

SOUTH FLORIDA

DOING BUSINESS IN THE CURRENT ECONOMIC CLIMATE

PROGRAM



Holland & Knight

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A MESSAGE FROM STEVEN SONBERG

To Our Guests,

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Sincerely,

Steven Sonberg
Managing Partner
Holland & Knight LLP

SOUTH FLORIDA: AGENDA

MAY 18, 2023

DOING BUSINESS IN THE CURRENT ECONOMIC CLIMATE

- 1:00 – 1:30 pm **Registration and Networking**
- 1:30 – 1:40 pm **Welcome Remarks**
Wifredo Ferrer | Executive Partner, Miami Office,, Holland & Knight
- 1:40 – 2:10 pm **Opening and Introduction**
Vivian de las Cuevas-Díaz | Deputy Section Leader, Real Estate Section, Holland & Knight
Jeanette Nuñez | Lieutenant Governor, State of Florida
- 2:10 – 3:00 pm **Panel 1: Miami's Population Influx. Can Miami Handle the Growth it is Seeing? What Are We Doing About It?**
Moderator: Hugo Arza | Partner, Holland & Knight
Speakers: Alex Ballina | Director of Public Housing and Community Development, Miami-Dade County
Alexis Calatayud | Florida State Senator, District 38
Juan Fernandez | Director of Real Estate Development, Resia/AHS Residential
Michael Konig | Developer, Founder and CEO, Konig Properties LLC
- 3:00 – 3:50 pm **Panel 2: Upending Local Government's Structure: How Amendment 10's Changes Will Impact Your Business**
Moderator: Annie Gamez | Partner, Holland & Knight
Speakers: Sharon Bock | Former Clerk and Comptroller, Palm Beach County
Edward Marquez | Chief Financial Officer, Miami-Dade County
Luis Montaldo | Clerk Ad Interim, Miami-Dade County Clerk of the Courts
- 3:50 – 4:00 pm **Break**
- 4:00 – 4:50 pm **Panel 3: Foreign Investments: Miami – Crossroads of the Americas**
Moderator: Enrique Conde | Partner, Holland & Knight
Speakers: Jorge Escobar | Co-CEO and Managing Partner, Black Salmon Capital LLC
Martin Muñoz | Owner and Founder, Grupo Portland US
Alejandro Sanchez | Co-Founder and Managing Director, Evidity Health Capital
Monica Vazquez | General Manager, ABANCA USA
- 5:00 – 5:15 pm **Keynote Address**
Francis Suarez | Mayor, City of Miami
- 5:15 – 7:00 pm **Cocktail Reception and Networking**

THURSDAY, MAY 18

1:00 – 1:30 P.M.

Registration and Networking

1:30 – 1:40 P.M.

Welcome Remarks



Wifredo Ferrer | Partner, Holland & Knight

Wifredo Ferrer, the former U.S. Attorney for the Southern District of Florida, is the chair of Holland & Knight's Global Compliance and Investigations Team and the executive partner of the firm's Miami office. Mr. Ferrer focuses his practice primarily on internal corporate investigations, corporate compliance and training, and white collar criminal defense.

Mr. Ferrer counsels and defends corporations and individuals in a wide range of criminal and regulatory matters, including allegations involving bribery and the Foreign Corrupt Practices Act (FCPA), complex fraud, financial improprieties, securities law violations, healthcare fraud, false claims, cybercrime and government contract fraud. He also regularly counsels corporations and individuals in compliance and due diligence matters. He conducts anti-corruption and FCPA training for companies, develops anti-corruption and FCPA policies and compliance programs, and develops corporate due diligence protocols.

1:40 – 2:10 P.M.

Opening and Introduction



Vivian de las Cuevas-Diaz | Partner, Holland & Knight

Vivian de las Cuevas-Diaz is an attorney in Holland & Knight's Miami office and serves as the firmwide deputy section leader of the Real Estate Section, assisting in managing the firm's nationwide real estate practice. Her practice includes managing complex real estate transactions; handling real estate joint ventures focused on acquisition and development; representing landlords and tenants in retail, commercial, hotel and warehouse leasing agreements; advising on complex financial transactions for national and international institutional lenders; and guiding institutional lenders toward resolutions for troubled loans and complex workouts.

Ms. de las Cuevas-Diaz's practice is supplemented by her bilingual and multicultural team that facilitates her U.S.-based and international clients' needs in their U.S.-bound projects.



Jeanette Nuñez | Lieutenant Governor, State of Florida

Jeanette Nuñez was elected as Florida’s first Hispanic female lieutenant governor in 2018 and was subsequently reelected in 2022. As lieutenant governor, she has been tasked with overseeing the Florida Department of Health as well as serving as the Chair of Space Florida. Additionally, she currently serves as Chair of Florida’s Cybersecurity Task Force and is also a member of the Statewide Council on Human Trafficking.

Ms. Nuñez previously served as a state representative of the Florida House of Representatives from 2010 to 2018 and was named speaker pro tempore from 2016 to 2018. Prior to serving in government, she held various government relations roles in the healthcare industry.

2:10 – 3:00 P.M.

Panel 1: Miami’s Population Influx. Can Miami Handle the Growth it is Seeing? What Are We Doing About It?

Moderator



Hugo Arza | Partner, Holland & Knight

Hugo Arza practices in the areas of land use and zoning, real estate, and state and local government advocacy. Mr. Arza represents a wide range of clients, including residential, commercial and industrial real estate developers, charter school operators and vendors in the business of providing goods and services to government agencies.

Mr. Arza regularly represents property owners, builders and developers in Miami-Dade County and every major municipality in the county on land development matters. In particular, he has handled hundreds of comprehensive plan changes, rezoning efforts and site plan approvals for residential, commercial, industrial and educational clients. Mr. Arza also regularly advises clients in commercial real estate transactions, including acquisitions, dispositions, joint ventures, development agreements and related transactions where there are land development or entitlement issues.

Speakers



Alex Ballina | Director of Public Housing and Community Development, Miami-Dade County

Alex Ballina has more than 20 years of experience in successfully developing affordable housing and administering multifamily properties across the public and private sectors. Throughout his career, he has administered more than \$1.5 billion in assets and managed programs for over 25,000 multifamily units and 50,000 residents throughout the United States.

Mr. Ballina has significant experience working directly with the U.S. Department of Housing and Urban Development (HUD), leading and executing projects within all HUD public housing and community development programs, as well as experience in administering Section 8 Housing Choice Voucher programs. As a developer, Mr. Ballina innovated new construction processes to expedite project development times and led strategies to build affordable housing developments with limited subsidies, lowering county costs.



Alexis Calatayud | Florida State Senator, District 38

Alexis Calatayud is a state senator, representing parts of Miami, since November 2022. Previously, she served as the Director of Policy and Programs at the Florida Department of Education (FLDOE).



Juan Fernandez | Director of Real Estate Development, Resia/AHS Residential

Juan Fernandez oversees the development, building and management of multi-family rental communities, as well as oversees the company’s development activities across the U.S., including land acquisition, due diligence, project entitlements, design coordination and owner’s representation, leading to project close-out and turnover to the property management team at Resia.

A practicing attorney, Mr. Fernandez joined Resia in 2016 as in-house counsel, where his role was to negotiate with subcontractors, analyze contracts and handle acquisitions. In 2018, he transitioned to manager of acquisitions, leading to director of acquisitions in 2020. His exceptional work in acquisitions and expansions in new markets led to his promotion to director of real estate development in 2021. Prior to joining Resia, Mr. Fernandez spent much of his career at other construction and real estate companies before starting his own private real estate law practice.



Michael Konig | Developer, Founder and CEO, Konig Properties LLC

With more than 20 years of experience in South Florida real estate and having financed and successfully exited various business ventures, Michael Konig is an expert in real estate development, finance, marketing and international sales and has appeared in various media, including Bloomberg TV. Mr. Konig is the founder of Konig Properties, a full-service real estate development company based in Miami, with more than \$900 million and 1.3 million square feet of combined development and sales experience.

Prior to Konig Properties, Mr. Konig co-founded SMK Capital Partners LLC, having pioneered the office-condominium industry in Miami and successfully financed, acquired, developed and sold more than \$150 million dollars and 350,000 square feet in high-end commercial real estate, including 1110 Brickell Avenue, 1680 Michigan Avenue and 11900 Biscayne.

3:00 – 3:50 P.M.

Panel 2: Upending Local Government’s Structure: How Amendment 10’s Changes Will Impact our Business

Moderator



Annie Gamez | Partner, Holland & Knight

Annie Gamez is a litigation and trial attorney who represents publicly traded and closely held corporations, as well as financial institutions, domestic and international businesses, developers, municipalities and individuals in complex commercial and real estate litigation matters throughout the state of Florida.

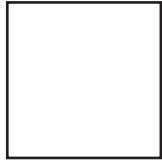
Ms. Gamez has substantial experience in business disputes, banking and lender liability claims, commercial foreclosure/workouts and landlord-tenant issues, title insurance claims and myriad other contractual claims. She has significant experience in representing private parties and municipalities in matters involving real property, land use and zoning disputes. Ms. Gamez also has experience with the representation of various publicly traded entities and private international organizations in matters ranging from trading and hedging of precious metal commodities, non-compete and commission agreements, and consumer and commercial contractual claims related to bulk and residential cable service agreements and advertising agreements. She also has experience with the protection of creditors’ rights in related bankruptcy actions in state and federal court.

Speakers



Sharon Bock | Former Clerk and Comptroller, Palm Beach County

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Edward Marquez | Chief Financial Officer, Miami-Dade County

Edward Marquez was appointed as Chief Financial Officer/Finance Director of the Miami-Dade County government in November 2020. He previously also served as deputy mayor under the administration of Honorable Carlos A. Gimenez starting in August 2011. Under both administrations, Mr. Marquez was responsible for overseeing the internal management functions of the county, which include the management and budget, human resources, internal services, finance, audit and management, and information technology departments.

Prior to his engagements with Miami-Dade County, Mr. Marquez was senior vice president of First Southwest Company, an investment banking and financial advisory firm, and managed its Miami office. He has also served as chief financial officer of the Miami-Dade County School Board, the fourth largest school district in the United States. Prior to his tenure at the school board, Mr. Marquez served as Miami's City Manager, where he directed the development of the Five-Year Fiscal and Operational Recovery Plan, and coordinated a joint business-government blue ribbon task force to improve municipal efficiencies. As a result, Mr. Marquez effectively guided a near-bankrupt city government, with a \$400 million operating and capital improvement budget and a workforce of 3,500, toward fiscal well-being.



Luis Montaldo | Clerk Ad Interim, Miami-Dade County Clerk of the Courts

Luis Montaldo was appointed on Jan. 2, 2023, as the first Miami-Dade Hispanic Clerk Ad Interim pursuant to Chief Judge Appointment. He previously served as general counsel to the Miami-Dade Clerk of Court for 18 years.

Prior to his tenure at the Clerk of Courts, Mr. Montaldo served as an assistant state attorney in the Miami-Dade County State Attorney's Office, where he managed an active caseload of more than 300 cases as a misdemeanor, juvenile and felony prosecutor. While at the State Attorney's Office, Mr. Montaldo was also selected by the state attorney to assist in the successful transition of shifting responsibilities at the State Attorney's Office as a result of the amendments made to Article V of the Florida Constitution, which greatly impacted the functionality of the office.

3:50 – 4:00 P.M.

Break

4:00 – 4:50 P.M.

Panel 3: Foreign Investments: Miami – Crossroads of the Americas

Moderator



Enrique Conde | Partner, Holland & Knight

Enrique Conde is a corporate attorney in Holland & Knight’s Miami and New York offices. Mr. Conde focuses his practice on domestic and international cross-border mergers and acquisitions (M&A), corporate financings, private equity and venture capital financings, joint ventures and general contractual matters throughout North, Central and South America, as well as the Caribbean and Europe. He also advises and represents Latin American and European companies doing business in the United States.

In addition, Mr. Conde has experience in representing companies in various industries and facilitating foreign investment that has resulted in significant social and economic impact, including technology, telecommunication availability, energy and infrastructure projects, franchising and access to financing.

Speakers



Jorge Escobar | Co-CEO and Managing Partner, Black Salmon Capital LLC

Jorge Escobar founded Black Salmon in 2017. Throughout his career, he has specialized in structuring and overseeing the investment strategies of both corporate and private funds.

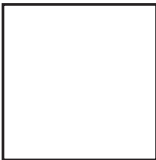
Previously, Mr. Escobar held top positions in the banking industry involving global responsibilities for two decades, earning him a proven track record. An active participant in the U.S. and European real estate markets since 2012, Mr. Escobar has been involved in numerous club deals with Blackstone and HSBC Real Estate Group, as well as in TSG’s transactions.



Martin Muñiz | Owner and Founder, Grupo Portland US

Martin Muñiz is an experienced real estate developer with more than 20 years of experience in the industry. His passion for real estate began early in life, and he honed his skills by managing his family’s real estate business in South America for several years.

In 2018, Mr. Muñiz partnered with Grupo Portland to develop rental apartment buildings in the United States. His exceptional leadership skills and business acumen were essential to the success of the partnership, leading the acquisitions of lands and getting entitlements for more than 1,000 units in South Florida. Throughout his career, Mr. Muñiz has gained a reputation as a trustworthy, experienced and detail-oriented developer. He is known for his dedication to his work, exceptional communication skills and ability to build long-term relationships with clients and business partners.



Alejandro Sanchez | Co-Founder and Managing Director, Evidity Health Capital

Alejandro Sanchez co-founded Evidity Health Capital in 2014. He has nearly a decade of experience in private equity/venture capital investing and has advised boards and C-suite executives in the technology sector on commercialization, operations and strategy for nearly 20 years.

Prior to joining Evidity, Alejandro was a co-founder and partner of Hermes Growth Partners, where he launched its Telecom, Media and Technology Fund. He is a former partner at McKinsey and Company, where he worked in the telecom, media and technology sectors across a diverse set of geographies, including the United States, Russia, Poland, Chile, Brazil and Venezuela.



Monica Vazquez | General Manager, ABANCA USA

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5:00 – 5:15 P.M.

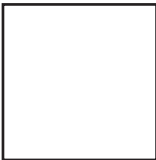
**Keynote Address
Speakers**



Daniella Levine Cava | Mayor, Miami-Dade County

Daniella Levine Cava was elected Miami-Dade County’s first-ever woman mayor in November 2020 following a 40-year career as a relentless advocate for South Florida families in public service and elected leadership. As mayor, she oversees a metropolitan government with nearly 30,000 employees serving nearly 3 million residents, managing an annual budget of approximately \$10 billion.

Ms. Levine Cava’s administration is focused on building a stronger, more inclusive, more resilient Miami-Dade: prioritizing reforms to make the county safer and prevent gun violence through the Peace and Prosperity Plan; restoring and reinvigorating a thriving economy that delivers economic security for Miami-Dade businesses and families and attracts new industries; saving Biscayne Bay and building and protecting the environment; and directly engaging with residents to make local government more responsive, transparent and accountable.



Francis Suarez | Mayor, City of Miami

As the first Miami-born mayor, Francis Suarez is committed to building a Miami that lasts forever and that welcomes everyone. Under his leadership, Miami has cut crime and cut taxes to one of their lowest points in over fifty years, spurring a broad-based economic expansion across Miami. Mr. Suarez has also pursued a package of affordable housing reforms – Miami For Everyone – that leverages federal opportunity zones with the activation of underutilized land to the supply and overall access to affordable housing for working people and communities of color.

Most recently, Mr. Suarez has championed the development of Miami’s tech economy through Venture Miami, along with initiatives that connect education and job training to Miami’s new emerging economic sectors such as Fintech, Medtech and Greentech.

5:15 – 7:00 P.M.

Cocktail Reception and Networking

ABOUT HOLLAND & KNIGHT:

At Holland & Knight, we put our legal knowledge to work for you in a practical manner. We know that to be the best value to you, we must first provide personalized solutions tailored to your needs. With approximately 2,000 lawyers in the firm’s 34 U.S. and international offices, as well as legal colleagues in over 40 countries around the world, we are committed to providing the highest quality legal counsel combined with the utmost in client service – across state and national borders – in a seamless, cost-effective manner. This level of legal guidance, combined with our interdisciplinary structure and the firm’s global network, is your assurance of high-quality resources when and where you need them.

ABOUT OUR REAL ESTATE PRACTICE:

Holland & Knight’s Real Estate Practice is one of the largest real estate departments of any law firm in the United States with approximately 350 lawyers who regularly assist lenders, buyers, sellers, borrowers, developers, investors, owners, managers and others with all types of commercial and residential real estate.

A hallmark of our practice is our use of carefully selected client teams to undertake sophisticated due diligence projects. We also assemble client teams comprised of attorneys throughout the firm to provide comprehensive representation in the complex issues often related to real estate, including entity formation, tax concerns, environmental compliance, zoning, land use entitlement, governmental permits, construction liens, contract enforcement, foreclosures and bankruptcies.

We provide our clients with extensive industry insight gained from our experience handling projects including hotels and resorts, retail centers (urban, neighborhood, big box, restaurants and outparcels), office buildings, apartment communities, mixed-use developments, large-scale residential communities, warehouses, industrial parks, healthcare facilities and a diverse range of other projects such as data centers, casinos, aquariums and marinas.

We would like to extend a special thank you to our panelists who were able to provide valuable and insightful perspectives, as well as to our Holland & Knight roundtable committee members for their hard work preparing the sixth annual South Florida Roundtable. This event would not have been a success without the enthusiasm and dedication of:



Nathan A. Adams IV



Hugo P. Arza



Christopher W. Boyett



Jose A. Casal



Vivian C. de las Cuevas-Diaz



Andres Fernandez



Annie Gamez



Roberto R. Pupo



Miriam Soler Ramos



Jose Sirven

PARTNERS



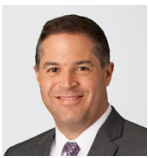
Shawn S. Amuial
305.789.7591
shawn.amuial@hkklaw.com



Alejandro J. Arias
305.789.7446
alejandro.arias@hkklaw.com



Mark I. Aronson
305.789.7657
mark.aronson@hkklaw.com



Hugo P. Arza
305.789.7783
hugo.arza@hkklaw.com



William R. Bloom
305.789.7712
william.bloom@hkklaw.com



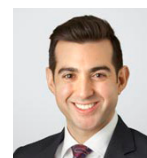
Vivian C. de las Cuevas-Diaz
305.789.7452
vivian.cuevas@hkklaw.com



Josias N. Dewey
305.789.7746
joe.dewey@hkklaw.com



Isabel C. Diaz
305.789.7477
isabel.diaz@hkklaw.com



Jorge R. Escobar
305.789.7521
jorge.escobar@hkklaw.com



Daniel P. Faust
305.789.7674
daniel.faust@hkklaw.com



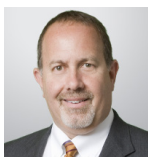
Luis Figueredo
305.789.7431
luis.figueredo@hkklaw.com



Annie Gamez
305.789.7467
annie.hernandezgamez@hkklaw.com



Pedro Gassant
305.789.7430
pedro.gassant@hkklaw.com



Joseph G. Goldstein
305.789.7782
joseph.goldstein@hkklaw.com



John F. Halula
305.789.7796
john.halula@hkklaw.com



Jessica H. Hoch
305.789.7410
jessica.hoch@hkklaw.com



Brett H. Holland
305.789.7777
brett.holland@hkklaw.com



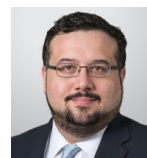
Ines Marrero-Priegues
305.789.7776
ines.marrero@hkklaw.com



Juan J. Mayol Jr.
305.789.7787
juan.mayol@hkklaw.com



Richard A. Perez
305.789.7630
richard.perez@hkklaw.com



Jesse Roisin
305.789.7495
jesse.roisin@hkklaw.com



Miriam Soler Ramos
305.789.7530
miriam.solerramos@hkklaw.com



Ilana B. Strickon
305.789.7444
ilana.strickon@hkklaw.com



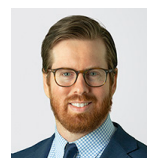
Melissa S. Turra
904.798.5457
missy.turra@hkklaw.com



Jason A. Vaupen
305.789.7670
jason.vaupen@hkklaw.com



Gavin Williams
305.789.7637
gavin.williams@hkklaw.com



Adam Michael Zwecker
305.789.7672
adam.zwecker@hkklaw.com

OF COUNSEL



Alan Samuel Krischer
305.789.7758
alan.krischer@hklaw.com

ASSOCIATES



Elena Aidova
305.789.7766
elena.aidova@hklaw.com



Tomas E. Castellanos
305.789.7476
tomas.castellanos@hklaw.com



Alexa C. Duarte
305.789.7450
alexa.duarte@hklaw.com



Audrey Kirschenbaum
305.789.7544
audrey.kirschenbaum@hklaw.com



Kazarae A. Lowe
305.789.7676
kazarae.lowe@hklaw.com



Vanessa Madrid
305.789.7453
vanessa.madrid@hklaw.com



Danielle Moore Kramer
305.789.7643
danielle.moore@hklaw.com



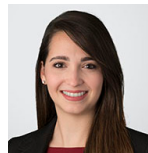
Amanda M. Naldjeff
305.789.7462
amanda.naldjeff@hklaw.com



Samir Suresh Patel
305.789.7629
samir.patel@hklaw.com



Eric R. Reissi
305.789.7518
eric.reissi@hklaw.com



Alessandria San Roman
305.789.7580
alessandria.sanroman@hklaw.com



Oliver G. Silva
305.789.7515
oliver.silva@hklaw.com



Oliver Daniel Wechsler
305.789.7655
oliver.wechsler@hklaw.com



James R. Williams Jr.
305.789.7413
james.williams@hklaw.com

LAND USE PLANNERS



Mercy S. Arce
305.349.2178
mercy.arce@hklaw.com



Alberto J. Torres
305.789.7744
alberto.torres@hklaw.com

Holland & Knight

www.hklaw.com

Miami Office

701 Brickell Ave., Suite 3300

Miami, FL 33131

