-harp-tanner-reach-national-timeshare-competition-finals/>
- <https://today.ucf.edu/two-hospitality-students-to-represent-ucf-in-national-timeshare-competition/>
- <http://today.ucf.edu/timeshare-execs-to-discuss-industry-opportunities-with-ucf-hospitality-students/>
- <http://today.ucf.edu/rosen-college-joins-arda-receives-four-scholarships/>
- <http://perspectivemagazine.com/blog/2012/09/06/amy-m-gregory-phd-rrp-joins-ucfs-rosen-college-of-hospitality-management-to-further-research-and-education-in-the-shared-ownership-segment/>
- <http://today.ucf.edu/rosen-colleges-arda-affiliation-helps-develop-wynternships-for-students/>
- <http://today.ucf.edu/ucfs-rosen-college-looks-to-bridge-timeshare-industryeducation-gap/>
- http://www.nxtbook.com/ygsreprints/ygs/g26491_arda_june12/#/34
- <http://www.thetimeshareauthority.com/2012/06/12/rosen-college-of-hospitality-management-professor-looks-at-timeshare-owner-satisfaction/>
- <http://today.ucf.edu/dr-gregory-continues-to-satisfy-the-timeshare-industry/>
- <http://today.ucf.edu/mocktail-party-connects-students-professionals/>
- <http://rosenarchive.smca.ucf.edu/31.html>

Scott McLachlan

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Malabar, FL 32950

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Experience:

1984-1992	CMR Constructors, Inc. General Contractor Foreman & Supervisor	Melbourne, FL 32940
1992-Present	CMR Constructors, Inc. / CMR Constructors of Brevard, Inc. General Contractor Owner & President	Malabar, FL 32950

Education:

North Andover High School High School Diploma 1983	North Andover, MA
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Certified General Contractor 1992-Present	Florida
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Skills:

Team Leader, Event Organization, Management, Customer Service, Problem Solving

Activities:

Golf, Rugby and general sports.