

# '24 MIAMI COMMERCIAL CONFERENCE

OCTOBER 11  
MIAMI HQ



## SPEAKERS

### **Yair Benyamini**

Chief Executive Officer

Lendai

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### **Don Bleaney**

Chief Product Officer

Premisehq

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### **Antonio “Tony” Cao**

Co-Founder & Operating Partner

Cao bakery & Cafe | Cuban American Original

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### **Karley Chynces**

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### **Carlos De Verona**

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Caobakerycafe.com

### **Dania Diaz**, CRS

Global Real Estate Advisor

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### **Augusto J. Fonte**, CCIM

2024 Chairman Of The Board | MIAMI REALTORS®

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### **Sebastian Juncadella**, SIOR

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### **Spencer Levy**

Global Client Strategist & Senior Economic Advisor

CBRE

Baltimore, Maryland

### **Ron Mann**

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### **Joshua Moreno**

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### **Lorenzo Perez, Jr.**, CCIM, CIPS, MSIRE

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## Janelle M. Prieto

Chief Marketing & Community Officer | Fifa  
World Cup 2026™ Miami Host Committee  
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## Rafael Romero, CCIM

JII | Senior Vice President  
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## Liz Sturrock, RCE, AHWD, e-PRO®, C2EX

Chief Of MLS & Innovation  
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## Yanina Yefimova

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# '24 MIAMI Commercial Conference



October 11, 2024 | MIAMI HQ

10:15AM

## Registration & Networking

11:00AM

## Welcome & Pledge of Allegiance



**Gus Fonte**

2024 MIAMI REALTORS® Chairman of the Board

11:05AM

## Conference Overview & Opening Remarks



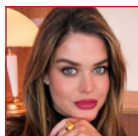
**Lorenzo Perez, Jr.**

2024 MIAMI REALTORS® Commercial President

Introduction of 2024 MIAMI REALTORS® Commercial Board of Governors

11:15AM

## Scoring Big: FIFA 2026 & South Florida's Economic Golazo!



**Janelle M. Prieto**

Chief Marketing & Community Officer

FIFA World Cup 2026™ Miami Host Committee

Prieto will discuss the tremendous economic impact the FIFA World Cup 2026 will bring to South Florida. As a key figure in the Miami Host Committee, Prieto will highlight the region's strategic preparations to host the world's largest sporting event. She'll emphasize how the influx of global visitors, media attention, and sponsorships will boost local businesses, tourism, and job creation, cementing Miami's status as an international hub.

11:35AM

## Breakout Sponsor: Allied Building Inspections



**Diego Leiva**

2024 MIAMI Commercial Governor

Speaker: John Micali



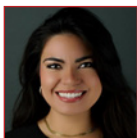
1:40AM

## CRE's Future: Insights from the Next Generation



**Dania  
Diaz**

**MIAMI REALTORS®**  
YPN Chair



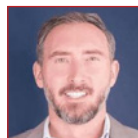
**Karley  
Chynces**

**One Sotheby's  
International  
Realty**



**Joshua  
Moreno**

**RE/MAX Advance  
Realty**



**Tomas  
Sulichin**

**Related ISG,  
Commercial  
Division**

“CRE's Future: Insights from the Next Generation” will feature dynamic insights from emerging leaders in the commercial real estate (CRE) industry. Moderated by Dania Diaz, the panelists — Karley Chynces, Joshua Moreno, and Tomas Sulichin — will share their perspectives on the evolving CRE landscape, trends, and opportunities shaping the future of the industry.

12:00PM

## South Florida Industrial Market Insights: An Expert Overview with Sebastian Juncadella



**Sebastian Juncadella, SIOB**

**CEO | Fairchild Partners**

Explore the dynamic industrial real estate market in South Florida with insights from industry leader Sebastian Juncadella of Fairchild Partners. This in-depth overview will cover the latest trends, challenges, and opportunities driving the region's industrial growth. Whether you're an investor, developer, or real estate professional, this session will equip you with the knowledge to navigate and thrive in this competitive market. Don't miss this chance to gain expert perspectives and stay ahead in the industry!

12:30PM

## Networking Break & Lunch Stations

1:00PM

## Welcome Back On-Time Drawings



**Denise  
Chambers Palmer**

**2024 MIAMI  
Commercial Governor**

1:05PM

## Commercial Technology Showcase: hosted by Second Century Ventures



**Bob Gillespie**  
Second Century  
Ventures  
REACH  
Commercial



**Liz Sturrock**  
MIAMI REALTORS® Lendai



**Yair Benyamini**  
Lendai



**Don Bleaney**  
PremiseHQ

In the “Commercial Technology Showcase”, hosted by Bob Gillespie, Managing Partner of REACH Commercial at Second Century Ventures, Liz Sturrock from MIAMI REALTORS® will serve as the IT expert, engaging with tech companies. Each company will have 4 minutes to present their pitch, followed by 4 minutes of questions and answers. The session will provide a platform for tech innovators, including Yair Benyamini from Lendai, Don Bleaney from PremiseHQ, and Marissa Limsiaco from Otso, to showcase their solutions and respond to inquiries, highlighting the latest advancements in commercial real estate technology.

1:35PM

## Networking Break

1:45PM

## Retail Shark Island Negotiations: CAO's Live Pitch to Landlords/Brokers



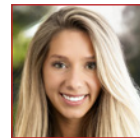
**Antonio “Tony” Cao**  
Co-Founders & Operating Partners  
CAO Bakery & Cafe



**Carlos de Varona**



**Ralph Romero**  
Senior Vice  
President, JLL



**Yanina Yefimova**  
Senior Associate,  
Metro Commercial

In the “Retail Shark Island Negotiations: CAO's Live Pitch to Landlords/Brokers,” CAO Bakery co-founders Antonio “Tony” Cao and Carlos de Varona will deliver a live pitch to landlord representatives Ralph Romero and Yanina Yefimova, presenting a strong case for expanding their bakery into new locations. This session offers an exciting opportunity for landlords to consider potential partnerships and growth within their commercial spaces. It serves as an engaging platform for negotiations and discussions on broadening CAO Bakery's market presence.



2:15PM

## Searching for Oz: Economic Overview and Real Estate Update



### Spencer Levy

Global Client Strategist & Senior Economic Advisor, CBRE

In the “Searching for Oz: Economic Overview and Real Estate Update,” Spencer Levy will provide expert insights into how recent Federal Reserve rate adjustments are affecting the capital markets as well as other factors facing the broader economic and real estate markets. This session will offer valuable analysis on how these changes influence investment strategies, borrowing costs, and overall market dynamics, helping attendees understand the current financial landscape and its implications for future business decisions.

3:00PM

## Closing Remarks & Future Outlook



### Summary of the session's insights

by **Lorenzo Perez, Jr.**

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on April 25, 2025 at Seminole Hard Rock Casino & Hotel ▼

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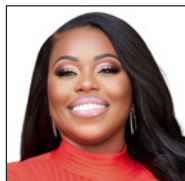


# 2024 MIAMI Commercial Board



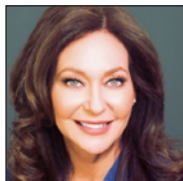
STERLING R

MIAMI Commercial President  
**Lorenzo Perez Jr.**  
CCIM, CIPS, MSIRE, C3EX

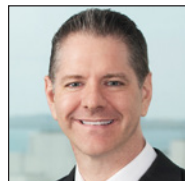


CRYSTAL R

MIAMI Commercial President-Elect  
**Tamika Moses**  
MSIRE, CIPS, SFR, COPE, RENE, AHWD



2023 MIAMI Commercial President  
**Jennifer M. Forbes**  
CIPS, C2EX, AHWD

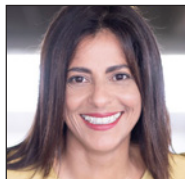


Governor  
**Louis P. Archambault, Esq**



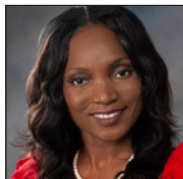
GOLDEN R

Governor  
**Fernando Arencibia, Jr.**  
CZEX, COPE, PSA, e-PRO®

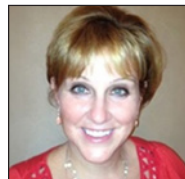


STERLING R

Governor  
**Lenys Camacho**  
CPM, MSIRE

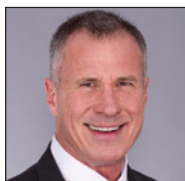


Governor  
**Denise Chambers Palmer**



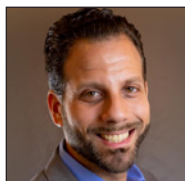
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Governor  
**Kay Conageski**  
ILHM, MRP, REBAC, SRES, CIPS, CZEX



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Governor  
**John Dohm**  
CCIM, SIOR



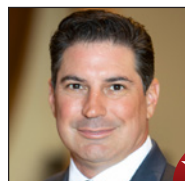
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Governor  
**David Gonzalez**  
CZEX, AHWD, e-PRO®, PSA, RENE, SFR, SRES, SRS



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Governor  
**Michelle Gonzalez, MSIRE**

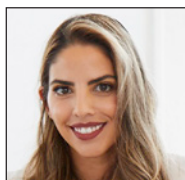


GOLDEN R

Governor  
**Daniel A. Guerra**  
AHWD, CZEX, DEI, LEAD, PSA, CRS



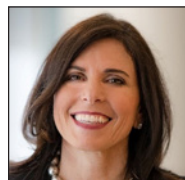
Governor  
**Thomas Havron**



Governor  
**Michelle Hernandez**



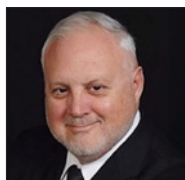
Governor  
**Sebastian J. Juncadella, SIOR**



Governor  
**Arden Karson**



Governor  
**Altigracia Labrozzi, MSIRE**



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Governor  
**Diego Leiva**



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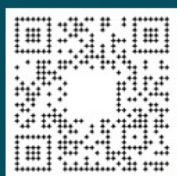


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# MIAMI GLOBAL REAL ESTATE CONGRESS

## NOVEMBER 3-5, 2024

### FEATURED KEYNOTE SPEAKERS



MAYOR FRANCIS X.  
**SUAREZ**



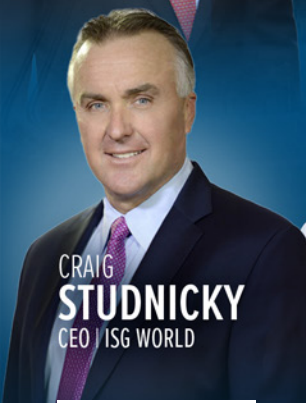
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