



THE SUNBELT REAL ESTATE MEETING

East Miami Hotel, Miami, FL

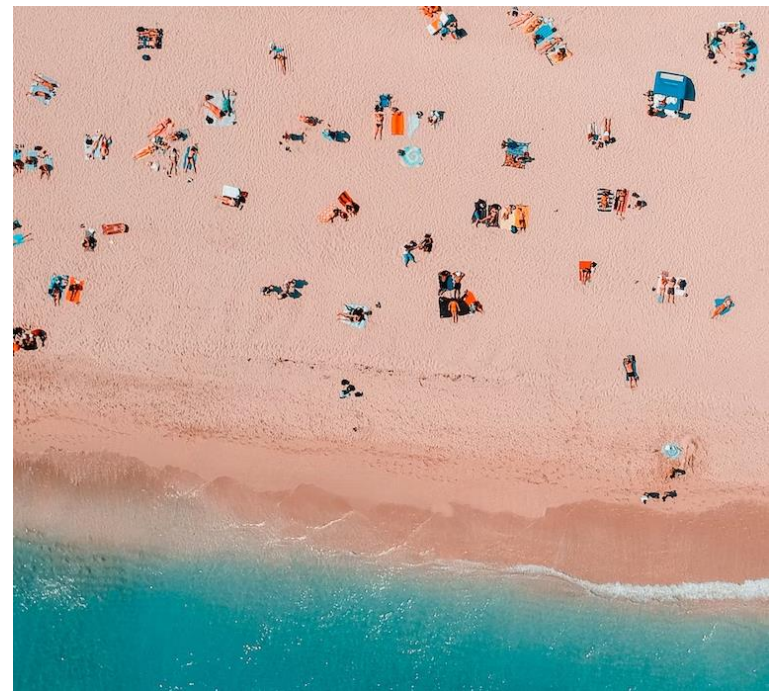
May 2nd & 3rd, 2023

Miami Grand Prix Week



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THE SUNBELT REAL ESTATE MEETING

EAST MIAMI HOTEL, MIAMI, FL
MAY 2ND & 3RD, 2023

Dear Colleague,

The rapid and continued growth in the U.S. Sunbelt has brought outsized commercial real estate investment opportunities to investors. The Sunbelt holds roughly 50 percent of the national population and has accounted for 75% of the total US population growth over the past decade. The region stretches across 18 states in the Southeast and Southwest. The boom is primarily driven by an exodus from high-tax to low tax-states. The Sunbelt has drawn attraction to both millennials in pursuit of a better quality of life as well as a safe haven for aging populations. This event was created to educate US based and international institutional and family office investors on investment opportunities within the sunbelt region. The conference will cover all asset classes including Industrial, Last-Mile Logistics, Multifamily, Single-Family Rental, Office, Self-Storage, Hospitality and Retail.

We look forward to hosting you in Miami and hope you can catch the Formula 1 race after our event

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+ Real Estate Investment Firms/Funds
- 5 Industry Exclusive Panel Sessions
- 5 Hours of Networking/Speed Dating
- 1 Full day Conference
- 1 Pre-Event Networking Cocktail





IN ATTENDANCE

C-Level Executives

- Corporate Pension Funds
- Endowments
- Foundations
- Real Estate Investment 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
- Real Estate Operators
- RIAs
- Real Estate Developers



PREVIOUS SPONSORS



INSTITUTIONAL PARTNERS





2023 SPONSORS



AIC Capital is an Institutional Platform that provides institutions, family offices and Ultra High Net Worth Individuals with Intellectual Capital and Access to Best-in-Class Alternative Investment Solutions. Our proprietary and unique database enables us to provide our clients with differentiated services and opportunities.



BASE EQUITIES

Base Equities is an investment manager providing middle-market preferred equity investments to established sponsors in multifamily and commercial real estate assets in the U.S. Base Equities invests in a diversified portfolio of preferred equity investments to generate equity-level yields with debt-like downside protection at a more justifiable investment basis than common equity. With the current dislocation of the capital markets, the opportunity to provide preferred equity allows for stronger credit, better terms and higher yields.



Beacon Real Estate Group (BREG) is a commercial real estate firm that specializes in the acquisition and management of multifamily, office and retail properties in the Southeastern quadrant of the United States. The firm and its affiliates were founded in 1967 and have more than fifty years of continuous experience. We currently control over 10mm square feet of U.S. commercial real estate. Beacon RE Group currently owns approximately 7,000 multifamily units in the U.S. Southeast, focused on primary and secondary markets. We purchase undercapitalized or mismanaged properties below replacement cost in submarkets with strong demographic trends.



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. Beacon's current commercial portfolio of over 1,000,000 SF of office, and retail properties is also in the U.S. Southeast. Our strategy focuses on local market inefficiencies centered around demographic growth, local policies and under-served endogenous demand drivers.



2023 SPONSORS



Frankforter Group is a third-generation real estate investment and asset management firm that specializes in acquiring institutional-grade multifamily properties across the United States and Canada. With a proven track record of realized returns for its investors, the company prides itself on delivering attractive returns through its private partnerships and fund platforms. Its team of experts leverage deep relationships, combined with a data-driven approach to identify investment opportunities and manage assets to maximize returns. Frankforter Group believes in building long-term relationships with its partners and communities, and its success is a testament to their commitment to excellence.



International Capital Partners (ICP) is a Houston-based stabilized industrial and corporate real estate private equity fund with a current yield target of 9% per year. Its evergreen strategy is executed through a portfolio of over 70 properties in 16 cities across the US. With a 100% track record serving Family Offices and accredited investors since inception in 2017, ICP has positioned itself as a preferred investment choice for rental income.



Keystone is a private markets investment firm specializing in private credit and real estate debt. Founded in 2006, Keystone has invested over \$4.5 billion through multiple managed funds and separate accounts. Keystone's real estate debt strategies include construction lending, acquisition finance, and bridge loans on multi-family, self-storage, and industrial properties. Keystone's 30 team members are based in Salt Lake City, UT and Dallas, TX. www.keystonenational.com



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.



2023 SPONSORS



MarketSpace Capital is a Private Equity Real Estate Firm headquartered in Houston, Texas that focuses on acquisitions and ground up developments of commercial real estate properties throughout the United States. Through our relationships, expertise and disciplined, data-driven analysis, our veteran staff has the capability and experience required to maximize value creation through a comprehensive and programmatic investment philosophy and asset management approach. In addition to producing consistent returns on its investments, MarketSpace Capital seeks to create a positive, economic impact and long-term value for its investors, its properties and the communities in which we serve. Through the experience of a myriad of veteran real estate professionals and its team of advisors and consultants, MSC and its Co-Developers can source, analyze and execute on a large universe of investment opportunities. These investments have historically ranged from a core competency of value creation by taking commercial and raw land, and providing a path forward through entitlement, development and construction, as well as a value-add investment strategy by seeking out those assets where the company's speed, creative structure and nimble resources can capitalize on distressed or opportunistic situations.



Magellan Value Partners (MVP) is a real estate development and investment firm based in Los Angeles, California. The firm was founded in 2016 by long-term real estate veterans who have known and worked with each other for over two decades and successfully acquired, developed, built, and managed over 20 million SF of assets throughout their collective careers. MVP specializes in acquiring value added industrial and self storage assets, or land for development into industrial or self storage properties. Our core focus is acquiring and investing in properties with the potential to add value. With a meticulous eye for site planning and entitlements, and building aesthetics, Magellan Value Partners takes a hands-on approach to their projects. By optimizing operational efficiency and executing value-enhancing initiatives, MVP strives to deliver institutional-quality assets to customers and investors. Our team's years of experience and successful track record, accompanied by loyal friendships, collaboration, and integrity have created a dynamic and authentic firm.



Northmarq is a full-service capital markets resource for commercial real estate investors, offering seamless collaboration with top experts in debt, equity, investment sales, loan servicing, and fund management. The company combines industry-leading capabilities with a flexible structure, enabling its national team of experienced professionals to create innovative solutions for clients. Northmarq's solid foundation and entrepreneurial approach have built an annual transaction volume of more than \$39 billion and a loan servicing portfolio of more than \$76 billion. Through the 2022 acquisition of Stan Johnson Company and Four Pillars Capital Markets, Northmarq established itself as a provider of opportunities across all major asset classes. For more information, visit www.Northmarq.com.



The firm's expertise is in value-add multifamily investments throughout the United States with a primary focus on Texas and the Southeast. Each OREI transaction includes managing and executing a strategic asset repositioning, amenity upgrade, and operational optimization programs to maximize value for stakeholders including tenants, investors, and communities. The firm's deals are capitalized by proprietary funds and programmatic relationships with institutional, family office, and ultra-high-net worth capital partners alongside institutional lenders ranging from agencies, banks, insurance companies and private lending funds. Since its inception in 2001 by its founder, Jeronimo Hirschfeld, One Real Estate Investment (OREI) has grown into a leading value-add multifamily investment firm with a team of 20+ members consisting of departments such as Acquisitions, Asset Management, Development, Legal, Accounting and Investor Compliance and Investor Relations. OREI has over 18,000 units under management with a realized track record in excess of 30% IRR. One Real Estate Investment currently owns and manages a well-diversified portfolio of multifamily real estate valued in excess of \$1.5 Billion, composed of more than 18,000 multifamily apartment units. It has acquired and repositioned over 15,000 class B and C units in primarily 18-hour high growth cities across the United States.



2023 SPONSORS



Peachtree is a private equity investment, asset and fund management firm focusing on opportunistically deploying capital across its distinct operating and real estate divisions, including hospitality, commercial real estate lending, residential development, and capital markets. Since its founding in 2008, the company has completed hundreds of real estate investments valued at more than \$8.2 billion in total market capitalization and currently has more than \$2.5 billion in equity under management. For more information, visit www.peachtreegroup.com.



QuakerLane is a vertically integrated, certified minority-owned business enterprise (MBE) focused on investment and development of commercial and residential properties adjacent to innovation clusters, with over \$400 Million in current assets under management. Our investment thesis emphasizes concentration in submarkets that outperform due to high barriers to entry, adjacent ivy league and applied science universities, public research funding (NIH), private innovation funding (venture capital), and transit accessibility. Our product focus is currently multifamily, industrial, and life science assets, with an emphasis on low cost basis, income appreciation, and selective development. We seek return profiles ranging from core plus to opportunistic, and investment returns exceeding 15% net IRR's to investors. In addition, we are identifying special situations in the credit markets for assets in distress or available at a substantial discount. Our market identification strategy is highly analytical and data-driven, focusing on areas with inefficient pricing dynamics, allowing QuakerLane to acquire assets off-market and with limited competition. With a top-down market identification approach, paired with a bottom-up asset sourcing and execution strategy, we reinforce our presence in these markets and build critical mass to limit competition. QuakerLane seeks to maximize social impact and ESG targets, including environmental sustainability, community benefits, and economic development. We make great investments that matter.



SDI is a U. S. boutique investment firm focusing on a niche investment strategy: under performing debt backed by commercial real estate assets throughout the United States. Founded in 2009, our current team has been together for 7+ years, covering distressed CRE assets with strong performance during both upcycles and downcycles. Each senior management team member has 10+ years of experience with vast knowledge across an array of disciplines including property management, finance, capital markets, acquisitions, law, development, sales, and leasing. SDI has implemented and refined an origination and underwriting process to successfully acquire, manage, and reposition distressed loans and REO leading to opportunistic returns. Our Asset Management team is another cornerstone of our value proposition - the team is comprised of seasoned professionals that bring a common sense and hands on business approach. SDI focuses on what we call the small balance loan market – we concentrate on opportunities in the US\$3-25 Mn range with our sweet spot between US\$5-15 Mn. Our holistic approach seeks to generate alpha by focusing on the highest portion of the capital stack (senior debt) while generating equity-like returns with a lower risk profile compared to other alternative investments.



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.



Eli Moghavem

Founder and Principal, Base Equities (Beverly Hills)

Eli is a Founder and Principal at Base Equities. Eli is responsible for the strategic planning, deal structuring, diligence review and underwriting at the company. Eli oversees all day-to-day activities, including creation of investment strategies, equity capital markets activities and asset management. Prior to joining Base Equities, Eli was a Principal at LaSalle Debt Investors ("LDI" formerly Latitude Management Real Estate Investors). LDI is a subsidiary of LaSalle Investment Management, an investment advisor with over \$20B in AUM. Eli was responsible for loan origination, underwriting and asset management of nearly \$1B. Eli was also involved in the fund formation, fund raising and due diligence of two mortgage REITs for LDI comprised primarily of institutional investors. Eli's experience extends to loan originations, restructurings, and asset management of multifamily, industrial, office, retail and hospitality assets. Prior to joining LDI, Eli worked as the Acquisitions and Portfolio Manager for a local private equity firm. He has also worked in real estate management and real estate brokerage in the Los Angeles area. Eli holds a B.A. in Sustainable Planning and Real Estate Development from University of Southern California.



Vincent DiSalvo

Chief Investment Officer, Kingbird Investment Management (Boston)

As Chief Investment Officer, Mr. DiSalvo is responsible for sourcing and evaluating investment opportunities and implementing Kingbird's investment strategy. Prior to Kingbird, Mr. DiSalvo was a member of the acquisitions group at GID Investment Advisers LLC, a vertically integrated real estate investment/operating company and family office with over 25,000 units and \$20 Billion in assets under management. Mr. DiSalvo underwrote, due diligenced, structured and closed joint venture equity investment opportunities in both income producing multifamily assets and ground up development in multiple major U.S. markets for GID's family office and its institutional partners. Prior to GID, Mr. DiSalvo was part of the investment team at Equity Residential (NYSE: EQR), a \$30 billion real estate investment trust that develops/invests in multifamily real estate across major U.S. markets. He was responsible for analyzing, underwriting, and structuring apartment development and acquisition opportunities. Mr. DiSalvo has underwritten and contributed to the acquisition or development of more than 10,000 units and to the investment of more than \$1.5 Billion in multifamily real estate assets. Mr. DiSalvo earned his Masters in Real Estate Development from Columbia University and has a BS in Finance from Quinnipiac University. He is a member of the Urban Land Institute (ULI), the New York Private Equity Network (NYPEN), and the Real Estate Investment Advisory Council (REIAC).



Thais Gaspar

Alternative Investment Strategist, Brainvest (Miami)

Thais Gaspar is the Global Alternative Investment Strategist for Brainvest Wealth Management, a multifamily office with more than USD 3B in AUM. She is responsible for coordinating and overseeing Brainvest client's current alternative investments positions, that are mainly composed by real estate, venture capital and private debt investments in the US, Europe and Israel. Mrs. Gaspar is also the fund manager of Philae US Debt Opportunities, a \$62M real estate debt fund of funds and Philae US Equity Opportunities, a \$30M real estate equity fund of funds, with exclusive focus on the USA market. She is also an investment committee member of Philae Global Venture Capital, a VC fund of funds, of Private Credit Strategies, a direct lending fund of funds in the USA and of Iberia Income funds I and II, two Spanish bridge loan funds. Mrs. Thais received her bachelor's degree in business administration with greatest honors from Insper Instituto de Ensino e Pesquisa and completed her MBA in finance at Duke University.



Agustin Barrios Gomez

Founding Partner & CEO, International Capital Partners (Houston)

Agustin attended Georgetown University, where he received a degree in international law and economics. He began his professional career at Procter & Gamble in Brand Management and became independent as an asset manager and entrepreneur. He is a graduate of the Harvard Business School Executive Program for Real Estate Management and has a master's in public policy from the Madrid Law School. Agustin is a recognized speaker on finance and investments in North America. In 2016, he founded International Capital Partners (ICP) in association with Capital Real Estate Partners. ICP is focused on stabilized industrial and office properties that provide steady income for qualified investors. The fund currently services hundreds of investors across North America and has significant property holdings in 8 cities across the United States.



Demian Waldman

Managing Partner, Confidas Capital (Miami)

Mr. Waldman joined The Confidas Group in 2014 and with 25+ years of experience in financial services and international business development, was previously Head of Business Development at Bravia Capital an independent manager of public and private equity investments in Brazil. Previously, was a founding partner of Liyen Co., a Dubai-based Investment Advisory Company for Brazilian and Gulf (GCC) business development. Prior was responsible for business development and a partner at Rosenberg Partners, a leading Brazilian M&A and Project Finance independent advisory company, spin-off from Rosenberg & Associados (1985) one of the most distinguished macroeconomic consulting firms in Brazil. And for 9 years, Business Development Manager of Faldini-Belesta Banque d'Affaires, an Investment Company of Belesta AG (Swiss Multi-family Office)) and Faldini Family Office. Mr. Waldman graduated in Business Administration from Fundação Getúlio Vargas (FGV) and attended a University Extension Program in International Business at Sophia University, Tokyo. He is fluent in English, Portuguese, Italian and Spanish and has a good working knowledge of French.



Kevin D. White

Founder and Managing Partner, Spring Hill Capital Advisors (New York)

Kevin D. White is the Founder and Managing Partner of Spring Hill Capital Partners, LLC. Serves as a Vice Chairman, Board of Directors, United States Olympic and Paralympic Foundation (USOPF) and Board Member of the Beginning with Children Foundation (BwCF), a Brooklyn-based charter school management organization. Has 24 years of experience across a wide array of disciplines in structured finance, fixed income, and real estate. Key member of Lehman Brothers Global Real Estate Group; responsible for distribution of internal real estate portfolio, including loans, debt, and bridge equity. Headed Lehman Brothers Global Structured Finance Syndicate, which was comprised of ABS, CDO, CMBS, RMBS, and Principal Finance. Under his tenure, the Firm was awarded IFR's Securitization House of the Year Award in 2006. Other Lehman Brothers roles included heading Fixed Income Middle Markets Institutional Client Group Sales, co-heading Structured Investments Americas, and overseeing Fixed Income distribution for third party Dealer Group Sales. M.B.A. in Finance from Northwestern University's Kellogg Graduate School of Management; B.A. in Chemistry from the College of the Holy Cross. Married and lives in Ridgefield, CT with four young children.



Greg Friedman

Managing Principal, Chief Executive Officer, Peachtree (Atlanta)

Greg has successfully led Peachtree in more than \$6.0 billion in hotel acquisitions, investments and development since co-founding the company. Greg has more than 22 years of hospitality experience with an emphasis on deal-structuring and financing. He was formerly Senior Vice President of Business Development for Specialty Finance Group, LLC, a direct lender providing hotel-first mortgage and FF&E financing, originating more than \$2 billion of hotel debt. Previously, Greg was Vice President of Business Development for GMAC Commercial Mortgage's Asset-Backed Lending Division. He originated, closed, and funded more than 300 hospitality FF&E financing transactions with an aggregate capital structure exceeding \$10 billion during his six-year tenure. Greg holds a Bachelor of Arts in Biology from the University of Texas at Austin. He currently is a board member for the American Hotel & Lodging Association.



Marta Glazier

Managing Director, Raymond James (St. Petersburg)

Marta Glazier joined Raymond James in 2020 as a managing director in Real Estate Investment Banking. Ms. Glazier has over 20 years of experience in the real estate industry, both at public and private organizations. She has structured and executed over \$68 billion of equity and debt real estate transactions on behalf of governments, sovereign wealth funds, financial institutions, financial sponsors and real estate companies. Ms. Glazier began her career in the principal transactions group at Credit Suisse First Boston in New York, where she focused on large loan CMBS originations and completed over 14 transactions worth \$2.5 billion. She later spent three years with Credit Suisse in London, at which time she advised Her Majesty's Treasury on the commercial real estate valuations for the Asset Protection Scheme, which insured over £282 billion of commercial real estate bank debt with taxpayer funds. In 2004, Ms. Glazier founded a Russian investment bank, First Western Capital, which focused on raising capital for Russian banks' residential mortgage programs. Prior to Raymond James, Marta was a managing director at Hegemon Capital, a private investment firm in Tampa, where she oversaw due diligence and investment in 22 separate venture capital investments. Ms. Glazier holds an MBA from the University of Chicago Booth School of Business and a BA from the University of Pennsylvania.



César Pachon

Partner, WE Family Offices (Miami)

César Pachon has worked in the family wealth industry for more than two decades. In 2003, César joined GenSpring Family Offices International, a predecessor to WE Family Offices. César currently serves as partner and advisor. In this role he works with the firm's international client families to enhance their family wealth management, providing them with guidance and advice regarding all of their financial and non-financial needs. César is also a member of the firm's Investment and Implementation Committees. Before joining WE's predecessor in 2003, César was a vice-president of the Middle Market Group at Merrill Lynch in New York, and a member of the Equity Research team at Goldman Sachs in London. Previously, César also worked as a mergers and acquisitions analyst for Warren Capital in London, and as part of the Syndicate Loan Group for Banco Mercantil in Venezuela. César holds a Bachelor of Science degree in Industrial Engineering from Pontificia Universidad Javeriana in Bogotá, Colombia; an MBA from the London Business School in London, England and a Capital Markets degree from the NYU Stern School of Business in New York.



Juan Eduardo Biehl

Partner, Fynsa (Santiago, Chile)

Juan Eduardo Biehl is partner at Fynsa since 2011. He has more than 25 years of experience on financial markets and alternative investments. He is responsible for the FynsaUpper US RE Platform Joint venture with Uppergrowth & business development in Latam. He is also member of the board at Fynsa Holding and Fynsa Asset Management. He previously worked at Celfin Capital, Banchile Inversiones, Central Bank of Chile, and Comision Clasificadora de Riesgo. He has a BA from Universidad Diego Portales, and a MBA from Pontificia Universidad Catolica de Chile.



Gabriel Garcia Daumen

Managing Director, Stelac Advisory Services (Miami)

Gabriel has 20 years of experience in Wealth Management and Equity Research. Former Head Mutual Funds & Alternative Investments, UBS Private Bank; Former Analyst Telecom & Media Industry Latin America, Deutsche Bank; MA International Finance, Brandeis University.



Brandon Nielson

Co-Founder & Managing Partner, Keystone National Group (Salt Lake City)

Mr. Nielson is a Co-Founder of Keystone and a Managing Partner of the firm. Mr. Nielson leads Keystone's real estate investment efforts including real estate lending and debt investments.. Mr. Nielson is active in investment selection, due diligence, and the general management of the firm and is also a voting member of the Keystone Investment Committee. Mr. Nielson previously served as Vice President of Partners Group, a global alternatives investment manager focused on private equity, private debt, and other alternative investment programs Mr. Nielson holds a B.S. in Accounting, as well as an M.B.A. from the Marriott School of Management, both from Brigham Young University.



Ricardo Outi

Founder and Managing Partner, AIC Capital (Miami)

Ricardo is the Founder and Managing Partner of AIC Capital, a platform as a service that provides Institutions, Family Offices and High Net Worth Individuals with intellectual capital and access to alternative investment solutions. Ricardo has 20+ years of global wealth management and alternative investments experience. Prior to founding AIC Capital, Ricardo worked at Citigroup in senior roles including senior investment analyst in Brazil, head of strategy and business development in Miami, head of marketing and sales strategy in Tokyo, head of Citi Ventures-Asia in Singapore. Ricardo has an MBA from the University of Chicago Booth School of Business, with concentration in real estate investing.



Chase Chehade

Senior Vice President, Paramount Group (New York)

Mr Chehade joined Paramount Group in May 2022 as Senior Vice President tasked with spearheading the company's global fundraising efforts. Chehade held the same position with Thor Equities since 2019 where he was responsible for the placement of equity for commercial real estate funds, separate accounts and one-off transactions in the United States, Europe and Mexico; he also served on the firm's executive and investment committees. Mr Chehade previously spent 5 years as Soho Properties' Head of Acquisitions and Capital Markets in addition to 6 years at the investment banks Carlton Group and Greenwich Group where he focused on cross border investments from the Middle East and East Asia. Mr Chehade graduated with honors from New York University with an M.S. in Real Estate and from University of Georgia with a B.B.A in Finance.



Rosemary Sagar

Chief Investment Officer, Sagar Family Office (Miami)

Rosemary Sagar CFA, CIO Sagar Family Office, allocates to alternatives funds since 2004. She oversees IP law firm Remfry & Sagar (www.remfry.com), and is Chair of The Sagar School (www.thesagarschool.org). 2005-2022: CIO, Kingdon Foundation at Kingdon Capital Management LLC. 1996-2004: Head of Global Investments at US Trust. 1990-1996: SVP, International Equities at GE Investments; Chair, GE UK pension fund; Board Member, GE Netherlands Pension Fund. Previously, Co-Director European Research at Baring Securities; VP, International Research at Drexel Burnham Lambert and the first international equity analyst at Morgan Stanley. Member of: Advisory Council of Greenwich Economic Forum; Executive Committee of WorkingNation; NY Committee of Human Rights Watch. Past: International Advisory Board of NYSE/Euronext; Comex and Polish Private Equity Fund; Trustee and Co-Chair of the Investment Committee, Rumsey Hall School. MBA, Columbia University; BSBA, Boston University (summa cum laude, Beta Gamma Sigma), 'degré supérieur' ("bien" honors), Sorbonne. Fluent in German and French.



Alberto Pagan-Matos

Director of Business Development, Glide Capital LLC (Miami)

ALBERTO PAGAN-MATOS, CFA is Director of Business Development at Glide Capital LLC. Alberto has 28-years of experience in the financial industry and began his Wall Street career in 1992 as an equity analyst. He later moved to Capital Markets, advising investment firms and pension funds with their equity holdings in the International Markets. He spent a total of 18 years in New York in various leadership roles across investments and wealth management in the U.S. and overseas for various firms including Nomura Securities, HSBC, Deutsche Bank and Morgan Stanley. Alberto earned an MBA Degree from the University of California at Berkeley in 1992, and a BA in Finance and Economics from the University of Massachusetts at Amherst in 1987. He earned the Chartered Financial Analyst (CFA) designation in 2002.



Claudia Betancourt

Managing Director, Civitas Capital Group (Dallas)

Claudia Betancourt is Managing Director of Investor Relations at Civitas Capital Group and is responsible for building the market for Civitas' alternative investment products among high net worth individuals, family offices, and institutions around the world and coordinating within the Company to develop relevant products and services to meet the demands of these clients. Claudia Betancourt has thirteen years of global experience in private equity, investment banking and business development. Previously, Claudia was Managing Director at Commerce Street Capital (CSC), a provider of capital to middle-market companies and alternative investment opportunities for accredited investors. Prior to joining CSC, Claudia worked as a Managing Director of a boutique private equity firm and was in charge of the international portfolio and operations in South America. She was responsible for origination, negotiation, and transaction execution of companies in real estate, technology and mining. She also served as Sr. Vice President of Development at Best Associates, a private equity and venture capital looking to acquire higher education institutions in Latin America.



Carlos Febres-Mazzei

Managing Principal and Founder, Quaker Lane Capital (Boston)

Carlos is a lifelong real estate professional, having spent over 12 years advising developers and institutional investors on complex equity and debt capitalizations, sales, and capital markets advisory while at Eastdil Secured, CBRE, and HFF, with over \$19 Billion in total transaction experience in knowledge markets across the United States including life science, urban mixed-use, office, and most product types, most recently in Boston, Cambridge, San Francisco, and Seattle. Carlos has a Bachelors in Landscape Architecture with a focus in Urban Planning, and a full-time MBA (magna cum laude) from Babson College. He was awarded the Boston Business Journal "40under40" in 2012 and Urban Land Institute's Global "40under40" in 2014. Carlos sits on numerous non-profit boards and committees, including Global Governing Trustees for ULI, District Council Chair for ULI Boston, Product Council Vice Chair for ULI UDMUC-RED, led the conception and fundraise for a major minority scholarship initiative for ULI, and sits on the board for CRJ. Carlos lives in Boston with his wife and two children and spends his free time cooking, playing sports, and skiing in Vermont and Colorado.



SPEAKERS



Felipe Figueroa

Chief Operating Officer, Independencia Asset Management (Miami)

Mr. Figueroa currently serves as Chief Operating Officer of Independencia Asset Management, a real estate asset management firm with over \$2B in AUM across various markets and asset classes including office, retail, industrial, and multifamily. Since 2017, he has overseen all of the firm's asset management, acquisition, and financing activities. Having joined IAM in 2010 as Director of Asset Management, he has been involved in over \$4B of transaction activity. Prior to joining IAM, Mr. Figueroa worked in corporate banking finance for infrastructure concession projects. He received his degree in Civil Engineering and Masters in Construction Management from Pontificia Universidad Católica de Chile.

Jeronimo Hirschfeld

Founder, Chairman & CEO, One Real Estate Investment (Miami)

Jeronimo Hirschfeld is the Founder, Chairman and CEO of One Real Estate Investment (OREI). Under his direction, the Company has acquired and manages a portfolio valued at over \$1.5 Billion. He is a leading developer and sophisticated investor with seats on the Boards of a number of highly successful real estate-oriented companies. "Real estate is a market that changes on a daily basis," says Mr. Hirschfeld. "That is why I surround myself with the brightest minds available, bringing them together in an environment where they have access to the best resources." A native of Mexico City, Mr. Hirschfeld literally grew up in the real estate industry, working as a young man in his family's highly successful residential building and development company before coming to Florida and graduating with a BA degree in Business & Finance from the University of Miami. Since that time, he has been involved in virtually every sector of his chosen industry, with emphasis on strategic direction and finance as well as the pursuit of interesting and financially rewarding new opportunities across the real estate spectrum. Over the years he has received numerous honors for his business acumen, including recognition by Haute Living magazine as "the Miami businessman and developer who can turn an empty space into an opportunity". In his continuing quest for higher yields for clients, as well as new opportunities in the ever-changing real estate world, Mr. Hirschfeld recently attended an exclusive Executive Real Estate Seminar at Harvard University's School of Business. The multidisciplinary finance and leadership program is designed to enable participants to better navigate global real estate markets and to position their individual organization for strategic advantage. Today, Mr. Hirschfeld's firm is composed of experienced real estate professionals who work full time on the management of company properties, allowing him to continue to successfully seek out new investments and effectively grow One Real Estate Investment's outstanding real estate portfolio.



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.



Sohail Hassan

Co-Founder & Managing Partner, MarketSpace Capital (Houston)



Sohail is Co-Founder & Managing Partner at MarketSpace Capital responsible for setting the firm's strategic direction and overseeing the day-to-day management including taking a lead role in the development activities of the company. Before joining MarketSpace Capital, Sohail acquired and successfully exited several business ventures related to engineering and technology including Bovay Engineers, a Civil & MEP Engineering Design Firm originally founded in 1946. Additionally, Sohail served as Director of U.S. Operations for the Apex Group of Companies, a global consortium of companies with a focus on providing services to both the private and public sector in business consulting, insurance & financial services, manufacturing, vendor management, medical equipment supply & logistics. Throughout his career, Sohail has a proven track record in disrupting various industries using data and technology and is now applying these same principles to the commercial real estate sector. Sohail has a B.A. Degree from Texas A&M University, a Master's Degree from the George Washington University in Washington D.C., a Certificate in Advanced International Affairs from the Bush School of Political Management, and a Certificate in European Union Politics. Most recently, Sohail earned a Certificate in Real Estate Management from Cornell University and sits on the board of various non-profit organizations, currently serving as the President of the South Asian Chamber of Commerce (SACC) in Houston, Texas.

Erick Hernandez

Managing Director, Capital Markets, Secured Debt Investments (Miami)



Mr. Hernandez is a financial executive with 20 years of experience in international finance, particularly Specialty Finance and Asset Based Lending across a wide range of asset classes. Prior to joining the SDI team to cover Capital Markets functions, he was a member of Atlantico Capital Partners, a boutique investment banking firm. Erick previously served as Managing Director, Head of Latin America Asset Based Lending for Alsis Funds, an investment manager with a structured credit investment thesis where he managed one of the firm's two divisions and was responsible for helping the firm grow from 1 investment and \$70MM capital commitment to 70+ transactions across 5 vehicles with \$340MM AUM of direct private credit investments in Latin America. He previously held positions at Standard Bank, Deutsche Bank and Bancomer, SA, focused on execution of Asset Backed Securities, Debt Capital Markets and Project Finance transactions.

Richard Kulick

Chief Executive Officer, Beacon Real Estate Group (New York)



Richard is part of the management team at Beacon Real Estate Group. Richard is a nationally recognized investor who has acquired over \$2.0 billion of multifamily properties over the past seven years. Prior to joining Beacon Real Estate Group, he worked at a multi-strategy private equity firm focused on real estate credit and equity investments, with a \$2.5B AUM. Richard created and was the chief investment officer for the multifamily investment group with oversight of approximately 150 people, including property management, acquisitions, asset management, investor relations and accounting. Earlier in his career, Richard led multifamily acquisitions and asset management at a private equity firm located both in New York and Miami. Prior to this, he was part of UBS Investment Bank's Real Estate, Leisure, and Lodging Group. Richard is a lawyer by training and prior to UBS, practiced law for over four years in New York at Sidley Austin's Corporate Transactions group where he structured and executed asset, stock, merger, and reorganization transactions, in both friendly and hostile contexts. Richard received his Bachelor of Arts from Colgate University, his Master in Business Administration from the Graduate School of Business at Columbia University, and his Juris Doctorate from the George Washington University School of Law.

PRE-EVENT NETWORKING COCKTAIL

Tuesday, May 2nd

5:00pm – 8:00pm ET

Location: Better Days
75 SE 6th St, Miami, FL

Sponsored By:



AGENDA OUTLINE

WEDNESDAY
May 3rd

8:00 AM ET

Registration & Breakfast Networking

Sponsored by: TBD

9:00 AM ET

Opening Remarks

Roy Salsinha, President, CEO, Carmo Companies

9:00 AM ET

Latin LP Perspectives

Latin American backed family offices and investment firms discuss appetite for US real estate investment in times of high inflation and economic & Geopolitical uncertainty.

Moderator:

Claudia Betancourt, Managing Director, Civitas Capital Group

Speakers:

Agustin Barrios Gomez, CEO, International Capital Partners

Juan Eduardo Biehl, Partner, Fynsa

Felipe Figueroa, Chief Operating Officer, Independencia Asset Management

10:00 AM ET

AM Networking Break

Sponsored By:



AGENDA OUTLINE

11:00 AM ET

A Preference for Pref Equity & Debt

With rising interest rates and banks slowing their lending initiatives comes opportunity for private investors, Investors are seeing equity-like returns higher in the capital stack. How long will this window of opportunity last, what is the current risk for defaults and what deals have been done so far this year?

Moderator:

Alberto Pagan-Matos, Director of Business Development, **Glide Capital LLC**

Panelists:

Eli Moghavem, Founder and Principal, **Base Equities**

Demian Waldman, Managing Partner, **Confidas Capital**

Brandon Nielson, Co-Founder & Managing Partner, **Keystone National Group**

11:45 AM ET

Residential: For Rent vs. For Sale & Acquisition vs. Development

Leading real estate investment firms discuss how high interest rates have impacted their current portfolios. Are they starting to see price correction in multifamily? Are rents still climbing? How do the numbers pencil for acquisition and development? How are mortgage rates impacting home prices on for sale? Is SFR still hot?

Moderator:

Carlos Febres-Mazzei, Managing Principal and Founder, **Quaker Lane Capital**

Panelists:

Sohail Hassan, Co-Founder & Managing Partner, **MarketSpace Capital**

Ricardo Outi, Founder and Managing Partner, **AIC Capital**

Vincent DiSalvo, CIO, **Kingbird Investment Management**

Jeronimo Hirschfeld, Founder, Chairman & CEO, **One Real Estate Investment**

Richard Kulick, Chief Executive Officer, **Beacon Real Estate Group**

1:00 PM ET

Networking Luncheon

Sponsored by:



THE SUNBELT REAL ESTATE MEETING



AGENDA OUTLINE

2:00 PM ET

On the Hunt for Distress

Since the COVID lockdowns certain investors have been sitting, waiting, wishing for distressed real estate opportunities. As the fed has continued to raise interest rates, cracks have begun to form in the commercial real estate market, particularly in office & Retail. On this session, leading real estate investors discuss what distressed opportunities have they seen or do they foresee. Is the risk worth the reward?

Moderator:

Chase Chehade, Senior Vice President, **Paramount Group**

Panelists:

Kevin D. White, Founder and Managing Partner, **Spring Hill Capital Advisors**

Greg Friedman, Managing Principal, Chief Executive Officer, **Peachtree**

Marta Glazier, Managing Director, **Raymond James**

Erick Hernandez, Managing Director, Capital Markets, **Secured Debt Investments**

3:00 PM ET

Family Office/RIA Outlook

Sunbelt and internationally based single family offices and multi family offices discuss their view and appetite for real estate allocation. Is there a preference for direct/co-investment, Co-GP strategies, and/or fund investment?

Moderator:

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

Panelists:

Thais Gaspar, Alternative Investment Strategist, **Brainvest**

Rosemary Sagar, Chief Investment Officer, **Sagar Family Office**

Gabriel Garcia Daumen, Managing Director, **Stelac Advisory Services**

César Pachon, Partner, **WE Family Offices**

4:00 PM ET

Cocktail Reception

Sponsored by:



5:00 PM ET

End of Conference



PARTICIPATION OPTIONS



PARTICIPATION OPTIONS

COMPLEMENTARY

We only invite Limited Partners at no cost. We qualify LPs as Public Pensions, Corporate Pensions, Pension Consultants/OCIOs, Superannuation Funds, Foundations, Sovereign Wealth Funds, Endowments, Hospital Systems, 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 invited as an LP and are caught pitching a fund or deal, you will be banned from the Carmo platform. There is nothing wrong with raising capital, just be honest with us and your intentions. If you're not a true LP, you must pay to play.

STANDARD PASS

- **Pass**
 - 1 pass to full conference, event cocktail hours and networking sessions.
 - *Attendee list Not included*

Early Bird: \$1,500 USD **Ends March 24th**

Pre-Registration: \$2,000 USD **Ends April 21st**

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.
- **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.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.
 - Entitled to a Full-Page Advertisement in conference brochure

\$15,000 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**
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- **Branding**
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 - Entitled to a Full-Page Advertisement in conference brochure

\$20,000 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.
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 - 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.

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