



THE PRIVATE MARKETS MIAMI MEETING

Eden Roc Miami Beach, Miami Beach, FL
(Art Basel Miami Week)
November 28th & 29th, 2022



TABLE OF CONTENTS

Introduction	3
By The Numbers	4
In Attendance	5
Institutional Sponsors	6
Sponsors	7-11
Keynote Speaker	12-13
Speaker Bios	14-21
Conference Agenda	22-26
Participation Options	27-32
Carmo Contact Info	33





THE PRIVATE MARKETS FLORIDA MEETING

EDEN ROC MIAMI BEACH, MIAMI BEACH—NOVEMBER 28TH & 29TH, 2022

Dear Colleague,

It is with great pleasure that I invite you to join us at the Fifth Annual Private Markets Miami Meeting during Art Basel week in Miami. This exclusive institutional gathering brings together the most important and active institutional allocators and family offices that are actively investing in Private Equity, Venture Capital, Digital Assets, Secondaries, Private Credit and Real Assets. Over 250 C-Level LP & GP professionals will come together to network and discuss investment opportunities, allocations, and the performance of all Private Markets related asset classes.

The conference precedes Art Basel week. It is a full day conference with a pre-event mixer. The conference is closed to the media and follows chatham house rules therefore there is no virtual attendance option.

We look forward to hosting you in person

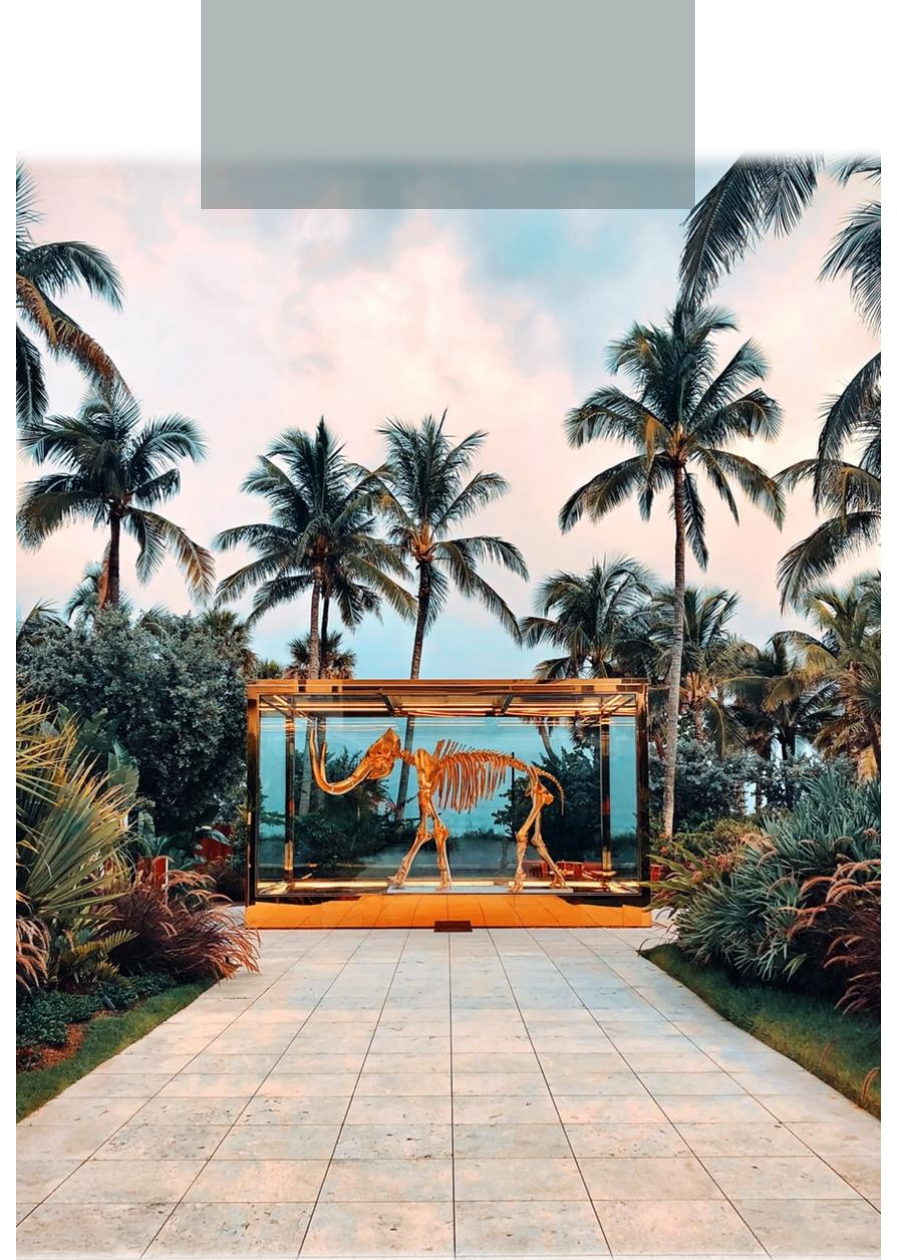
Best,

Roy Carmo Salsinha
President, CEO
Carmo Companies



BY THE NUMBERS

- \$5+ Trillion AUM in attendance
- 250+ Total participants
- 125+ Institutional & Private Wealth Investors
- 125+ Investment Firms/ Funds
- 5 Industry Exclusive Panel Sessions
- 5 Hours of Networking/Speed Dating
- 1 Full day Conference
- 1 Pre-Event Networking Cocktail
- 7 Days of Slack networking tool access





IN ATTENDANCE

C-Level Executives

- Corporate Pension Funds
- Endowments
- Foundations
- Private Equity Funds, Venture Capital Firms, Real Estate Firms,
- Hedge Funds
- Public Pension Funds
- Fund of Funds
- Sovereign Wealth Funds
- Family Offices, Multifamily Offices and Private Banks
- Government officials
- Economists
- Banks and Investment Banks
- Lawyers
- Auditors
- Commercial Service Providers
- Private Debt Funds

INSTITUTIONAL PARTNERS



**ROBERT F.
KENNEDY
HUMAN
RIGHTS**

**COMPASS
INVESTORS**



SPONSORS



Cadre is a commercial real estate investment manager that provides individuals access to invest alongside institutions in handpicked assets on their tech-driven platform. The firm uses proprietary models and machine learning to supplement the insights of their experienced investment professionals. They follow a highly disciplined process, which includes innovations in market selection, active ownership, and rigorous due diligence. Cadre's mission is to expand access to this essential asset class, which has long contributed to legacy wealth. As a fiduciary, Cadre has a distinct legal responsibility to investors. Cadre employees co-invest alongside clients to align their financial interests, tying capital to joint investment success. Since inception, Cadre has earned investors \$27.5% realized net IRR in more than \$5 billion of real estate transactions across the U.S.



Catalyst Investors is a growth equity firm investing in high-growth technology companies. Catalyst employs a proactive, research-based approach and partners with world-class companies and management teams to help them scale and create long-term value. The firm specializes in B2B businesses and has invested in sectors including healthcare, education, agriculture, real estate, and security, among others. Catalyst is based in New York City and is currently investing its fifth fund.



Cobra Carmo Group is a vertically integrated, real estate development company delivering institutional quality, purpose-built residential rental communities within the four major metropolitan areas of Texas. Born in Mexico, Raised in Texas, Cobra Carmo is a joint venture between Mexico City based Cobra Development and New York based Carmo Companies. Together, the partners have developed and invested in over 5 million square feet of commercial and residential projects across North America.



With a combined 60 years of professional experience across investing, technology, and cybersecurity, we create investment vehicles in the cryptocurrency space which seek to generate asymmetric risk-adjusted returns. Our mindset is focused on anti-fragility, meaning we like volatility. Markets are not linear; in our view, they're typically elastic. To us, these are opportunities, not challenges. Volatility is where we began since we started in crypto, so we're adapted to make the most of it. Our two live battle-tested funds are designed to generate consistent returns as much as possible, despite highly inconsistent markets. We are three friends, colleagues, and business partners who are passionate about and dedicated to being the best in the cryptocurrency space.



SPONSORS



Concord Health Partners is a healthcare focused private market investment firm with a strategic model focused on providing growth capital to healthcare companies with innovative business-to-business technologies and solutions for providers and payors that lower costs, improve quality and/or expand access to care. The Concord team has extensive healthcare industry knowledge to support our full scope of our investment activities. We also have a broad network of proprietary relationships that bring supplemental resources, thought leadership and domain expertise as needed. Our collective knowledge, relationships and resources enable Concord to identify compelling opportunities that create incremental value for all interested parties.



Headquartered in Baltimore, Maryland and founded in 1960, CRC is a full-service commercial real estate and investment company focused on acquiring and operating retail and multifamily properties. The privately held firm owns and manages a diversified portfolio of retail centers consisting of more than seven million square feet of commercial space and approximately 9,000 apartment homes across ten states, with a portfolio value exceeding \$3.2 billion.



Dimension Credit Fund II LP is a top-decile specialty finance fund that provides 1st lien, senior secured facilities ("Revolvers") to its borrowers at an interest rate of 16-20%+. The 7+ year track record has generated 18%+ historical annualized average gross yields. A monthly cash flow sweep to investors occurs annually until a 12-14% IRR is achieved. The GP is aligned through a \$20MM 1st loss tranche. The Revolvers are collateralized over 2x and the portfolio has had zero defaults since inception in 2014.



Elevate Capital is a Diversity, Equity and Inclusion focused fund that invests in US-based early-stage startups led by underrepresented entrepreneurs, including women, BIPOC, LGBTQ+, and veterans. Since 2016, Elevate Capital has invested nearly \$50 Million in 57 startups, of which more than 95% are led by diverse founders, including 75% in women, 67% in BIPOC, and 10% in LGBTQ+ founders. Elevate Capital Fund I has outperformed VC industry benchmarks.



SPONSORS



Frontera West is a partnership between Frontera Real Estate (self storage specialists) and Westlake Urban (Chang family office), focusing on self-storage acquisition and development opportunities in the western United States. Frontera Real Estate has acquired and developed over a million square feet of self storage. Westlake is a 50-year old family office based in the San Francisco Bay Area with over \$750M of assets under management, 85% of which is on balance sheet real estate (multi-family, office, retail, hotel and land). Westlake is a vertically integrated owner-operator with a robust development pipeline. In the last year, the partnership has closed on four acquisitions, two in Utah and two in California. Frontera West believes in building and preserving wealth through disciplined investing in well-researched opportunities. We strive to find undervalued commercial assets and maximize the asset's potential and returns to our investors.



Gaingels is a leading LGBTQIA+/Allies investment syndicate, and one of the largest and most active private investors in North America¹ dedicated to supporting diversity in leadership at all levels within the venture capital ecosystem. Gaingels co-invests with select venture capital leads in companies resolved on building diverse and inclusive teams. We seek to drive top returns while influencing the ecosystem and representing the LGBTQ community, its allies, and a diverse group of investors within the capital stack of its portfolio companies. To this day, we include over 2000 individual members, who are accredited investors interested in helping diversify the ecosystem and realize outstanding returns by investing in some of the most exciting companies within the innovation economy, with leadership that is as committed as we are to building diverse and inclusive companies.



JTC Americas, formerly NES Financial, is the US division of JTC Group, a multi-jurisdictional provider of fund, corporate and private client services. Listed on the London Stock Exchange's FTSE 250 Index, JTC Group administers more than \$130 billion in assets and employs more than 1,200 people in 26 offices worldwide. JTC Americas is a leader in specialty financial administration, serving markets characterized by high administrative complexity, elevated transaction security needs and challenging compliance requirements.



Kingbird deploys capital on behalf of Grupo Ferré Rangel and third-party family offices and other investors. As a family office investor and partner with a fiduciary mindset, Kingbird understands the importance of institutional best practices and open communication and is focused on protection and capital growth. The Kingbird executive management team has over 60 years of real estate investment experience with first-tier public companies, institutional real estate funds and family offices. With a commitment to trust, transparency and aligned interests, Kingbird builds long-term value by investing in a diversified portfolio of carefully selected properties, guided by a highly disciplined investment process, an experienced team and collaboration with carefully-selected local operating partners.



SPONSORS



Longitude Capital is a leading healthcare venture capital firm that invests in transformative biotechnology, medical technology, and health solutions companies seeking to improve clinical outcomes, enhance quality of life, and drive efficiency of healthcare delivery. Founded in 2006, Longitude Capital invests in both privately held and publicly traded companies through a variety of investment approaches. Longitude Capital has offices in Menlo Park, CA, Boston, MA, and Greenwich, CT. For more information, please visit <http://www.longitudecapital.com>



Manifold is a market leading quantitative investment firm focussed on the cryptocurrency space. The founding teams' intent was to introduce investment funds that would generate superior, risk-adjusted rewards through cycles and do so in a steady and consistent manner. These high-sharpe strategies avoid the dramatic drawdowns characteristic of long-biased or high-beta strategies. To that end, Manifold has combined quants and engineers from traditional financial backgrounds with world-class on-chain developers, traders, and thinkers to create a deep and diverse talent pool that draws on all the skill sets required to outperform. The firm has a reputation for its proprietary node and MEV infrastructure, seamless navigation across centralized exchange and on-chain trading opportunities, and its unique, hybrid research model and low latency trading system. Our market-neutral investment strategy has outperformed most traditional assets and commodities throughout this turbulent year.



Measure 8 was launched in 2018 by private equity veteran Boris Jordan, founder of Curaleaf Holdings, the largest cannabis company by revenue. Created to capitalize on the emergence of the U.S. and global cannabis industry, Measure 8 manages VC and HF vehicles to capture the range of opportunities across different investment horizons and in both public and private markets. The team's experience, prior operational roles and successful cannabis track record place the firm at the epicenter of the industry, with a global network leading to proprietary deals and preferred terms. The firm's focus on select strategic relationships and its ability to provide operational assistance and ecosystem benefits make Measure 8 a preferred partner to portfolio companies. Measure 8 deployed the most capital of any cannabis VC over the past two years, according to Business Insider.



Located in North Carolina's Research Triangle, NovaQuest was founded in 2010 by a team of accomplished industry professionals who began working together in 2000. A premier biopharmaceuticals investment firm, NovaQuest pioneered a PRODUCT FINANCE™ capital solution for the industry, providing at-risk, non-dilutive funding that enables partner companies to advance pivotal clinical trials, launch new brands, license products, and acquire accretive products. With more than \$2.5 billion raised across four funds, NovaQuest has invested in scores of biopharmaceutical assets across therapeutic areas with a clinical success rate significantly higher than the industry average. NovaQuest has investment platforms in human and animal health verticals.



SPONSORS



Skyhaus is a vertically integrated residential developer in Mexico City. Our company focuses on high demand markets catering to the growing middle-class niche. Through our unique approach we offer investment portfolios that maximize returns for our investors taking advantage of our excellence of execution in construction and an efficient strategy to sell / rent / stabilize our product. We have 20+ years of proven experience in our market.



Founded in 2010, Star Mountain Capital is a lower middle-market direct lending manager focused on two investment strategies: 1) providing debt and equity capital to established, growing small and medium-sized companies; and 2) purchasing LP positions, generally at a discount, from other investors in lower middle-market funds. Star Mountain manages +\$3 billion of AUM through funds and SMAs for some of the world's most sophisticated investors, including individuals, family offices, insurance companies, wealth managers, endowments / foundations, and pension plans. Star Mountain is 100% employee-owned and 100% of employees share in the investment profits across 90+ full-time team members and senior advisors/operating partners. Star Mountain's specialty is helping grow privately-owned businesses, both organically and through acquisitions, that have at least \$15 million of annual revenues and under \$50 million of EBITDA. Star Mountain has closed over 135 direct investments and 25 secondary / fund investments since its inception.



Velvet is a free tool for institutional investors to source, evaluate, and invest into unique emerging managers at scale across Venture, PE, and Hedge funds. We automate a large portion of the information gathering and diligence process by creating fully-vetted fund listings with in-depth information on everything an endowment would want to receive before making an allocation. We do this all for free for investors to empower them to make more data-driven decisions and increase their manager selection alpha by giving them unfettered access and transparency to a marketplace of managers across different verticals without having to pay for databases or investment advisors.



Westmount Realty Capital, LLC is a time-tested, privately held, Dallas-based commercial real estate company that has achieved exceptional performance, with a core team in place, for more than 30 years. Westmount is seen as an innovator and leading-edge company in the industry and is a relationship-driven trusted operating partner of numerous U.S. and foreign institutional and private capital sources. The company is active within the U.S., specializing in value add and opportunistic investments, and has navigated successfully through multiple market cycles. For additional information, contact www.westmountrc.com.



Alexis Ohanian

Founder of Seven Seven Six & Co-Founder and Former Executive Chairman of Reddit (Miami)

Alexis Ohanian is a tech founder and venture capitalist. He's written a national bestselling book, *Without Their Permission*, and co-founded Reddit, one of the largest websites in the U.S. currently valued at more than \$10B. In 2020 he founded Seven Seven Six, a new firm built like a technology company that deploys venture capital with over \$769M assets under management. In 2022 he launched the 776 Foundation to support marginalized individuals and announced a \$20M commitment to climate action through his new 776 Fellowship Program. Ohanian is also an advocate for paid family leave and the lead founding investor of the NWSL's Angel City Football Club.



Charmel Maynard

Chief Investment Officer, University of Miami (Miami)

Charmel Maynard currently serves as Associate Vice President, Chief Investment Officer, and University treasurer for the University of Miami. In this capacity, he leads the University's efforts to invest over \$4B in assets, including endowment and pension funds. Mr. Maynard is also responsible for the University's ~\$1.5B capital structure, including liquidity and debt issuances. Additionally, he manages treasury and cash management. Mr. Maynard was previously a vice president with J.P. Morgan's Investment Bank in New York City. During his 10-year career with J.P. Morgan, he focused on investment banking debt capital markets and leveraged finance, where he advised clients on capital structure solutions, deal structuring, and execution of syndicated revolving credit facilities, institutional term loans, and bond issuances. He currently serves on the Sculptor Capital Management Board of Directors (NYSE: SCU), Sculptor Acquisition Corp I (NYSE: SCUA^), Mead Art Museum board as the chair of the Budget Committee, Landed Board of Directors, Catalyst Miami Board of Directors (Finance Committee), Knight Foundation Community Advisory Board and Black Angels Miami Board. Mr. Maynard holds a Bachelor of Arts in political science from Amherst College.



Tim Draper

Founder, Draper Associates/DFJ/Draper University (Redwood City)

Tim Draper founded Draper Associates, DFJ and the Draper Venture Network, a global network of venture capital funds. Funded Coinbase, Baidu, Tesla, Skype, SpaceX, Twitch, Hotmail, Focus Media, Robinhood, Athenahealth, Box, Cruise Automation, Carta, Planet, PTC and 15 other unicorns from early/first rounds. He is a supporter and global thought leader for entrepreneurs everywhere, and is a leading spokesperson for Bitcoin and decentralization, having won the Bitcoin US Marshall's auction in 2014, invested in over 50 crypto companies, and led investments in Coinbase, Ledger, Tezos, and Bancor, among others. He is regularly featured on all major networks as a proponent for entrepreneurship, innovative governance, free markets and Bitcoin, and has received various awards and honors including the World Entrepreneurship Forum's "Entrepreneur of the World," and is listed as one of the top 100 most powerful people in finance by Worth Magazine, the top 20 most influential people in Crypto by CryptoWeekly, #1 most networked VC by AlwaysOn, #7 on the Forbes Midas List, member of the Global Guru 30 Startup Gurus in the world, and #48 most influential Harvard Alum.



Lance Armstrong

Managing Partner, NEXT VENTURES (Austin)

A globally known cyclist and endurance athlete, Lance remains passionate about the benefits of an active lifestyle. Through his decades of competitive racing, Lance has developed extensive worldwide contacts in the sports, fitness and health markets, regularly being invited to review early stage companies. His extensive connections have resulted in highly successful early investments in DocuSign and Uber that reflect his strong investment insights. In this digital age Lance understands the importance of digital brand building and the power of influencers. Lance currently hosts THEMOMOVE, a podcast that provides analysis of stages of the Tour de France and other cycling and endurance races; this podcast has had millions of downloads and has been ranked in the top 10 in the sports and recreation category on Apple's iTunes. He also hosts a podcast called THE FORWARD where Armstrong interviews authors, musicians, athletes, politicians and influencers from all walks of life. These form the cornerstones of WEDŪ MEDIA, part of his WEDŪ brand, a budding community of endurance athletes who go Forward, Never Straight.



Alex Abrams

Managing Director, StepStone Group (Miami)

Mr. Abrams is a member of the real estate investment team. Prior to joining StepStone, Mr. Abrams was a principal at GCM Grosvenor, where he focused on its real estate primary funds (previously part of Credit Suisse as the Customized Fund Investment Group). Before that he was an associate attorney at Goodwin Procter and Orrick where he focused on private real estate and fund formation. Mr. Abrams received a JD from Boston College Law School and a BA from the University of Pennsylvania.



Juan Pablo Martinez

Principal, Measure 8 Venture Partners (New York)

Juan Pablo Martinez is a Principal at Measure 8 and has advised on more than \$2 billion of cannabis transactions. He focuses on opportunities from brands and multi-state operators to genetics, AgTech, biosynthesis and the SaaS/DaaS platforms forming the backbone of the emerging global industry. As a strategic advisor to Curaleaf Holdings, he contributed to the operational and M&A strategy that propelled the company to its present position as the world's largest cannabis company. Over the past five years he has analyzed hundreds of cannabis and ancillary businesses from seed stage to pre-public, developing comprehensive knowledge of success factors in this complex, nascent, high growth sector. Previously Mr. Martinez worked as Senior Analyst at Fredericks Michael & Co., a cross-border M&A boutique, where he focused on European, North American, and LatAm mergers, acquisitions, and divestitures in industries including healthcare, consumer products, aerospace & defense and real estate. He holds a BA from Babson College, and a General Course degree from the London School of Economics.



Brant Brown

President and COO, Westmount Realty Capital (Dallas)

Brant Brown serves as president for Westmount Realty Capital, a privately held, Dallas-based commercial real estate company that has achieved exceptional performance for more than 30 years. With an enhanced focus on company growth, Brant and founder Cliff Booth will continue to capitalize on the significant opportunities firm has identified in the marketplace while building on its exceptional track record of securing and closing lucrative off-market opportunities. Brant joined Westmount in 2015, serving as the firm's chief financial officer and chief operating officer. He has extensive experience safeguarding investor interests and excels in structured finance and accounting, capital markets, real estate investment performance, investor relations, information technology, marketing and corporate governance and planning. Brant is currently chair of Westmount's operating committee as well as a member of the investment committee. Brant has led the financial analysis and governance for more than \$30 billion in institutional real estate and fixed income investments. He began his career working with endowments and large institutional investors at Merit Energy, a private energy company with more than \$6 billion in portfolio investments. After Merit, he focused on real estate and private equity. He spent the next decade with Fortress Private Equity's Nationstar Mortgage, Invesco Real Estate and Ashford Hospitality

Mark Fitzpatrick

Co-Founder, Glide Capital (Miami)



Mark Fitzpatrick co-founded Glide Capital LLC (“Glide”) in 2015. Glide partners with family offices and other wealth management firms to custom build portfolios of alternative investments. Glide has a deep team of professionals and a unique structure that allows us to create portfolios in a more efficient and cost-effective way. The wealth manager controls the allocations and clients while exporting the legal, operations, investing, technology and back-office functions to Glide. With Glide’s solution, wealth managers can either select from a list of pre-approved funds which have been vetted by the Glide team or they can use their own funds/investments. Glide has built a comprehensive solution for private credit where they have reviewed over 700 funds in the private credit industry and have approved 33 funds for portfolio building purposes. Glide has built proprietary technology that allows wealth managers to access client info, research managers, model portfolios and to review our due diligence process. Glide is an SEC registered advisor based in Miami with 30+ clients internationally and over \$750 million in assets. As a managing partner of Glide, Mark is a senior member of the Investment Committee and is also responsible for building strategic relationships for the firm. Mark has 20+ years experience in operations and business development roles within the alternative investment industry.

Cristian Donoso

CEO, BAF Advisors Corp (Chile)



Mr. Donoso holds a Commercial Engineer degree from Universidad Catolica de Chile. He started his career at Banco Santander in different positions in the Trading Desk, Corporate Banking, and finally as the CEO of Santander Investment Corredores de Bolsa. After 8 years in Santander Mr. Donoso continues his career as the CEO of Corpbanca Corredores de Bolsa, where he stayed until 2013. After that, he started as Asset Management Director at FYNOSA, where he became the CEO of FYNOSA Administradora General de Fondos. Recently, he came to Florida to start a new company called BAF Advisors Corp, where he is responsible for the investing alternatives in the real estate, private debt and venture capital markets for Chilean and other Latam investors.

Joel MacDonald

Chief Operating Officer, Manifold (New York)



Joel Macdonald is a technology executive with extensive commercial experience in e-commerce, software-as-a-service, digital assets and global capital markets. Joel is currently Chief Operating Officer for Manifold, a market leading quantitative systematic investment firm focused on digital assets. Manifold's flagship market-neutral fund has outperformed most indices and other asset classes this year. The firm has combined quants and engineers from traditional financial backgrounds with world-class on-chain developers, traders, and thinkers to create a deep and diverse talent pool that draws on all the skill sets required to outperform. The firm has a reputation for its proprietary node and MEV infrastructure, seamless navigation across centralized exchange and on-chain trading opportunities, and its unique, hybrid research model and low latency trading system. Manifold focuses on quantitative, high sharpe investment products that generate superior, risk-adjusted returns through cycles and do so in a steady and consistent manner. These strategies avoid the dramatic drawdowns characteristic of long-biased or high-beta strategies. Manifold's investors include: Soros, Galaxy, Boothbay, and other tier 1 institutional allocators and family offices.



William Maier

Senior Portfolio Manager, Avenue Capital Group (New York)

Mr. Maier is responsible for assisting with the direction of the investment activities of the Performing Loans Strategy. Prior to joining Avenue in 2016, Mr. Maier spent 26 years at Natixis and its predecessor banks, Natixis and Banque Francaise du Commerce Exterieur (BFCE), where he was one of the founders of the bank's leveraged finance business in the United States. Most recently, Mr. Maier founded and served as Senior Managing Director and Head of Coverage – Americas at Natixis with responsibility for all investment banking client relationships with corporations, financial Institutions and private equity sponsors. As such, he chaired the bank's Client Committee and was a member of the Senior Executive Committee of the Americas for the Corporate & Investment Bank. He was a co-founder and served as Chief Investment Officer of Natixis Credit Opportunities Fund I, L.P. as well as a co-founder and general partner of Natixis Strategic Partners I, II, & III private equity fund-of-funds. Mr. Maier started his career at NatWest Bank and completed the bank's officer training program in New York and London. Mr. Maier received a B.A. with Honors in Philosophy, with a concentration in Law and Economics, from Cornell University (1987).



Luiz Pacheco

Portfolio Manager, Brainvest (Miami)

Portfolio manager for different strategies in the private assets space: responsible for the general alternative investments, private credit and digital assets vehicles Brainvest built for its clients. 10+ years of investment experience. Graduated in Civil Engineering from Universidade Federal do Paraná and has an MBA from Wayne State University. He is a CFA, FRM, and CAIA charter holder and a CFP® professional.



Dave Shekar

Associate Director, Commonfund (New York)

Dave Shekar is a member of the Venture Capital team at Commonfund Capital. Before joining Commonfund Capital, he was an Associate at The Raine Group, a global tech, media, and telecommunications merchant bank based in New York City, where he focused on the firm's growth equity and M&A advisory practices. Before Raine, Dave was a Senior Financial Analyst at Yext, a New York City-based enterprise technology company that went public in 2017, and prior to that, was an Associate at Summit Partners, where focused on sourcing and evaluating growth equity investments in the technology sector. He received his Bachelor of Business Administration (with honors) from the Stephen M. Ross School of Business at the University of Michigan and his Master of Business Administration from Columbia Business School.



Angelique Sellers

Managing Director, Penn State University (Miami)

Ms. Sellers joined the Office of Investment Management at Penn State University in 2011. Prior to joining our office, Angelique was a Co-Chief Investment Officer at Anchor Point Capital LLC, and investment management firm providing hedge fund of funds solutions to institutional clients. Ms Sellers also worked as an Investment Officer with the John S. and James L. Knight Foundation. Ms. Sellers holds a Bachelor of Arts degree in Foreign Languages from Moscow State Linguistic University. She is a CFA Charterholder and a member of the CFA Institute.



Brian Rich

Managing Partner, Catalyst Investors (New York)

Brian is responsible for the general management and investment policy of Catalyst Investors. Brian has served on numerous boards at Catalyst and predecessor funds and served on the board of directors and Executive Committee of the National Venture Capital Association. Prior to co-founding Catalyst, Brian founded and managed TD Capital (USA) Inc. ("TD Capital"). Brian started his career at Intel Corporation in Sunnyvale as an Industrial Engineer. Prior to his MBA from Columbia Business School, Brian was a principal at a San Francisco based start-up.



Dan Rosenbloom

Managing Director, Head of Investments, Cadre (Chicago)

Dan Rosenbloom is a Managing Director, Head of Investments for Cadre, responsible for scaling the firm's investment capabilities. Dan has spent over 25 years building a proven track record in quality private equity real estate transactions. Previously, Dan served as Head of Acquisitions for Cadre, leading the firm's acquisitions team and deal pipeline. Prior to Cadre, Dan led the acquisitions team at GEM Realty Capital while also serving on the investment committee and helping set the firm's investment strategy. Prior to GEM, Dan served as Vice President at Fortress Investment Group, where he focused on acquisitions and originations of equity, mezzanine debt, and other subordinate debt secured by real estate assets and operating companies. Prior to Fortress, Dan worked in J.P. Morgan's syndicate and leverage finance group, focusing on the real estate industry. He also worked at Jones Lang LaSalle, assisting with asset and portfolio sales, asset level debt and equity placements, and corporate finance transactions. Dan holds a B.B.A. from the University of Wisconsin-Madison and M.B.A. from Kellogg School of Management.



Rafael Alcantara-Lansberg

Chief Investment Officer & Managing Director, Harbor Ithaka (Miami)

Rafael Alcantara-Lansberg started working in the financial markets in mid-1997 on an EM bond & arbitrage trading desk. He currently heads the firm's global macro research and portfolio construction & management efforts. His areas of interest include portfolio theory, risk-driven allocation, and the psychology of markets. Harbor Ithaka is an Investment Consulting firm specializing in risk management and alternative investment solutions, serving large families and groups with complex balance sheet dynamics.



Jose Fernandez

Partner & Co-COO, StepStone Group (New York & La Jolla)

Mr. Fernandez is the Co-COO of StepStone Group and a member of the private equity team where he focuses on US-based small market managers and Latin American investments. He is also involved in the Firm's ESG and diversity initiatives, as well as various investment activities, and is a member of the board of directors. Prior to co-founding StepStone, Mr. Fernandez was a managing director of Pacific Corporate Group, a private equity investment firm for institutional investors. Mr. Fernandez previously worked with Latham and Watkins LLP's private equity/investment fund group, a practice focused on joint ventures and the structuring, negotiation and operation of pooled investment vehicles such as private equity funds. Mr. Fernandez received his BA from the University of Michigan, Ann Arbor and JD from Stanford Law School.



Gabriel Simkin

Senior Investment Analyst, Greater Miami Jewish Federation (Miami)

Gabriel Simkin is the Senior Investment Analyst of the Greater Miami Jewish Federation. In this role, he staffs the Investment Committee and oversees the management and investment of community assets. Prior to joining GMJF in 2018, Gabriel was an Associate at Sunrise Securities, where he provided investment banking advisory services to companies engaging in M&A, capital raises, and restructuring transactions. Gabriel received a B.S., in Finance & B.A., in Economics from Yeshiva University in New York, NY in 2016, and holds the Chartered Financial Analyst and Chartered Alternative Investment Analyst designation.



Thomas J. DeCoene

Senior Director, Shelter Rock Capital Advisors (New York)

Thomas DeCoene is a structured finance and capital markets professional. Thomas has extensive international experience across a wide range of financial products, markets, and countries in positions of increased responsibility. Born in Belgium, he moved to Brazil in 1971 and lived there for 14 years, working for Citibank in various corporate banking positions. In 1985, he was transferred to New York where he worked in Citibank's investment banking division, and in 1990, he moved to Tokyo to head its emerging markets group. Subsequently, he joined LTCB Latin America Inc. (a wholly owned U.S. broker dealer of The Long-Term Credit Bank of Japan), as the Managing Partner in Tokyo, and in 1995, he returned to New York as CEO. In 1998, Thomas joined GE Capital Markets Services in Stamford, Connecticut to build an emerging markets syndication group, and in 2000 he was transferred back to Tokyo to head up GE Capital's Capital Markets Services. In 2003 he moved to Luxemburg to run the European capital markets operations of Unibanco, and as a consequence of the merger, in April 2005, he joined Itaú USA Securities Inc. in New York, as President. In 2011 he founded Global Capital Access LLC a US Broker Dealer, member FINRA/SPIC. In 2014 he founded DeCoene Holdings LLC. (DCH), a real estate advisory firm, serving Brazilian family offices invested in US prime real estate. In 2018 he joined Shelter Rock a US Broker Dealer (www.shelterrock.com) and is responsible for distribution in Latin America and as Chief Compliance Officer. In November 2001, Thomas was elected the founding President of the Brazilian Chamber of Commerce in Tokyo, Japan. He is currently a Director of the Brazilian American Chamber of Commerce in NY. In 2016, he was elected Vice Chairman of the Person of the Year Organizational Committee of the Brazilian American Chamber of Commerce in NY for that year.



Austin Ericson

Legal Counsel and Chief Compliance Officer, Star Mountain Capital (New York & Tampa)

Mr. Ericson is the Legal Counsel and Chief Compliance Officer of Star Mountain Capital, a specialized investment manager with over \$3 billion in assets under management focused on investing in established, private small and medium-sized North American businesses (lower middle-market). Prior to joining Star Mountain Mr. Ericson was Assistant General Counsel of H.I.G. Capital, a \$50+ billion AUM global alternative investment firm. Mr. Ericson previously worked in McDermott, Will & Emery's private equity mergers and acquisitions practice. He received his BA from the University of South Florida and his JD, cum laude, from the University of Florida Levin College of Law. Mr. Ericson is also an adjunct professor at the University of Miami School of Law where he teaches a course on Drafting and Negotiating Private Equity Related Agreements.



Derek Schmidt

Managing Director, Concord Health Partners (New York)

Mr. Schmidt is a Managing Director with over 19 years of experience in investments across both the public and private markets, with over 9 years of dedicated healthcare investment experience. Prior to joining Concord, he served as the Director of Private Equity for Marquette Associates where he directed private equity and venture capital program construction, including manager selection, co-investment and secondary deployment. Prior to Marquette Associates, Mr. Schmidt worked as an Equity Analyst at Piper Jaffray and a Global Associate at William Blair, with a focus on investing across the healthcare sector. He previously worked within private markets at Huron Consulting in their transaction advisory group, where he assisted healthcare systems with their M&A strategy.



James Danforth

Director of Alternative Investments, True Capital Management (San Francisco)

Director of Alternative Investments responsible for research and investments into both fund and direct investment opportunities in the private markets. Primarily focused on venture capital James has invested \$250mm in VC funds and startups. James oversees the investment of \$1.5 billion on behalf of TRUE clients, most of whom are professional athletes.



Sherri Williams

Partner, The Raine Group (New York)

Sherri is a Partner at Raine. She is the Head of Investor Relations and Fundraising. Prior to joining Raine, she was a Principal at Montgomery & Co., a west-coast based digital media and technology investment bank and a senior member of the Private Placements team in the firm's New York office. Prior to Montgomery, Sherri was an Executive Director at JPMorgan and a senior member of the New York equity private placements team. From 2001 to 2006, Sherri was a Vice President at Rothschild in the private placement group working on a variety of debt, mezzanine and equity private placements for both domestic and European companies. Sherri also worked with the M&A group on financial sponsor coverage and with a team to develop the family's mezzanine co-investment fund. Prior to Rothschild, Sherri was an Associate and Vice President at Credit Suisse First Boston in the Private Finance and Consumer Products investment groups. Sherri has a B.S. in International Economics from Georgetown University's School of Foreign Service where she played on the Division I tennis team. She has an M.B.A. from the Johnson Graduate School of Management at Cornell University. She is on the Board of Trustees for the Randall's Island Park Alliance, one of NYC's major parks with significant sports and recreation facilities, and the Board of Directors for Maureen's Haven, a homeless services organization serving the Hamptons and surrounding areas.



David Fann

Senior Managing Director and Vice Chairman, Apogem Capital (New York)

David Fann is a Senior Managing Director and Vice Chairman of Apogem Capital, a subsidiary of New York Life. He has held senior leadership roles in organizations that have invested over \$50 billion in private equity, private credit, real assets, and real estate for institutional clients. Previously, he was a Partner and Vice Chairman of Aksia LLC. He was also a co-founder, President and CEO of TorreyCove Capital Partners LLC and President and CEO of PCG Asset Management. David also was a Managing Director of US Trust and started his career at Citibank, where he was a Vice President of Citicorp Venture Capital Ltd. He holds a Bachelor of Arts and Sciences degree in Industrial Engineering and Economics from Stanford University. David also serves on the advisory board for the Robert Toigo Foundation and the Association of Asian American Investment Managers.



Ryan DeMattia

Founder & Managing Director, Coindex Capital Management (Atlanta)

Ryan is the founder and Managing Director of Coindex Capital Management where he manages a series of non-directional crypto funds that have outperformed many crypto and traditional market benchmarks since inception with virtually no correlation to crypto or the stock market. Ryan is a tech expert, cryptocurrency early adopter and quantitative analyst, originally published on Bitcoin in 2011. He has bootstrapped previous startups and has 10+ years trading and modeling emergent and exotic markets, with a statistical background concentrated on simulation modeling.



Shareef Abdou

Director & Co-Founder, Coindex Capital Management (Los Angeles)

Shareef is a veteran strategy, operations, and proprietary trading expert. He has a background innovating within institutional finance and brings key expertise in risk management, portfolio construction, process improvement and developing operational strategies. Shareef holds an MBA from UCLA and is based in Los Angeles, CA.



Ted Parkhill

Chief Executive Officer and Founder, Incline Investment Management, LLC (Nevada)

Mr. Parkhill is a founding partner of systematic macro investment manager Incline Investment Management ("IIM"). He is also the co-Founder of Incline Investment Advisors, LLC ("IIA"), a NV-based RIA where he serves as Managing Partner. At IIM he is the CEO that leads the overall business including risk management, portfolio development, operations and business development. He is registered with the National Futures Association as a Principal and Associated Person of IIM. He has served as an Assistant Professor of business and investments at Sierra Nevada College in Lake Tahoe. Mr. Parkhill also provided strategic consulting services to hedge funds through Parkhill Financial, LLC. Prior to IIM he was a director at Zazove Associates a multi-billion dollar quantitative convertible securities manager. He was a senior executive at John W. Henry & Company one of the original Commodity Trading Advisors (John is best known for his ownership of the Boston Red Sox baseball team). He was also Managing Director of a small Commodity Trading Advisor in 2007. Before joining the alternative investment space in 2001, Mr. Parkhill spent over ten years in various management roles in the mutual fund industry, notably with Ivy Mackenzie (the Ivy Funds) in the U.S. and with Investors Group in Canada. He began his career as an investment analyst with Great-West Life. Mr. Parkhill earned his MBA from Cornell University with concentrations in Finance and Marketing.

PRE-EVENT NETWORKING COCKTAIL

Monday, November 28th

5:00pm – 7:00pm EST

Location: Nobu Penthouse: Taiyo Room

Sponsored by:



AGENDA OUTLINE

TUESDAY
November 29th

8:00 AM EST

Registration & Breakfast Networking

Sponsored by:



9:00 AM EST

Opening Remarks

Roy Salsinha, President, CEO, Carmo Companies

9:00 AM EST

Endowment-Style Investing

Leading Institutional Investors discuss their appetite for fund, direct and co-investments. What are their guidelines for investing? How are they viewing this market cycle? How are they minimizing market volatility and generating consistent returns to meet their objectives?

Moderator:

Rafael Alcantara-Lansberg, Chief Investment Officer & Managing Director, Harbor Ithaka

Panelists:

Angelique Sellers, Managing Director, Penn State University

Gabriel Simkin, Senior Investment Analyst, Greater Miami Jewish Federation

David Fann, Senior Managing Director and Vice Chairman, Apogem Capital

Jose Fernandez, Partner & Co-COO, StepStone Group

10:00 AM EST

Keynote Discussion: Institutional Crypto

Alexis Ohanian and Charmel Maynard discuss current crypto market sentiment, challenges and opportunities ahead for the asset class.

Moderator:

Shareef Abdou, Director & Co-Founder, Coindex Capital Management

Keynote Speakers:

Alexis Ohanian, Founder, Seven Seven Six & Co-Founder and Former Executive Chairman, Reddit

Charmel Maynard, Chief Investment Officer, University of Miami



AGENDA OUTLINE

10:30 AM EST

AM Networking Break

Sponsored by:



11:00 AM EST

Private Equity Real Estate

Within Real Estate, investors have rotated to higher risk-return strategies relative to their pandemic preferences, which perhaps reflects investors anticipating buying opportunities in a stressed or distressed environment. Fundraising in opportunistic and value-add strategies have grown sharply, while open-end core and core-plus funds experienced net outflows. Leading GPs discuss how they are approaching investor concerns regarding rising inflation and interest rates and where they are finding the best risk-adjusted returns in this asset class.

Moderator:

Thomas J. DeCoene, Senior Director, Shelter Rock Capital Advisors

Panelists:

Brant Brown, President and COO, Westmount Realty Capital

Alex Abrams, Managing Director, Stepstone Group

Dan Rosenbloom, Managing Director, Head of Investments, Cadre

12:00 PM EST

Alternative Credit- An Asset Class for All Seasons

Private debt is the only asset class to grow fundraising every year since 2011. This asset class has shown to have cyclical resilience due to the diversity of its sub-strategies. On this panel private credit managers and investors discuss how they have positioned their strategies to withstand high inflation and a potential recession. What is alternative credit's role in an investor portfolio?

Moderator:

Austin Ericson, Legal Counsel and Chief Compliance Officer, Star Mountain Capital

Panelists:

Mark Fitzpatrick, Co-Founder, Glide Capital

Cristian Donoso, CEO, BAF Advisors Corp

William Maier, Senior Portfolio Manager, Avenue Capital Group

Luiz Pacheco, Portfolio Manager, Brainvest

AGENDA OUTLINE

1:00 PM EST

Networking Luncheon

Sponsored by:



2:30 PM EST

The Rise of Growth Equity

Growth equity's increased fundraising has been driven by its improving return profile, the significant capital flows into VC and subsequent expansion of the investable pool of growth companies, and the increased supply of growth vehicles, especially from established multi asset managers. On this panel, leading investors discuss their investment strategy in the growth equity and venture capital space.

Moderator:

Sherri Williams, Partner, **The Raine Group**

Panelists:

Dave Shekar, Associate Director, **Commonfund**

Brian Rich, Managing Partner, **Catalyst Investors**

Derek Schmidt, Managing Director, **Concord Health Partners**

3:15 PM EST

Uncorrelated & Niche Investment Strategies

Niche strategies help investors overcome potential drawbacks of traditional investment alternatives. On this panel, leading investment experts discuss their private investment theses and how they are achieving superior risk-adjusted returns that appeal to investors.

Moderator:

Joel MacDonald, Chief Operating Officer, **Manifold**

Panelists:

Juan Pablo Martinez, Principal, **Measure 8 Venture Partners**

Ted Parkhill, Chief Executive Officer and Founder, **Incline Investment Management, LLC**

Ryan DeMattia, Founder & Managing Director, **Coindex Capital**



AGENDA OUTLINE

4:00 PM EST

PM Networking Break

Sponsored by:



4:30 PM EST

Keynote Discussion: Onward and Upward

Tim Draper and Lance Armstrong have an open conversation discussing successes and challenges in life and as investors. They will dive into perspectives on current market conditions and will specifically discuss venture investments in health, wellness and sports.

Keynote Speakers:

Tim Draper, Founder, Draper Associates

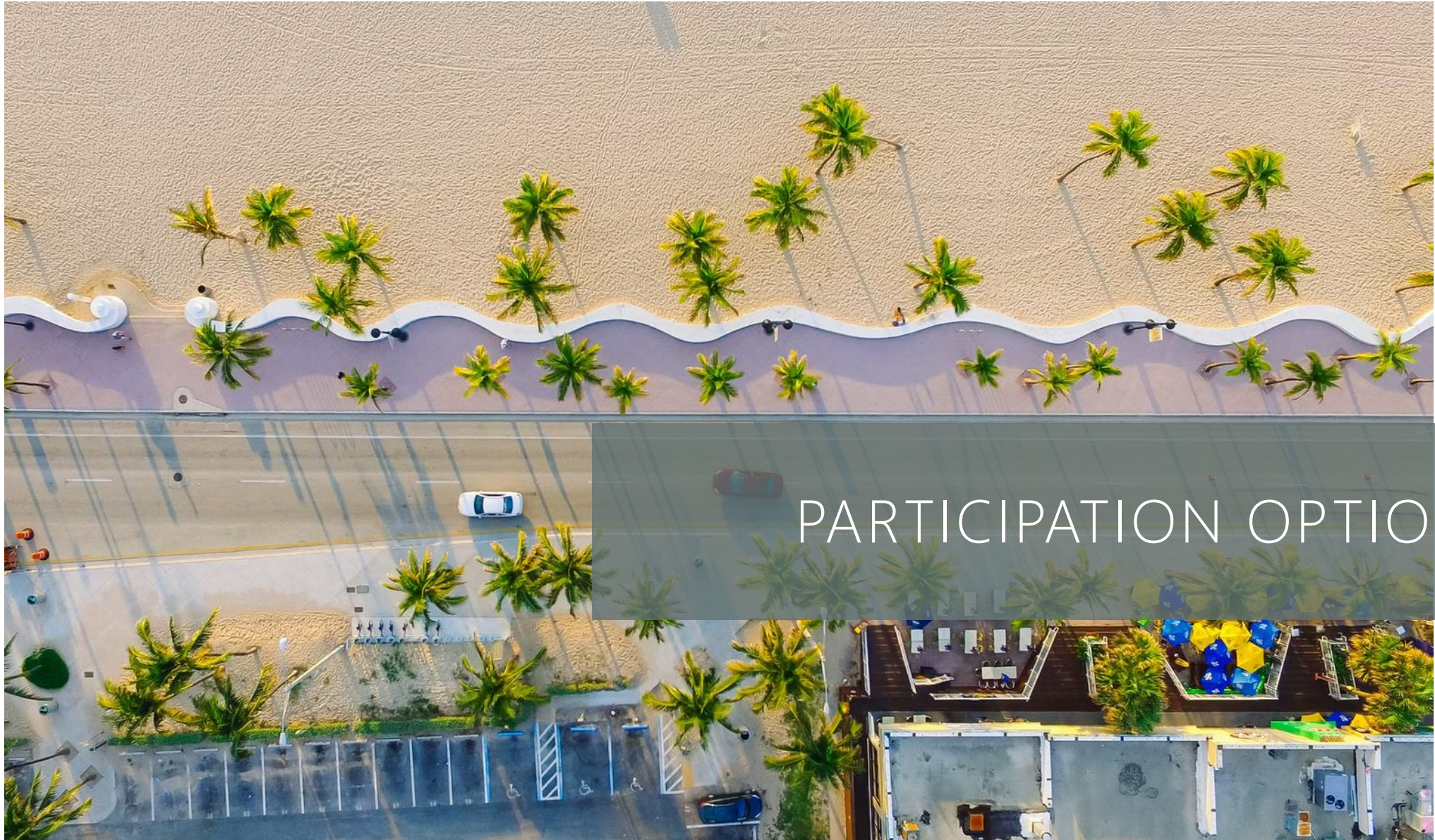
Lance Armstrong, Managing Partner, NEXT VENTURES

Interviewer:

James Danforth, Director of Alternative Investments, True Capital Management

5:00 PM EST

End of Conference Cocktails



PARTICIPATION OPTIONS



PARTICIPATION OPTIONS

COMPLEMENTARY

We only invite Limited Partners at no cost. We qualify LPs as Public Pensions, Corporate Pensions, Pension Consultants, Foundations, Sovereign Wealth Funds, Endowments, Insurance Investors, Single Family Offices, Multi Family Offices, RIAs & UNWI Investors.

Conditions:

- Carmo carefully vets all participants to make sure they fit the LP criteria
- Carmo has the right to refuse any participant from joining should they not meet the criteria
- If you raise external capital, you cannot join on a complimentary basis.
- If you wear two hats, you cannot join on a complimentary basis. (Example: You represent a family, but you also help a fund raise capital) Nope!
- If you are caught sneaking in and pitching a fund or deal, you will be banned from the Carmo platform. You must pay to play.

STANDARD PASS

- **Pass**
 - 1 pass to full conference, event cocktail hours and networking sessions.
 - *Attendee list Not included*
- **Networking App Access**
 - 1 pass to event networking app for 1 week

Early Bird: \$1,500 USD Ends October 14th

Pre-Registration: \$2,000 USD Ends November 18th

Standard: \$2,500 USD



PARTICIPATION OPTIONS

ATTENDEE LIST SPONSORSHIP

- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
 - Pre-event email intros/ Carmo meeting facilitation *NOT* included.
- **Networking Break or Stand (Optional)**
 - Branding and announcement to all attendees during networking break
 - Ability to upgrade food and beverages for networking
 - Sponsor may choose to have 10' x10' space in networking area to distribute marketing material and present information regarding company.
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Networking App Access**
 - 3 Company passes to event networking app for 1 week.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.

\$10,000 USD

CAP-INTRO SPONSORSHIP

- **Meeting Facilitation**
 - Select targeted LP/GP attendees from Event
 - Carmo will professionally introduce via email and help arrange one on one meetings at the event.
 - Carmo to put best effort of obtaining at least 10 LP/GP meetings with client and prospective LPs.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
- **Private Table**
 - Sponsor entitled to a private table in the sponsor lounge a quiet setting reserved for pre-arranged, confirmed meetings
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Networking App Access**
 - 3 Company passes to event networking app for 1 week.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.
 - Entitled to a Full-Page Advertisement in conference brochure

\$12,500 USD

PARTICIPATION OPTIONS

SPEAKING SPONSORSHIP

- **Speaking Position**
 - Client may choose to speak, moderate or present on panel of choice at event of choice
- **Meeting Facilitation**
 - Select targeted LP/GP attendees from Event
 - Carmo will professionally introduce via email and help arrange one on one meetings at the event.
 - Carmo to put best effort of obtaining at least 10 LP/GP meetings with client and prospective LPs.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
- **Private Table**
 - Sponsor entitled to a private table in the sponsor lounge a quiet setting reserved for pre-arranged, confirmed meetings
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Networking App Access**
 - 3 Company passes to event networking app for 1 week.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.
 - Entitled to a Full-Page Advertisement in conference brochure

\$15,000 USD

PRESENTATION SPONSORSHIP

- **Presentation**
 - Stand-Alone 20 Minute presentation at time of choice during the event
- **Meeting Facilitation**
 - Select targeted LP/GP attendees from Event
 - Carmo will professionally introduce via email and help arrange one on one meetings at the event.
 - Carmo to put best effort of obtaining at least 10 LP/GP meetings with client and prospective LPs.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
- **Private Table**
 - Sponsor entitled to a private table in the sponsor lounge a quiet setting reserved for pre-arranged, confirmed meetings
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Networking App Access**
 - 3 Company passes to event networking app for 1 week.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.
 - Entitled to a Full-Page Advertisement in conference brochure

\$30,000 USD

EXCLUSIVE TITLE SPONSORSHIP

- **Priority Brand Placement & Material Distribution**

- Sponsor's Corporate logo to be placed above and in a larger format on the conference brochure, agenda, website, banners and branded event advertisements
- Any research or marketing materials will be made available and/or distributed to all conference attendees.
- Sponsor to include a full-page advertisement to be placed on back cover of conference brochure.
- Sponsor logo and link to sponsor site to be included on a bi-weekly newsletter which will update all confirmed and prospective attendees of event progress.
- Sponsor to have all attendee lanyards with company logo.

- **Exclusivity**

- First access to conference attendee list 3 weeks prior to the event.
- Carmo will provide one on one introductions via email to all prospective clients of choice (funds/investors).
- On-site direction and introduction facilitation to prospective clients
- Dedicated private sponsor room for 1 on 1 meetings

- **Exclusive Sponsor Cocktail/Dinner**

- Carmo to help facilitate private cocktail party/dinner with selected investors night before the event

- **Speaking/ Moderating Positions**

- 2 Moderating/speaking or presentation positions on panel of choice. (first come first serve basis)

- **Company & Speaker Profiling**

- Company description to be published online and in print (150 words max)
- Speaker bio to be published online and in print (150 words max)

- **Conference passes**

- Up to 10 attendee passes for sponsor employee executives

\$70,000 USD



Carmo Companies is a New York based institutional capital introduction consulting firm and professional conference organizer. We work with the most reputable real estate and private equity related operating platforms to establish capital raising relationships with leading private equity funds, institutional investors and private wealth groups located in the Americas and emerging market countries.

Roy Carmo Salsinha
President & CEO
T: +1-646-688-3375
roy.salsinha@carmocapital.com

Erick Cruz
Senior Vice President, Private Equity
T: +1-646-688-5327
erick.cruz@carmocapital.com

Catherine Correia
Vice President, Real Estate & Marketing
T: +1-646-688-3207
catherine.correia@carmocapital.com

Renato Ferreira
Vice President, Private Equity
T: +1-646-688-3375
Renato.ferreira@carmocapital.com

Flavia Correia
Vice President, Real Estate
T: +1-646-688-3207
flavia.correia@carmocapital.com

Nicolás Rodriguez
Vice President, Private Equity
T: +1-646-688-3205
nicolas@carmocapital.com



THANK YOU

49 HUNTINGTON BAY ROAD
HUNTINGTON, NY 11743
www.carmocompanies.com

