



# 2024 MIAMI COMMERCIAL MIDYEAR



**MAY 3, 2024**

**Seminole Hard Rock Hotel & Casino**



Step right into the 2024 Miami Commercial Midyear Conference! We're thrilled to host a gathering of top-tier industry experts, thought leaders, and professionals across various sectors of the commercial real estate field. Our mission is straightforward: to establish a platform where professionals can come together to connect, collaborate, and drive innovation.

Whether you're a seasoned veteran or just starting out, the Miami Commercial offers an ideal environment to expand your expertise, build valuable business connections, and deepen your understanding of the local commercial real estate scene. We regularly host networking events, educational seminars, and conferences tailored to professionals at every stage of their careers. Our community is vibrant, engaged, and committed to supporting its members, fostering an atmosphere where meaningful relationships and partnerships flourish.

Join us as we shape the future of Miami's commercial real estate landscape. We eagerly anticipate the opportunity to connect with you at our upcoming events!

**Lorenzo Perez Jr.**

CIPS, MSIRE

**2024 MIAMI REALTORS®**  
Commercial President



# SPEAKERS



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## 10:15 AM Registration & Networking

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### 11 AM Welcome, Pledge & Opening Remarks



**GUS FONTE, CCIM**  
2024 MIAMI REALTORS®  
CHAIRMAN OF THE BOARD



**LORENZO PEREZ, JR.**  
2024 MIAMI REALTORS®  
COMMERCIAL PRESIDENT

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### 11:10 AM Legal & Policy Insights: Impact of NAR's Antitrust Settlement on CRE & More



**EVIAN WHITE DE LEON, ESQ.**  
MIAMI REALTORS®  
CHIEF LEGAL COUNSEL



**LOUIS ARCHAMBAULT, ESQ.**  
SAUL EWING LLP  
PARTNER



**ELIZABETH SOTO, ESQ.**  
MIAMI REALTORS®  
POLICY COUNSEL

Explore crucial legal updates affecting commercial real estate. This session unpacks the impact of NAR's proposed antitrust settlement on commercial transactions, highlights Florida's Commercial Lien Law and provides the latest update on Florida's sales tax on commercial leases. Gain valuable insights to incorporate and navigate these changes effectively in your professional practice. Perfect for real estate professionals looking to stay informed and adapt to the evolving legal landscape.

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### 11:40 AM Leveraging Trepp's Insights for Strategic Investment



**LONNIE HENDRY**  
TREPP  
CHIEF PRODUCT OFFICER

Join Lonnie Hendry from Trepp, Inc. for an advanced session tailored for the seasoned commercial real estate advisor. Hendry will leverage Trepp's rich analytics and market data to provide a sophisticated outlook for the latter half of 2024, focusing on actionable insights for complex investment decisions. The discussion will pivot to the critical topic of CMBS maturing dates and their implications for portfolio strategies. Real estate professionals will emerge with a deeper understanding of market dynamics and the analytical tools needed to navigate the evolving landscape of commercial investments. This session is essential for advisors committed to crafting well-informed, data-driven investment strategies in the commercial sector.

12 PM **CommLoan: One Commercial Loan Platform**



**CONNIE BRAZIER**  
COMMLOAN  
DIRECTOR



**JAY HECKENDORN-TELEGA**  
COMMLOAN  
ASSOCIATE DIRECTOR

Explore the essentials of commercial lending with CommLoan in this educational session. Learn about the diverse mortgage options available for different investment properties, including specialized loans for multifamily real estate. Understand key application requirements and the financing process through CommLoan's comprehensive platform. This session is designed to provide practical insights into navigating commercial mortgages effectively.

12:15 PM **Networking Lunch**

12:45 PM **Legislative Update: Live Local Amendments**

MODERATOR



**ANTHONY DE YURRE, ESQ.**  
BILZIN SUMBERG  
PARTNER



THE HONORABLE  
**ALEXIS CALATAYUD**  
FLORIDA SENATE  
DISTRICT 38

A comprehensive review of recent changes to the Live Local Act, implications for the real estate sector, and strategies for adaptation and compliance, along with case studies.

12:45 PM **Revitalizing Communities:  
Spotlight on CRAs' Efforts to Transform Neighborhoods**

MODERATOR



**TAMIKA MOSES**  
MIAMI REALTORS®  
2025 COMMERCIAL  
PRESIDENT



**JEREMY EARLE, PH.D.**  
CITY OF HALLANDALE BEACH  
CRA EXECUTIVE  
DIRECTOR



MAYOR  
**JIM KURETSKI**  
JUPITER CRA  
CHAIR



**CLARENCE E. WOODS III**  
FT. LAUDERDALE, NPF, CC  
CRA MANAGER

Community Redevelopment Agencies (CRAs) play pivotal roles in guiding development and investment in their areas to improve economic conditions, living standards, and community appeal. Their activities include everything from beautification projects and infrastructure upgrades to incentives for business development and affordable housing initiatives. Learn what's happening in our South Florida communities:

Hallandale Beach CRA | Fort Lauderdale CRA | Jupiter CRA

Speakers & times are subject to change



## 1:30 PM Retailainment: Revolutionizing the Shopping Experience

MODERATOR



**ARDEN KARSON**  
KARSON & CO.  
MIAMI COMMERCIAL  
GOVERNOR



**BOB SHAPIRO**  
MEYERS GROUP  
VICE CHAIRMAN

Retailainment: Revolutionizing the Shopping Experience” explores the integration of entertainment and retail, a trend transforming traditional shopping malls into vibrant, multi-use destinations. Discover how incorporating entertainment elements—ranging from fitness centers, residential towers, amusement centers and more —enhances customer engagement and drives foot traffic. This session offers insights into successful retailainment strategies, showcases case studies from leading malls, and provides practical tips for creating immersive shopping environments. Join us to learn how to captivate today’s consumers by blending retail with entertainment, ensuring your space remains a go-to destination in an ever-evolving market.

## 1:50 PM How AI & ChatGPT are Transforming Commercial Real Estate



**CRAIG GRANT**  
THE REAL ESTATE  
TECHNOLOGY INSTITUTE  
CEO

Artificial Intelligence or AI has been around for a long time, but with the emergence of OpenAI’s ChatGPT & Dalle, Google Gemini, Microsoft Co-Pilot, & others, plus so many other tools we already use and love like Office, Docs, Canva, Adobe, Grammarly, and more incorporating AI into their offerings, it has finally reached the masses.

In this session, we will explore what AI is, how it can be used, and how it will impact the commercial real estate world. By the end of this session, you will be more intelligent about this fast-emerging technology to ensure you stay ahead of the curve, and boost your business efficiencies, customer service, and more all while using these tools in a legally compliant & ethical manner!

## 2:15 PM The Dueling Masters of CRE

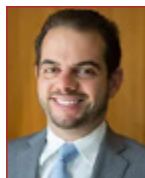
MODERATOR



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MIAMI REALTORS®  
2022 CHAIRMAN  
OF THE BOARD



**RUBEN RUBAN, JR.**  
CCIM, SVN  
SVN COMMERCIAL  
PARTNERS  
SENIOR ADVISOR



**PATRICK ALAYON, ESQ.**  
ALAYON & ASSOCIATES, P.A.  
ASSOCIATE



**CHEPE SERRANO**  
CCIM  
NEW MIAMI REALTY  
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The “Dueling Masters of CRE” is an innovative and competitive session designed for conference attendees to gain invaluable education by observing how seasoned professionals tackle real-world commercial real estate challenges. In this interactive competition, two masters of the industry go head-to-head, applying their extensive knowledge and experience to overcome challenges and close deals.

## 3 PM Closing Remarks and Future Outlook

Speakers & times are subject to change





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## ABOUT US

Our attorneys have spent over ten years representing individuals in court. Today, they focus their practice on helping individuals and business owners organizing their affairs to stay out of court or be as prepared as possible should they need to file or defend a lawsuit.

## WHY US

At B&M Law Group, our goal is to help business owners achieve their dreams through proper implementation of legal strategies to adequately protect themselves and their investments. We pride ourselves in providing personalized customer service to ensure our clients are always taken care of.



**2024**

Miami Realtors

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- 🏠 Churches
- 🏠 Gas stations/Auto Services
- 🏠 Day Care Centers
- 🏠 Funeral Homes
- 🏠 Investment Condos
- 🏠 Mobile Home Parks
- 🏠 Office Condo
- 🏠 Parking Garage
- 🏠 Restaurant
- 🏠 Retail
- 🏠 Self Storage

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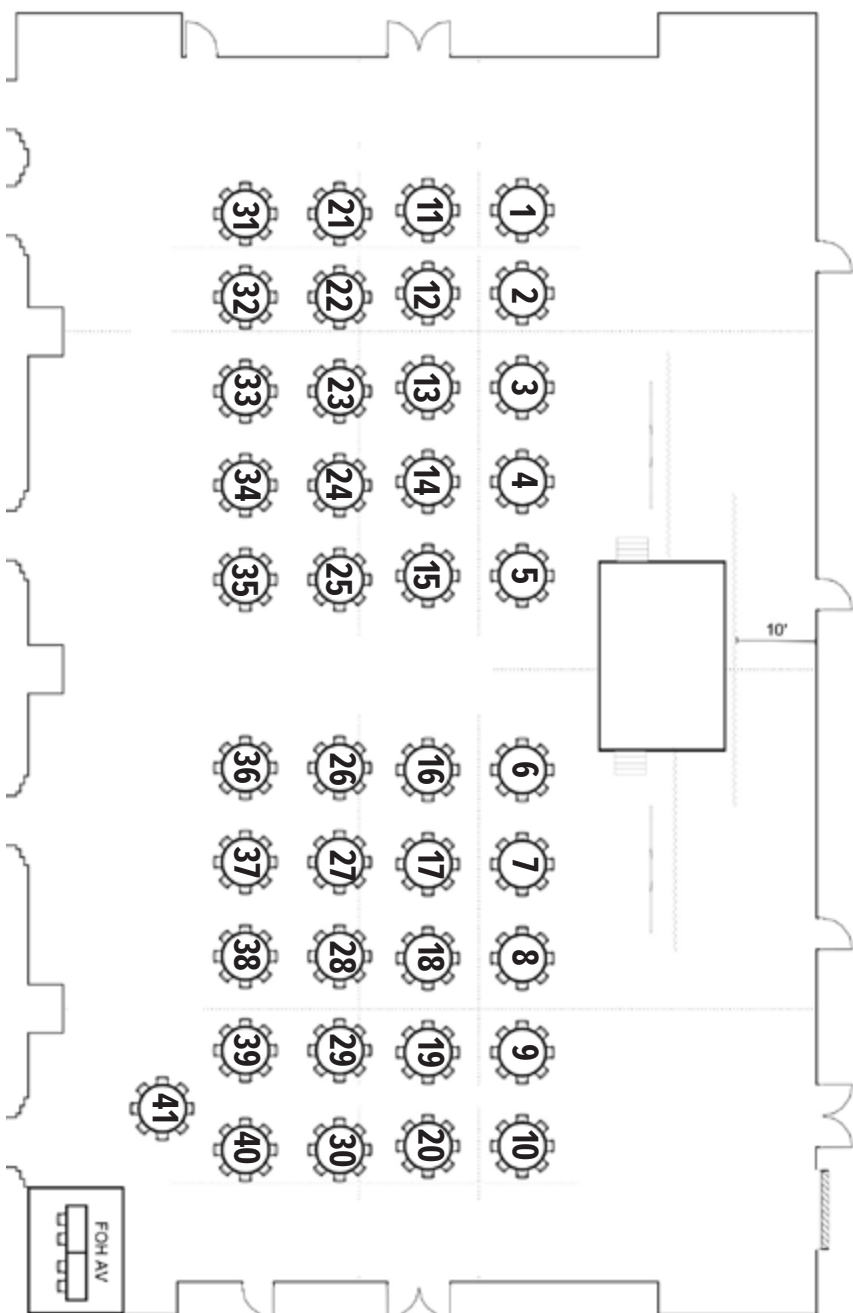


## EXHIBITORS



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# MIAMI COMMERCIAL CERTIFICATE PROGRAM



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Katherine Basante



Steven C. Epstein



Maxine Francis



Shevaun Gandy



Gary Palanque



Stephanie Pinder



Leonardo Polo



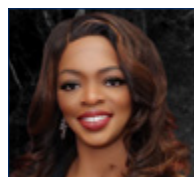
Veronica Rueda



Lorry Santana



Laurie Spector



Gina Valbrun

## ADVANCED

Completed 50+ Hours of Commercial Courses



Connie Cooper



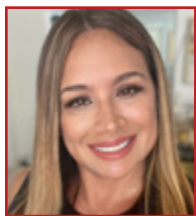
Arleen Davis Slagle



Sylvia Doane Ward



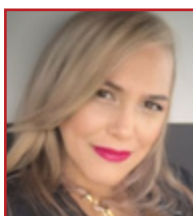
Felipe Garzon



Stephanie Midkiff



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