



# 22nd Annual COMMERCIAL CONFERENCE

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October 13, 2023



Jungle Island

1111 Parrot Jungle Trail, Miami, FL 33132

## SPEAKERS

### Beth Azor

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Senator

### Alexis Calatayud

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# 22nd Annual MIAMI Commercial Conference

Friday | October 13, 2022

8:00AM Registration, Networking & Hot Breakfast

9:00AM Welcome & Pledge of Allegiance



**Ines Hegedus-Garcia**  
2023 MIAMI REALTORS®  
Chairman of the Board

9:05AM Introductions & Opening Remarks



**Jennifer Forbes**  
2023 MIAMI REALTORS Commercial President

9:10AM Financial Outlook for Q4: Trends, Predictions & Debt Service

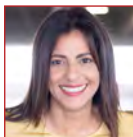


**Lonnie Hendry**  
Trepp, Inc.

9:40AM Breakout Sponsor: Allied Building Inspections

9:45AM Florida's Live Local Act (SB 102): Retaining Our Workforce with Housing Solutions

MODERATOR



**Lenys Camacho, CPM**



The Honorable  
**Alexis Calatayud**  
Florida Senate



**Sarah Barli Herald, Esq.**  
Bilzin Sumberg



**Nathan Kogon**  
Asst. Director, Dept.  
of Regulatory &  
Economic Resources  
(RER), Development  
Services Division,  
Miami-Dade County



**Lazaro Solis**  
Miami-Dade  
County Deputy  
Property Appraiser



– Times & Speakers are subject to change

10:15AM

Retail & Mixed-Use Spaces: Addressing the Future of Retail in Miami & Best Practices

MODERATOR



Moderator  
**Michelle Gonzalez**



**Rafael Romero**, CCIM  
JLL



**Beth Azor**  
Azor Advisory Services, Inc.



**Rod Castan**  
Metro Commercial



**Pauline France**, FIP  
VP of Strategic Investments at FIP Commercial

10:45AM

South Florida’s Industrial Real Estate Boom: Opportunities & Challenges

INTRODUCTION



**Joshua Kohn**  
Kohn Commercial Real Estate



**Sebastian Juncadella**, SIOR  
CEO | Fairchild Partners

11:00AM

Introduction: 2023 MIAMI REALTORS® Commercial Board of Governors

11:05AM

Networking Break

11:15AM

Florida REALTORS® Commercial Priorities + REALTOR® Safety



**Jorge L. Guerra, Jr.**  
2023 Florida REALTORS® Treasurer

11:20AM

Legal & Advocacy Update: Business Rent Tax, Foreign Ownership Interest from Countries of Concern & Commercial Insurance Solutions

INTRODUCTION



**Jorge L. Guerra, Jr.**



**Evian White de Leon**, Esq.  
Chief Legal Counsel,  
MIAMI REALTORS®



**Juana Watkins**, Esq.  
Vice President of Law & Policy/General Counsel, Florida REALTORS®



**Gus Fonte**  
2024 MIAMI REALTORS® Chairman of the Board

11:35AM

Real Estate Redefined: How Tech Tools are Transforming Commercial Real Estate

INTRODUCTION



**Kevin Krueger**



**Veronica McManus**  
RPR Commercial  
- Harnessing Data & AI Tools in Your Business



**Sam Kotler**  
Crexi - Unlock Commercial Debt Insights with Crexi: Mastering Maturity Dates & Interest Rates



**Gavin Winston**  
Dealy - Seal the Deal Faster with Dealy: Your Instant LOI Generator



**Joseph Winbey**  
Productive.AI - Pulls Real-Time Data from Phone Conversations (NAR's 2023 ioi Summit Pitch Battle Winner)



12:00PM

Breakout Sponsor: First Horizon

12:05PM

Unlocking Opportunities: Insights into the Medical Office Sector

MODERATOR



**Michael Hinton**  
APEX CAPITAL Realty



**Christie Grays Chambers**  
Blanca Commercial Real Estate

12:20PM

Real Estate Transformations: Brightline, North Miami & MIA's Expansion

MODERATOR



**Peter M. Catania, III**



**Derrick Cook**, MBA, AICP  
Director of Planning, Zoning & Community Development, North Miami



**Michael Lefevre**  
VP of Operations, Brightline Holdings



**Basil A. Binns, II**  
Deputy Director for Administration & Business Development and Retention, Miami-Dade Aviation Department

12:50PM

Closing Remarks & Future Outlook





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6:00 - 9:00 PM

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Executive VP -  
Foundation Risk  
Partners



**Alan Florez**  
Executive VP -  
National Sales  
Director | Foundation  
Risk Partners



**Ross Beach, ARM-P**  
Director of  
Risk Management -  
Foundation Risk  
Partners

**Wed., December 6, 2023**

10AM - 1PM — Networking Lunch at Noon

MIAMI REALTORS® Headquarters 700 S. Royal Poinciana Blvd., Suite 400 | Miami, FL 33166



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# 2023 MIAMI Commercial Board



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CZEX



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MIAMI Commercial President-Elect  
**Lorenzo Perez Jr.**  
CCIM, CIPS, MSIRE



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2022 MIAMI Commercial President  
**Michael Hinton**  
CCIM, CZEX



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Governor  
**Lenys Camacho**  
CPM, MSIRE

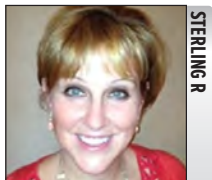


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Governor  
**Denise Chambers Palmer**



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**Kay Conageski**  
ILHM, MRP, REBAC, SRES, CIPS, CZEX



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**John Dohm**  
CCIM, SIOR



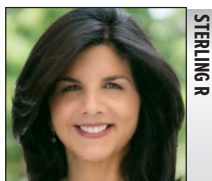
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**Craig Emmanuel**  
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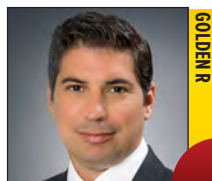
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Governor  
**Thomas Havron**

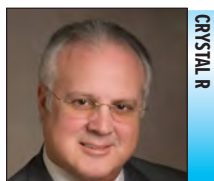


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**Joshua Kohn**  
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**Kevin A. Krueger**



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