



26th ANNUAL MIAMI GLOBAL CONGRESS

November 6 – 8, 2022
The Biltmore Hotel

Presenting Sponsor

LENNAR[®]

MIAMI Global Real Estate CONGRESS

The Biltmore Hotel
November 6-8, 2022

WELCOME TO OUR 26th MIAMI GLOBAL REAL ESTATE CONGRESS!

On behalf of all the Leaders of the Miami Association of REALTORS® (MIAMI) and our 60,000 members, we welcome you to our award-winning MIAMI Global Real Estate Congress.

This year's program will be the best ever and we want to be sure that you make the most of your time here at the Congress. We have great plans for you including - making a lot of new contacts to do business - and gaining new ideas and techniques to be more profitable and successful.

We are most excited to welcome our international partners:

Federación Inmobiliaria de la República Argentina (FIRA); Belize National Association of Real Estate (BNAR); CILA Jóvenes - Latin America; COFECI - Brazil; Toronto Regional Real Estate Board (TRREB) - Canada; FEDELONJAS - Colombia; Invest in Dubai Real Estate - United Arab Emirates; ASAI - El Salvador; SNPI - France; World Property Business Club - France; FNAIM - France; Realtors Association of Jamaica; FIABCI Nigeria; AEAN - Nigeria; VBO - Netherlands; ACOBIR - Panama; ASPAI - Peru; Ukrainian Realtors Association (URA).

Marketing Miami and South Florida to the World

MIAMI is proud to take the lead in marketing Miami and South Florida to the world! We have again participated in major conferences in many locations and have also hosted exhibits in France, Dubai, U.S. and more.

Global Property Xchange (GlobalPropX.com)

Our Global Property Xchange featuring our first 17 international partners to link properties, markets and professionals to do more business and referrals worldwide. We are also expanding our network of partner associations in the U.S. Your associations can join our networks now!

Be a MIAMI Global Member - See Registration Table for more information and "Quick application" to become a MIAMI Global Member and take advantage of all the incredible programs, products and services... today!

2023 Congress

Join over 300 top Real Estate Professionals coming to Miami for the Congress November 8 – 10, 2023 ... and then to Anaheim, CA for NAR NXT 2023, November 14 - 16, 2023

Our MIAMI Leaders Welcome You:



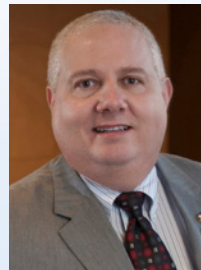
**Fernando
ARENCIBIA, Jr.**
MIAMI Chairman
of the Board



**Michael
HINTON**
MIAMI Commercial
President



**Enrique
TERAN**
MIAMI Residential
President



**David
DWECK**
Broward-MIAMI
President



**Brad
WESTOVER**
JTHS-MIAMI
President



**Chandra
ETIENNE**
YPN MIAMI
President

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REALTORS**

MIAMI Global Real Estate CONGRESS

The Biltmore Hotel
November 6-8, 2022

FEEL THE HEAT... EXPERIENCE THE EXCITEMENT

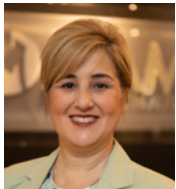
On behalf of MIAMI Leaders, MIAMI Professionals and our 60,000 members, we are excited to give you our “Miami International Welcome” and invite you to make the most of this award-winning event. Be sure to take full advantage of all the opportunities we offer - this very special Global Real Estate Congress is all about you and your success ... more connections, more information, more business!



Teresa King Kinney
CAL. REALTOR, CPRE, IRE, CRS
MIAMI CEO

Important Information for You On-Time Attendance Drawing for a new Pivo Real Estate Pack - Cut-off Monday & Tuesday 9am Sharp

MIAMI Global Real Estate Congress attendees who are in the Granada Ballroom by starting time, 9:00 am, will be entered into a drawing to win!



Leticia Oliver
CPRE, IRE, CRS, IRE, IRE, IRE
Chief of Innovative Education

How do you get entered into the drawing to win? Be in the Granada Ballroom before 9:00 am on Monday and your business card will be collected and you will automatically be entered into the drawing for the iPad mini 5 - and business cards will be collected again just for the drawing on Tuesday. The drawing will take place on Monday and Tuesday mornings - must be present to win - of course!

Badges

Congress BADGES ARE REQUIRED for admittance to all SEMINARS & EVENTS.

Admittance to Conference, Luncheon & Events

- You must wear your Congress Badge for admittance to all programs, meals & events
- Congress participants may bring their spouse to the Receptions
- 3 Receptions – Badges are required for admittance. Badges will be checked at the entrance for all programs and luncheons each time you enter the room!

Your Congress registration includes... 3 Receptions

- Sunday | 5:30 – 7:00pm | The Biltmore Terrace
- Monday | 6:00 – 8:00pm | Reception at Aria Reserve
725 NE 24th St. in Miami.ariareserve.com
- Tuesday | 6:00 – 8:00pm | Reception at Casa Bella
1444 Biscayne Boulevard, Miami.casabellaresidences.com

Light Breakfast

Monday and Tuesday: 8:00am

Full Luncheons Each Day

Monday and Tuesday: noon

Gala Evening Events!

BADGES are REQUIRED for the Receptions on Sunday, Monday and Tuesday evenings. They are complimentary for Congress Registrants

and spouses only. Events will feature hors d'oeuvres and host bars. See the following pages for more information. These events for Sunday, Monday and Tuesday are an important part of your Congress and Place to Do Business Experience – don't miss any of them!

Coach Transportation:

A charter coach will be available from The Biltmore Hotel for the Monday and Tuesday off-site Receptions. The coach will depart at 6:00pm Monday and Tuesday and return to the hotel at approximately 8:30pm. After the Receptions, participants can stay and enjoy one of the many restaurants in the area or return to The Biltmore Hotel. If not returning by coach, then taxi or Uber the short distance back to the hotel.

Business cards - will be collected for the official participant reference. The final roster of participants will be sent to each participant's email address on file - by December 1. This important list of participants is for you and not to share – it is only for Congress Participants.

News Release - Promote Yourself!

MiamiCongress.com/ParticipationPR

Let everyone know that you attended the Congress. Use our easy fill-in-the-blanks news release which is available at on our website at www.MiamiCongress.com/ParticipationPR in word format for your convenience in completing and distributing to media.

Response Forms

It is important for you to help us continually make the Congress even better. Please complete the brief Response Form each day and return it to the registration desk or to a MIAMI staff member with your business card immediately following the last session on Monday and on Tuesday. Five (5) lucky winners will receive complimentary registration to the 2023 MIAMI Global Real Estate Congress.

Plan to attend our Congress in 2023

Join us next year – November 8-10, 2023, for the MIAMI Global Real Estate Congress – immediately before NAR NEXT in Anaheim, CA – Nov. 14-16, 2023. www.miamicongress.com

Enjoy The Place to Do Business...
the Miami Global Real Estate Congress!

Free WiFi

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Voucher: 44965-76181

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SUNDAY | NOVEMBER 6, 2022
CONGRESS OPENING PROGRAM & RECEPTION

1:00PM **Registration & Coffee**

1:30PM **Global Market Spotlights**
Featuring Country Briefings by Miami's Premiere Partners Worldwide


 Harry Bruijniks — Netherlands, VBO

 Kevin Crigger — Canada, Toronto Regional Real Estate Board (TRREB)

 Dawood Al-Shezawi — Dubai, Invest in Dubai Real Estate

 Julie Duffoux — France, SNPI

 Adenyi Tinubu — Nigeria, AEAN

 Vanessa Bernal — Panamá, ACOBIR


3:00PM **Break**


3:15PM **Global Market Spotlights continue**


 Natalia Flores — Argentina, FIRA & CILA Jóvenes

 João Araújo — Brazil, COFECI & CILA Jóvenes

 Camilo Villa — Colombia, FEDELONJAS & CILA Jóvenes

 Gennaro Casareto — Perú, ASPAI & CILA Jóvenes

 André Perrissel — France, World Property Business Club

 Douglas Suriano — El Salvador, ASAI

 Guillermo Iturrizaga — Perú, ASPAI

5:30-7PM **Welcome Reception at The Biltmore Terrace**

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RECORD 18 COUNTRIES PARTICIPATING AT THE 2022 MIAMI CONGRESS



Argentina

Federación Inmobiliaria de la República Argentina (FIRA), CILA Jóvenes & FIRA Jóvenes
Delegation contacts: Natalia Flores, arg.natalia.flores@gmail.com and Santiago Arnoldi, santiago@arnoldipropiedades.com.ar



Belize

Belize National Association of Real Estate (BNAR)
Delegation contact: Carlo Habet, president@belizenar.org



Brazil

Central dos Galpões and COFECI & CILA Jóvenes Brazil
Central dos Galpões delegation contact: Marcos Santos, marcusmauricio@gmail.com
COFECI & CILA Brazil delegation contact: João Araújo, jhaf1@hotmail.com



Canada

Toronto Regional Real Estate Board (TRREB)
Delegation contact: Kevin Crigger, kevin@kevincrigger.com



Colombia

FEDELONJAS & CILA Jóvenes, Colombia
Delegation contact: Camilo Villa, camilo@avanzarbienesaices.com



Dominican Republic

Dominicanluxvillas
Delegation contact: Dominique Donzier, info@dominicanluxvillas.com



Dubai

Invest in Dubai Real Estate
Delegation contact: Dawood Al-Shezawi, presidentoffice@strategic.ae



Ecuador

Rosero Construye
Delegation contact: Jorge Oliver Rosero, Ing.jorgerosero@construtorarosero.com



El Salvador

ASAI
Delegation contact: Douglas Suriano, internacionalasaisalvador@gmail.com



France

SNPI, World Property Business Club & FNAIM
SNPI delegation contact: Julie Duffoux, julie.duffoux@snpi.fr
WPBC and FNAIM delegation contact: André Perrissel, ap@wpbc.club



Jamaica

Realtors Association of Jamaica
Delegation contact: Pierre Shirley, pierre.shirley@me.com



Mexico

Ciudad Maderas
Delegation contact: Carlos Rodriguez Arana Favela, carlos.rodriguez@ciudadmaderas.com



Netherlands

VBO
Delegation contact: Sandra Kers, Sandra.kers@vbo.nl



Nigeria

AEAN and FIABCI Nigeria
AEAN delegation contact: Adenyi Tinubu, tinubuadeniyi@gmail.com
FIABCI Nigeria delegation contact: Gbenga Ismail, gbenga@ismailandpartners.com



Panamá

ACOBIR
Delegation contact: Vanessa Bernal, direccion@acobir.com



Perú

ASPAI and CILA Jóvenes Peru
ASPAI delegation contact: Janet Tapia, janet@justintime-realty.com
ASPAI & CILA Jóvenes Coordinator contact: Gennaro Casareto, gcasareto@vista.pe



Sweden

Shaza Real Estate
Delegation contact: Ann Johansson, ann.johansson@yahoo.com



Ukraine

Ukrainian Realtors Association (URA)
Delegation contact: Igor Balaka, lyoka2503@gmail.com
Delegation contact: Arthur Ohanesyan, arthur.ohanesyan@gmail.com

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MIAMI Global Real Estate CONGRESS

The Biltmore Hotel
November 6-8, 2022

MONDAY | NOVEMBER 7, 2022

8:00AM **Registration & Continental Breakfast**

9:00AM **Grand Opening, Flag Ceremony & Lori McQuestion singing the National Anthem**

9:10AM **Official Welcome by Fernando Arencibia, Jr., Chairman of the Board, MIAMI REALTORS®**



9:30AM

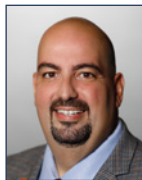


Dubai & Miami

Dawood Al-Shezawi

President of the International Property Show (IPS), PNP, Invest in Dubai Real Estate, Strategic Holding

10:00AM **Premiere of MIAMI REALTORS® GLOBAL HEADQUARTERS**



Fernando Arencibia, Jr.
Chairman of the Board
MIAMI REALTORS®



Teresa King Kinney
CEO
MIAMI REALTORS®



Derek McCallum, AIA, CID, NCARB
Design Principal
RSP Architects

10:30AM



Mayor Francis Suarez

Mayor of the City of Miami & President of the U.S. Conference of Mayors

11:00AM **Big Brokers – Big Picture**



MODERATOR

Christina Pappas
Vice President
The Keyes Company &
2022 President of Florida REALTORS®



Mike Pappas
CEO
The Keyes Company



Jay Phillip Parker
CEO | Douglas Elliman Florida,
President of Douglas Elliman
Development Marketing Florida



Duff Rubin
President
Coldwell Banker
Realty Florida

11:45AM



Premiere of 2022 Miami International Report

Teresa King Kinney
CEO, MIAMI REALTORS®

12:00PM **Luncheon & Signing Ceremony**

Free WiFi

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Voucher: 44965-76181

1:00PM



Best Ways to Market Your Listings Today

Michael LaFido

Founder & CEO, Luxury Listing Specialist Designation (LUXE)

1:30PM



New Q3 Miami Condo Report

Craig Studnicky

Principal, ISG, RelatedISG

2:00PM



Why Miami? Developing South Florida

Alicia Cervera Lamadrid

Managing Partner, Cervera Real Estate

2:30PM



Gunnar Branson

CEO, The Association of Foreign Investors in Real Estate (AFIRE)

3:00PM

Networking Break

3:15PM



MIAMI Economic & Real Estate Market

Scholastica (Gay) Cororaton

Chief Economist, MIAMI REALTORS®

3:30PM



GO Brightline!

Patrick Goddard

President of Brightline

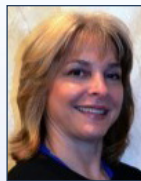
4:00PM

Getting to Close: Buying with Crypto



Liz Sturrock

Chief of MLS & Innovation
MIAMI REALTORS®



Laila Gonzalez

Regional Marketing Manager
& Senior Closing Attorney
Millennial Title



Julian Alston

Chief of Staff
Milo



Erik Mendelson

Realtor
Miami Real Estate Agency

4:30PM

Break to prepare for Evening Reception

6:00PM

Buses leave for Reception

8:30PM

Buses leave Reception to return to The Biltmore

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LUXURY DEVELOPMENT RECEPTIONS

Monday | **November 6, 2022** | 6:00 - 8:00PM



Aria Reserve - Miami

725 NE 24th Street
Miami, FL 33137

A new chapter in residential sophistication. Here, the idea of a life well lived has been completely transformed so that the beauty of nature and the convenience of state-of-the-art lifestyle amenities exist in perfect balance with one another. Aria Reserve brings the tallest waterfront, residential twin towers in the United States. The iconic profile in the heart of Miami, and prestigious waterfront position on Biscayne Bay, makes Aria Reserve feel like a private estate hidden away from the rest of the world. The uniquely modern relationship between design and nature creates an atmosphere of total serenity.

Building Features

- 62 stories
- One to four bedroom waterfront residences
- Ranging from 1,059 to 2,584 Sq. Ft.
- Starting from \$800,000 to over \$2M
- Coming to Miami - Summer 2024

Directions from the Biltmore

1. Take FL-976 E/SW 40th St/Bird Rd to US-1 N in Miami
2. Follow US-1 N and I-95 N to NW 3rd Ave.
3. Take exit 2B from I-95 N
4. Take NW 6 St to NW 7th Ave
5. Turn right onto NW 7th Ave
6. Turn left onto NW 24th St
7. Destination will be on the left

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TUESDAY | NOVEMBER 8, 2022

8:00AM **Continental Breakfast**

9:00AM **On-time Drawing**

9:15AM



Miami in the Headlines

Teresa King Kinney
CEO, Miami Realtors®

9:30AM



Economic and Foreign Investment Outlook

Dr. Lawrence Yun
Chief Economist, National Association of REALTORS®

10:10AM



NAR en Español

Alejandro Escudero
Manager of Global Alliances and Business Development, NAR

10:30AM



The Secret Keys to Success with Podcasting and YouTube

John Mayfield
Author, Broker, Speaker

11:00AM **Networking Break**

11:15AM



International Real Estate at the Speed of Now

Jorge L. Guerra Jr.
Past Miami Chairman, International Keynote Speaker

11:40AM



The Market

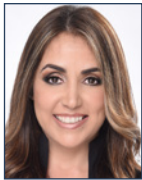
Anthony M. Graziano, MAI, CRE
Chief Executive Officer, Integra Realty Resources

12:00PM **Luncheon**

Free WiFi

SSID: Biltmore Meetings
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1:00PM **Architects & Architecture**



Ines Hegedus-Garcia
2023 Chairman of the Board
MIAMI REALTORS®



Larry Beame
AIA
Principal,
RSP Architects



Allan Shulman
Principal
Shulman + Associates



Kobi Karp, R.A., AIA, NCARB
Principal-in-Charge
Kobi Karp Architecture & Interior Design

1:45PM **How to Do Business with Toronto Brokers**



Kevin Crigger
President, Toronto Regional Real Estate Board (TRREB)

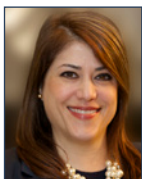
2:00PM **International Investors & the South Florida Commercial Market**



Michael Hinton
President, MIAMI COMMERCIAL

2:20PM **Networking Break**

2:35PM **Sustainability**



MODERATOR

Lynda Fernandez
CEO
Greater Louisville Association
of Realtors®



Alec Bogdanoff
CEO
Brizaga



Sonia Brubaker
Chief Resilience Officer
City of Miami



James Murley
Chief Resilience Officer
Miami-Dade County

3:20PM **Invitations to International Events**

3:50PM **The Global Grab: Seizing Tomorrow's Opportunity**



Neal Oates, Jr.
CEO, World Renowned Real Estate

4:15PM **Congress Closing & Prize Drawings**

5:00PM **Break to prepare for Closing Reception**

6:00PM **Buses leave for Closing Reception**

8:30PM **Buses leave Reception to return to The Biltmore**

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LUXURY DEVELOPMENT RECEPTIONS

Tuesday | **November 7, 2022** | 6:00 - 8:00PM



Casa Bella RESIDENCES by **B&B ITALIA**

Casa Bella by B&B Italia

1444 Biscayne Boulevard | Miami, FL 33132 | 305-290-1008 | Valet

Come home to limitless Italian sophistication and luxury. Enjoy stunning views everywhere you turn. Surround yourself with soaring, light-flooded interiors, garden-filled grounds, and unrivaled, abundant amenities, including a poolside lounge with a Mediterranean café and craft cocktails.

Brilliantly imagined by the best creative minds and personally customized by world-renowned architect Piero Lissoni, at CasaBella Residences by B&B Italia we have collaborated with the most celebrated Italian artists to curate your home with select masterworks from the B&B Italia collections—bringing the exquisite experience of Italian design to life.

Located in the heart of the Arts & Cultural District, one of Miami's most prestigious neighborhoods, a thriving, international hub of arts, dining, finance, culture, and entertainment. Within minutes of world-renowned museums, including the Museum of Art and Design, Pérez Art Museum, The Phillip and Patricia Frost Museum of Science, Miami Heat's FTX Arena, and the city's see-and-be-seen districts: Wynwood, Miami's Design District, Downtown Miami, Miami Beach, Brickell, and Coconut Grove. In addition, it's a quick ride from Miami International Airport and offers easy access to major thruways.

Directions from the North:

1. Take I-95 South, use left two lanes to take exit 3B
2. Take the exit onto NE 11th Terr
3. Turn left onto Biscayne Blvd
4. Turn left onto NE 14th Street
5. Destination on your right

Directions from the South:

1. Take I-95 North, use left two lanes to take exit 3B
2. Take the exit onto NE 11th Terr
3. Turn left onto Biscayne Blvd
4. Turn left onto NE 14th Street
5. Destination on your right

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SPEAKERS



Mayor Francis X. Suarez

Francis X. Suarez is the 43rd Mayor of Miami. As the first Miami-born mayor, he is committed to building a Miami that lasts forever and that welcomes everyone. First elected with a mandate of 86 percent and then re-elected with a mandate of 79 percent, Mayor Suarez has championed the integration of climate adaptive technologies, building practices, and economic policies across all facets of government as part of his Miami Forever Plan. Under his leadership, Miami has cut crime and cut taxes to one of their lowest points in over fifty years, spurring an economic resurgence and expansion across Miami. Mayor Suarez has also pursued a package of affordable housing reforms that leverages federal opportunity zones with the activation of underutilized land to increase access to affordable housing and homeownership for working people and communities of color. Most recently, Mayor 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. As the son of former Miami Mayor, Xavier L. Suarez, Mayor Suarez learned the values of public service and servant-leadership along with the need for economic opportunity, fairness, equal rights, and reconciliation for all. Mayor Suarez earned his bachelor's degree in finance from Florida International University, graduating in the top ten percent of his class, and then received his law degree from the University of Florida Levin College of Law, where he graduated cum laude. Mayor Suarez was recently selected to serve as an Aspen Institute Rodel Fellow and was also named as a Time Future 100 Leader and as a Forbes 50 Top Leaders. Mayor Suarez currently serves as President of the US Conference of Mayors for the 2022-2023 term. Mayor Suarez is married to Gloria Fonts Suarez. They have a son, Andrew Xavier, and a daughter, Gloriana Pilar. They love Miami and consider themselves blessed to raise their family in the Magic City.



Fernando Arencibia, Jr.

Fernando Arencibia Jr is the Broker/CEO of ARENCI PROPERTIES REALTY, a full service real estate firm in Miami. He has over 20 years of experience in the real estate industry, specializing in Commercial Real Estate in South Florida. Mr. Arencibia is the 2022 Chairman of the Board of MIAMI Realtors, the largest local Realtor Association in the US, having also served as the Commercial President in 2020.

Mr. Arencibia has a Master's Degree in Social Sciences from Florida International University. He currently serves as the 2022 Vice-Chair of the Florida Realtors Commercial Committee and a member of the Global Business Committee. He's been a National Director for the National Association of Realtors since 2019, serving in the NAR Commercial Committee since 2019.

His accolades include: MIAMI REALTORS 2020 Commercial Realtor of the Year and 2018 Commercial Leader of the Year; NAR National Commercial Award in 2019 and 2021, RE/MAX International Hall of Fame in 2017 and a Leadership Award from FIU's Holo School of Real Estate in 2014.



Teresa King Kinney

Teresa King Kinney is Chief Executive Officer of the Miami Association of Realtors (MIAMI), Teresa King Kinney is CEO of the 60,000-member Miami Association of Realtors (MIAMI), the largest local Realtor® Association in the U.S. and second largest in the world. MIAMI is celebrating 102 years of service to the industry, the public and the community.

The Association has been a leader in global marketing for nearly 30 years, has agreements with 230 international organizations, has exhibited at many global events worldwide, and hosts an annual Global Real Estate Congress.

King Kinney has been CEO for the Association for nearly 30 years and she and the association have received many awards locally, nationally and internationally.

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SPEAKERS



Christina Pappas

Christina Pappas is Vice President of The Keyes Family of Companies based in South Florida. She is a third-generation real estate broker and a Miami native. Christina started as a Realtor with her family's company, earning Rookie of the Year in 2011. She quickly worked her way to District Sales Manager and in 2020 was promoted to Vice President, working alongside her father, Keyes President and CEO Mike Pappas, in carrying out the company's strategic vision and overseeing its 50-plus offices and 3,500-plus Associates. She works closely in guiding the development, growth and capture rate of the firm's Family of Services – Mortgage, Title, Insurance and Property Management. Additionally, Christina believes in giving back to her community and industry by serving on the executive board of the Young Leaders for United Way Miami-Dade. Christina is currently serving as 2022 Florida Realtors' President and has served as Miami Association of REALTORS Residential Board President in 2017 and their YPN Chairman in 2015.



James F. Murley

James F. Murley is the Chief Resilience Officer for Miami-Dade County. Miami-Dade County, together with the Cities of Miami and Miami Beach, launched their Resilient 305 Strategy in May 2019. Jim previously served as Secretary of the Department of Community Affairs under Governor Lawton Chiles and was appointed Chair of the Florida Energy and Climate Commission by Governor Charlie Crist. Additionally, he served as Executive Director of 1000 Friends of Florida, spent over 10 years with Florida Atlantic University overseeing research on urban and environmental issues, and served as Executive Director of the South Florida Regional Planning Council. Jim is a founding member of the American Society for Adaptation Professionals and Resiliency Florida, a Board member of The Florida Ocean Alliance and the Southeast Coastal Ocean Observing Regional Association. He serves as Mayor Levine Cava's designee on the Miami River Commission. He is also a Fellow of the National Academy of Public Administration.



Patrick Goddard

As President of Brightline, Patrick Goddard, is responsible for the company's multi-billion-dollar intercity passenger rail development and expansion that will connect Central and South Florida. Goddard leads the companies go to market strategy, including more than 1.5M square feet of transit-oriented development. Brightline is an operating company of Fortress Investment Group and represents more than \$5B in capital invested in the state of Florida.

Goddard has been recognized as one of South Florida Business Journal's Power Leaders 250 and Florida Trends 500 Most Influential Leaders. He is a member of the Florida Council of 100, a graduate of Leadership Florida's Executive Class and a board member of Camillus House.

Goddard launched his career in the hospitality industry having worked in hotel development and operations for Hilton Hotels, Loews Hotels and Rosewood Hotels. Goddard was also a founding partner of Trust Hospitality, an international hotel management and development company before its acquisition in 2020 by Highgate Hotels.

He has a degree in Hospitality Management from the Dublin Institute of Technology with a bachelor's degree in Strategic Management from Trinity College Dublin.

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SPEAKERS



Allan Shulman

Allan Shulman is an architect, author, editor and curator. He is the founding Principal of the architectural studio Shulman + Associates and a Professor at the University of Miami School of Architecture. Allan's research focuses on themes of modernism, tropicality and urbanism. Over 30 years of practice Allan has become a leader in forging a creative urban synthesis of preservation and innovation, and in developing new approaches to tropical architecture.

Notable S+A projects include Soho Beach House, the Betsy Hotel, the redevelopment of Lincoln Theater, the Collins Park Garage and several hotels at Universal Orlando. Over the last few years Allan has focused on the intersection between urban design, preservation and resiliency planning. For the City of Miami Beach, he led an international team in the development of Buoyant City, resiliency design guidelines for its thriving historic districts, which were adopted in 2021.



Alicia Cervera Lamadrid

Miami-raised and Havana born, Alicia Cervera Lamadrid comes from a family whose name is synonymous with luxurious land holdings; she grew up surrounded by real estate, with both parents in the business (Alicia Cervera Sr. founded Cervera Real Estate, Miami's first real estate firm specializing in developer sales). Cervera Lamadrid joined her mother's firm in the early 1980s and rose the ranks eventually making her mark with luxury condos in the up-and-coming Brickell Avenue. She took on different roles and learned the business from the ground up.

While family ties may have initially drawn her into the high stakes world of multi-million-dollar properties, it is her sharp business acumen and personable, people-first attitude that keep her among the major players in the industry.

In 2011, Cervera Lamadrid resumed an active role in Cervera Real Estate and was named Managing Partner. Together with the firm's leadership, she spearheaded an effort that doubled the size of the company. To date, the Cervera name has listed more than 115 luxury high-rise condominiums throughout South Florida totaling \$16 billion in sales. In the process, Cervera Lamadrid has played an integral role in the revitalization of neighborhoods across the region, including Brickell, Miami Beach's South of Fifth, Downtown Miami, Coconut Grove, and Edgewater. She continues to lead by example, servicing developer client needs while also assisting associates with individual and bulk transactions. Currently, Cervera Lamadrid oversees more than \$4.5 billion of real estate sales in pre-construction and general real estate.



Dr. Lawrence Yun

Lawrence Yun is Chief Economist and oversees the Research group at the NATIONAL ASSOCIATION OF REALTORS®. He supervises and is responsible for a wide range of research activity for the association including NAR's Existing Home Sales statistics, Affordability Index, and Home Buyers and Sellers Profile Report. He regularly provides commentary on real estate market trends for its 1.4 million REALTORS®.

Dr. Yun creates NAR's forecasts and participates in many economic forecasting panels, among them the Blue Chip Council and the Wall Street Journal Forecasting Survey. He also participates in the Industrial Economists Discussion Group at the Joint Center for Housing Studies of Harvard University. He appears regularly on financial news outlets, is a frequent speaker at real estate conferences throughout the United States, and has testified before Congress. Dr. Yun has also appeared as a guest on CSPAN's Washington Journal.

Dr. Yun received his undergraduate degree from Purdue University and earned his Ph.D. from the University of Maryland at College Park.

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Neal Oates, Jr.

Neal Oates Jr. is a professional speaker, coach, real estate broker, and trainer who speaks on a variety of topics for audiences big and small. It is his dream to positively impact the lives of everyone he encounters, and he is proud to make a living by inspiring, motivating and challenging people from all backgrounds. Neal's goal for every class or engagement is to speak to the hearts of his audience during their time together. Using a combination of passion, laughter, and common-sense conversations, Neal helps his audiences identify opportunities, create action plans for implementation, and leave empowered & equipped to experience new levels of success. With a strategic approach combined with an outside-the-box perspective, Neal helps individuals break through barriers and challenges, overcome doubts and take a large stride towards achieving their goals.



Alec Bogdanoff, Ph.D

Alec Bogdanoff, Ph.D. is a policy-trained oceanographer and meteorologist. Alec is the President and Co-Founder of Brizaga, Inc., the company behind the Sea Level Rise Ready program focused on helping individuals, businesses, and local governments identify and understand sea level rise and flooding risk and what to do to reduce that risk. He has nearly two decades of political experience, and extensive experience in science communication. He has addressed the U.S. Congress and the Florida legislature on the financial implications of sea level rise. He holds a Ph.D. in physical oceanography from the Massachusetts Institute of Technology (MIT) and Woods Hole Oceanographic Institution (WHOI) Joint Program in Oceanography, and M.S. and B.S. degrees in Meteorology from Florida State University. Alec also served as a Sea Grant Fellow for a United States Senator on Capitol Hill.



Dawood Al Shezawi

Mr. Dawood Al Shezawi is a seasoned Emirati Businessman, holding a Bachelor's of Science Degree in Industrial Engineering Technology from the Central Michigan University. Over the years his major contributions to economic and conferences sectors have been iconic. He is the mastermind behind Strategic Holding - a conglomerate that has successful operations in the Exhibitions, Conferences, Events and Marketing industries.

Mr. Dawood is a man of personal integrity and high ethical standards, with the ability to maintain organizational balance through his strategic business vision. Mr. Dawood speaks English and Arabic fluently.

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Ines Hegedus-Garcia

Ines Hegedus-Garcia is a REALTOR and Executive Vice President & Branch Leader at Avanti Way Realty. Ines is at the forefront of the prop-tech industry due to her industry leadership and hands-on approach to technology adoption.

She is the 2023 Chairman of the Board of the Miami Association of REALTORS. She is also a NAR and Florida REALTORS Director. She is the 2022 Chair of The Communications Committee at Florida REALTORS. Ines is also the 2023 Chair of NAR's Federal Technology Committee and sits on the board of directors of Second Century Ventures.

Ines has been identified by The National Association of REALTORS® as a thought leader because of her progressive ideas about real estate. Today she is called upon for speaking engagements all over the world to educate others about the power of new media and Ines' participation in leadership, as well as the early adoption of social media have earned her recognition and respect amongst her peers and clients.

Ines is bilingual and is credentialed with a bachelor's degree in architecture from The University of Miami. She specializes in historic and architectural real estate and is a published author whose articles are read by thousands each month on Miamiism.com.



SCHOLASTICA (GAY) CORORATON

Gay Cororaton is Chief Economist of the MIAMI Realtors®, recently hired in November 2022. In this role, she will provide essential economic and real estate market intelligence and insights for members, media, and policy makers.

She was formerly Senior Economist (from 2012-2019) and Director of Housing and Commercial Research at the National Association of REALTORS® (from 2020-2022) in which she managed the production of NAR's proprietary existing home sales statistics and led the research on commercial, global, land, vacation/second home buyers, institutional/investor buyers, and top performing housing and commercial markets.

She holds an MS in Statistical Science from George Mason University, an MA in Economics from the University of the Philippines, and a BS in Business Economics from the University of the Philippines (cum laude). She is a Certified Business Economist™ (CBE), a designation conferred by the National Association for Business Economics as a "mark of professional accomplishment, experience, abilities, and demonstrated mastery of economics and data analytics."

In 2021, she was named a GlobeSt. Women of Influence, an award given to "female professionals who have impacted the market and have significantly driven the industry to new heights."



Erik Mendelson

Award winning blockchain technologist and Licensed Realtor Erik Mendelson with the Cryptocurrency Realtors Team at the Miami Real Estate Agency has helped many executives in the cryptocurrency community relocate to South Florida. Additionally, Erik has a proven strategy and a direct lender relationship that provides cryptocurrency savvy buyers with the ability to leverage their crypto in order to finance their real estate investments while avoiding capital gains tax.

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Jorge L. Guerra Jr.

Jorge L. Guerra Jr. is the president and chief executive officer of Real Estate Sales Force (RESF) and has been responsible for the firm's strategic direction and growth since its inception in 2005. Guerra's extensive experience as a former agent, the founder, and owner of a thriving brokerage, an association executive, and a highly regarded keynote speaker has equipped him to remain on top of emerging issues and trends impacting the future of real estate.

A dynamic industry leader serving as 2018 President for the Miami Association of Realtor's Residential Board of Governors, 2018 Florida Top 50 Broker Vice-chair in addition to 2017 Vice Chair for the National Association of Realtor's Emerging Business and Technology forum. It should come as no surprise that Guerra's brokerage is leading the revolution in today's evolving market – betting on technology, social media, branding, and training have paid off tremendously for RESF, and the results speak for themselves, the firm has expanded to over 450 agents with offices throughout South Florida.

Recognized as a forward-thinking real estate expert as it pertains to digital marketing. Jorge has served as a keynote speaker at a number of national, and international high-profile industry events that include: Miami Rock the Market, Florida Realtors Convention, National Association of Realtors (NAR) Convention, NAR's Tech Edge, Xplode Conference, NAHREP National Convention, Inman Connect Miami, Inman Connect NY, and Imocionate in Spain.



Sonia Brubaker

Sonia Brubaker was appointed the City of Miami's Chief Resilience Officer in August 2022. As Director of the Department of Resilience and Sustainability, she's responsible for assessing the greatest threats to the City of Miami's resilience and leading resiliency expertise across municipal agencies and the community to effectively address climate change challenges. Her work in creating strategic planning goals, developing and implementing initiatives, and collaborating with stakeholders aims to focus on equitable outcomes for all related to flooding, housing, buildings, transit, recreational areas, and more.

Prior to this position, Sonia served as the Director for the U.S. Environmental Protection Agency's Water Infrastructure and Resiliency Finance Center where she worked with local governments to identify affordable financing opportunities to fund drinking water, wastewater, and stormwater infrastructure investments that are sustainable and resilient.

Sonia has over 18 years of experience in the environmental sector. She earned a Bachelor of Science in Environmental Policy and Planning from Virginia Tech in 2004 and a Master of Environmental Management with an emphasis in Leadership from Duke University in 2014.



Julian Alston

Julian Alston is a tech operator and an avid startup enthusiast with 7 years of experience across the consumer and financial technology space. He's held several operations roles at Tesla, Better.com, Coinbase and is currently Chief of Staff to the CEO at Milo based here in Miami. Originally from the NYC area, Julian is migrating down to Miami this winter.

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Michael Hinton

Michael Hinton is Miami REALTORS 2022 Commercial Board Chairman. Hinton is a seasoned real estate advisor with over 20 years of experience in Commercial Real Estate in the South Florida Market. As Senior Associate Investment Sales at APEX Capital Realty, Hinton ensures clients receive proper guidance and make well-informed decisions through the acquisition and disposition of their real estate investment.

Prior to joining APEX, Hinton served as the Director of Commercial Real Estate at Weichert Realtors Best Beach Realtors where he created and led a team of ten commercial agents over four years. Hinton started his real estate career at Corporate Realty Solutions in 1999 followed by five years at CBRE on a large national bank account portfolio over three states and 150 locations.

Hinton achieved his CCIM designation in April 2018 and has been involved with the Institute's Leadership across the local, Chapter and National levels. Hinton served on the Board of Directors, as Vice Chair at Urban Promise Miami, a local organization for youth empowerment in the East Little Havana neighborhood of Miami.

Hinton's accomplishments include Champion of Promise Award – Weichert Realtors 2017; Commercial Realtors Champion of the Year – Miami Realtors 2018; Leadership Award – Apex Capital Realty 2019; Urban Promise Legacy Award – Urban Promise 2021; and Above & Beyond Award – CCIM Miami-Dade/Monroe District 2022.



Gunnar Branson

Mr. Branson is the CEO of AFIRE, an association for international real estate investors focused on commercial property in the United States. This group of institutional investors from 24 countries collectively manage approximately \$3 Trillion in commercial real estate assets. Previously, Mr. Branson was the CEO of NAREIM (The National Association of Real Estate Investment Managers). His real estate background includes leadership roles with GE Capital Real Estate and Heller Financial. He also consulted companies such as Jones Lang LaSalle, Wells Fargo, Wrightwood Capital, CIBC, and Fidelity on innovation, product development, and marketing strategies. Mr. Branson is a frequent speaker, for universities and professional groups, on television, and with TEDx, on the changing landscape of commercial real estate.



Michael LaFido

Michael LaFido is a real estate consultant and top-producing Realtor with over twenty years of experience in the real estate industry. Michael's marketing has been the featured cover story in Crain's Chicago Business and highlighted in Forbes and FOX News Chicago Business Hour. He is also the author of the books "Luxury Listing Specialist", "Outside The Box", and "Marketing Luxury".

Throughout his career, Michael learned the importance of high-caliber marketing versus "traditional marketing", which has become pivotal to his success. Over the past twenty years, LaFido and his team have developed a method that takes a more comprehensive, and proactive approach when positioning and marketing a home.

Michael, the founder of the Marketing Luxury Group, assisting other real estate agents, brokers, and affluent homeowners by providing top-tier services including consulting, lifestyle marketing, public relations and coaching to help agents and owners sell their luxury homes; utilizing proven and innovative strategies. The Marketing Luxury Group has been recognized as the 'Best Property Consulting/Marketing' by the International Property Awards.

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Craig Studnicky

Craig Studnicky is the co-founder and CEO of International Sales Group and RelatedISG, fully-integrated luxury real estate sales and marketing firms representing properties throughout South Florida. Under Studnicky's leadership, ISG maintains a world-renowned and top-producing marketing and sales force. Between ISG and RelatedISG, he manages over 500 licensed agents, selling to clients throughout the United States, Latin America and Europe.

Current ISG listings include Reach & Rise, Residences at Brickell City Centre, W Residences Fort Lauderdale, Echo Brickell and MUSE in Sunny Isles Beach. His relationships with developers and clients, coupled with his keen ability to communicate with and train sales staff, has enabled ISG to market and sell more than \$16 billion in luxury properties for leading developers and represent more than 125 buildings over the last 25 years.

A real estate broker for more than 25 years, Studnicky began his career in New York City in 1978. In 1984, the New Jersey native founded Steven Craig Realty in Atlantic City shortly after a referendum was passed to accommodate the interest in real estate in the flourishing area. His firm became Atlantic City's leader in real estate, cornering two thirds of the market. In 1992, Studnicky relocated to Florida to work for Ben Franklin Properties as Director of Sales from 1992 to 1994.

Craig has his Real Estate Brokers License in Florida and New Jersey and a Series 22 License with NASD.



Jay Phillip Parker

Real estate industry leader and veteran, Jay Phillip Parker has served as the Chief Executive Officer of Douglas Elliman's Florida region since 2013. Responsible for the advancement of a leading provider of luxury real estate services across Florida, he has successfully grown Douglas Elliman's presence in markets from Miami to Jupiter to Palm Beach, St. Petersburg, Ponte Vedra and Naples with a total of 23 offices and more than 1,100 agents.

Under Jay's leadership, Douglas Elliman Florida marked a banner year in 2021 with nearly \$15 Billion in total sales volume. Jay has been a key figure in the growth of the brand, which is now represented in luxury real estate markets in 51 countries and six continents through its partnership with London-based Knight-Frank Residential.

A graduate of the University of Western Ontario in London, Ontario, Canada, Jay completed the study abroad program in Tel Aviv, Israel while earning his bachelor's degree. He went on to earn his Juris Doctorate from the University of Miami School of Law in May of 1998. A member of the Florida Bar Association, Jay serves on the Board of Governors for the Miami Beach Chamber of Commerce, as President of the Executive Board of Mt. Sinai Medical Center Foundation and a member of the Miami Association of Realtors Leadership Board.



Duff Rubin

Duff is the President of Coldwell Banker Realty of Florida, with sales revenue over 25 billion dollars, 85 Locations located in SFLA, Southwest FL, Northwest FL, Central FL and West central FL with over 8,000 agents and 100 Sales Leaders. Duff has been active in Real Estate for over 25 years. Duff has a BA in Economics from McGill University, where he also played College hockey. Duff's family has been involved in Real Estate for over 75 years.

CBR is the nation's largest residential real estate brokerage firm. CBR owns and operates companies in more than 50 of the 100 largest metropolitan areas in the United States, with approximately 790 offices and approximately 50,000 independent sales associates. CBR is the subsidiary of Anywhere RE inc. (NYSE: HOUS) that operates all company-owned real estate brokerage offices.

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Kevin Crigger

Kevin Crigger is the President of the Toronto Regional Real Estate Board (TRREB), the largest real estate board in Canada, representing a membership of nearly 70,000 — nearly 1 out of every 2 Realtors in the country. Additionally he serves as Chair of PropTix Innovations, the for profit subsidiary of TRREB. A volunteer in organized real estate over the last 8 years, Kevin has served on committees and task forces at the local, provincial and national levels and is Past President of the Ontario Realtors' Care Foundation, the charitable foundation of Realtors across the province. As an active Realtor in Central Toronto Kevin Crigger has been involved in more than \$1 billion in real estate transactions over the last 7 years and has been the recipient of numerous sales awards including the Chairman's Lifetime Achievement Award, an honor awarded only 9 times in Royal LePage Johnston & Daniel's 70 year history. As the #1 broker in unit volume at Johnston & Daniel since 2018 Kevin has a diverse business and extensive client network, having been involved in numerous market leading transactions. Kevin is the go to broker for many of Toronto's premier developers and is currently the exclusive broker for a number of class leading new development projects in the City. In addition to real estate, Kevin has been an active community volunteer with many charities and organizations including the Magenta Foundation, the AIDS Committee of Toronto, the Catholic Children's Aid Society and De La Salle College.



Laila Gonzalez, Esq.

Ms. Gonzalez is licensed to practice in Florida, Ohio and Kentucky and has been a Board Certified Consumer Bankruptcy Attorney since 2003 and has dealt with issues concerning Cryptocurrency in dealing with her bankruptcy clients. She is also a Florida Supreme Court Circuit Civil Mediator and a Certified Mediator in Kentucky. She opened the Miami Office for Millennial Title in September. Millennial Title has done several closings involving Cryptocurrency and is also interested in Blockchain.



Anthony Graziano

Mr. Graziano has actively counseled and advised clients on the sale, leasing, valuation, management, and development of commercial real estate assets throughout New Jersey and the northeast U.S. since 1992. Mr. Graziano served as the Managing Director of IRR-Coastal NJ from 1999-2011. Mr. Graziano was retained in 2012 to serve as Senior Managing Director of IRR - Miami/Palm Beach. Mr. Graziano's unique professional perspective is a blend of his educational background which includes formal training in architecture, urban planning, macro and micro economics, real estate finance, institutional asset management, and land development. His market experience in sales, leasing, management, and valuation disciplines combine to bring practical real world answers to complex planning and development projects. He has been actively involved as a consultant and/or member of a consultant team on various major redevelopment and land use projects for public and private clients over the past 20+ years. Mr. Graziano has specialized in consulting and valuation assignments for corporate and private clients on a wide array of complex issues related to estate and condemnation matters, title defects, environmental contamination/damages, air rights, partial and fractional interests, contract disputes, and mediation/arbitration disputes. Mr. Graziano's experience in these matters provides a comprehensive framework for effective strategic real estate consulting.

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Mike Pappas

Mike Pappas' impressive career spans 40 years. He is currently the president of The Keyes Company/Illustrated Properties, a Miami-based company with 50 branches and 3,300 associates and affiliates, which includes Capital Partners Mortgage, Home Partners Title, Keyes Insurance and Keyes Property Management.

Under his leadership, The Keyes Company generates sales and services in excess of \$7.9 billion annually, and is one of the largest independent brokerage firms in the U.S.

Pappas joined Keyes as a sales associate in 1980 and has held a variety of positions, including general sales manager, until becoming president in 1992. He has received numerous honors, including the YPO Legacy Award and the Price Waterhouse "Real Estate Up and Comer of the Year."

Pappas is also a tech-forward thinker and in 2015, received the RISMedia Real Estate Tech Titan Award. Other notable recognitions include honors from The Miami Association of REALTORS® which recognized him as the Industry Leader of the Year in 2017—and he has been twice-honored as a RISMedia Real Estate Newsmaker, as a Luminary (2019) and Influencer (2021).

Pappas' work ethic is unparalleled and something he never stops working to perfect. "You have to adapt," said Pappas in an interview with RISMedia earlier this year. "We had three words that were our mantra : engage, evolve and enjoy. We wanted to continue to grow in a fast-changing world and we wanted to have fun with it."



Lynda Fernandez, CAE, RCE, CIPS, TRC, e-PRO®

Lynda Fernandez is CEO of the Greater Louisville Association of Realtors (GLAR). Prior to joining GLAR, she was the chief of communication and global at the 57,000-member MIAMI Association of Realtors (MIAMI). Prior to MIAMI, she worked in public relations for the Florida Department of Agriculture and Consumer Services. She has more than 20 years of experience in association and government management, communications, and international business development.

She received the 2005 Public Relations Award from the former Realtor Association of Greater Miami and the Beaches and the 2011 Market Influence Award from the MIAMI Association of Realtors. She is a Certified Association Executive (CAE), Realtor Association Certified Executive (RCE) and a Certified International Property Specialist (CIPS).

She holds a Bachelor of Science in Journalism and Mass Communications from Florida International University (FIU) in Miami, Florida, and a Master of Accounting from Florida Atlantic University in Boca Raton, Florida.



Alejandro Escudero Rodriguez

Alejandro Escudero was born and raised in Madrid, Spain and has more than 15 years of experience building and maintaining institutional and business networks globally. Prior to moving to the United States and joining NAR, Alejandro was the International Director at SIMA (Madrid International Real Estate Exhibition), one of the largest residential real estate conferences and trade shows in Europe. He held that position for more than a decade and was responsible for devising business development strategy, creating affiliation programs to increase engagement, and building an international sales network.

Alejandro has been working for the National Association of REALTORS® as of 2015 and is the association's Director of Global Strategy. Alejandro leads a team that develops the international growth strategy of NAR, increases REALTOR brand awareness outside the United States, and grows revenue via international membership and other NAR products and services. Alex and his team work closely with more than 100 NAR international partners, including associations, federations, and private stakeholders.

Between other special projects, Alejandro is also the creator of NAR en Español, a unique platform that adds value added to the REALTOR® community through products, services and tools in Spanish language tailored to its specific audiences.

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Liz Sturrock

Liz Sturrock is the Chief of MLS and Innovation for the 60,000-member MIAMI REALTORS, the largest local Realtor association in the nation. She is enhancing Miami's leading-edge member services offerings and technology department, resulting in expanded opportunities for member success and profitability. Sturrock is a proven technology and software leader with more than 20 years of experience in the IT industry. Liz recently served as Interim CEO of Remine. She was previously the Executive Director for RAMCO, a comprehensive membership data solution serving the changing needs of REALTOR organizations, and the VP of Technology for the National Association of Realtors (NAR), the largest trade group in the U.S. She is a noted expert, speaker, and mentor on technology. She has received national recognition, including most recently being named one of three "IT Security Leaders to Know" by BizTech Magazine. Sturrock has served as a mentor for NAR's REACH program, the No. 1 accelerator in real estate, for the past four years and was instrumental in Miami being named as one of only four pilot REACH labs in the nation.



John Mayfield

John Mayfield received his real estate license in 1978 at the age of 18. John has been a practicing broker since 1981 and has owned and operated as many as three offices in Southeast Missouri during his real estate career. John has taught pre and post license real estate courses since 1988. John has earned the ABR®, ABRM, CRB, CIPS, e-PRO®, GRI, RENE, (Real Estate Negotiation Expert) Military and SRS designations throughout his real estate tenure.

John is also a 2015 Graduate from REALTOR® University's Master of Real Estate Program, and recipient of the Capstone Award for his thesis paper. John has earned both REALTOR-Associate and REALTOR of the Year from his local board and received the 2014 Richard A. Mendenhall Leadership award from Missouri REALTORS and the REBI Hall of Leaders Award in San Francisco, CA at the NAR Conference.

In 2020, John received the prestigious DREI (Distinguished Real Estate Instructor) from the Real Estate Educators Association.



Kobi Karp R.A., AIA, NCARB

Kobi Karp is the Founder and Principal of Kobi Karp Architecture and Interior Design, Inc (KKAID). Kobi Karp founded the firm in 1996 and has been the Principal-in-Charge of design since that time. KKAID is a full-service architectural and interior design firm providing a vast array of services, ranging from the design of large-scale, high-rise condominium and hospitality projects to intimate, small-scale low-rise residential and commercial structures.

Educated at the University of Minnesota's Institute of Technology, Kobi Karp earned degrees in both Architecture and Environmental Design. Subsequently, Kobi Karp began his career working on major hospitality and all-inclusive resort projects throughout the United States and the Caribbean. His restoration design techniques have contributed to a renaissance in one of this country's most cherished areas, Miami Beach's Art Deco District which is internationally recognized around the world.

Kobi Karp has developed expertise in design over the last 30 years, working with a wide range of project types, sizes, complexities, and budgets. It is through this last quarter century working in warm weather climates that KKAID has garnered international acclaim and been selected to spearhead numerous resort projects. Developers and builders in the Caribbean, Black Sea region, and the Middle East have relied on the firm for their design eye and planning.

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Derek McCallum AIA, Leed AP

As Design Principal and Director of Corporate Architecture with more than 30 years of experience Derek is a lifelong student of the design process. Educated in both the UK and USA his appreciation for the arts extends beyond architecture to music, film, and creative problem solving, translating into a diverse range of architecture and multi-media solutions that impart an appreciation for beauty on those that experience the spaces he designs. Whether a corporate headquarters, innovation center, museum, hotel, or public space, Derek's design approach begins with really understanding how space makes the user feel and results in generating a true sense of place. Empathetic design is a hallmark of his practice and something he shares across the multiple studios and locations of the firm, always within a sustainable mindset.



Larry Beame AIA

With more than three decades of experience, Larry Beame is a nationally recognized authority in the design and planning of residential and retail/entertainment-driven mixed-use developments. He currently leads the Miami office of RSP Architects, one of the country's most trusted, diverse and agile architecture, planning and design firms. RSP works with a cross-section of established Fortune 100 global brands and retailers, innovative start-ups and thoughtful non-profits; they are consistently ranked among the top commercial architects in the United States.

Since he established his own practice in Miami in the mid-1980's, Larry's career has focused on creating destinations that celebrate an authentic sense of place, enrich communities and engage shoppers, residents and guests. His work encompasses well over 100 million square feet of space—an award-winning portfolio of commercial, residential, hotels and offices that can be found on four Continents and throughout the Caribbean.

Larry's practice became a part of the RSP Architects in 2018, combining his deep knowledge of the Southeast and Latin America with RSP's diversity and national footprint. Today, under his leadership, the office thrives on the region's diverse cultures and unique rhythms, not to mention its thirst for open-air environments. Whether it's an intimate community center or a complex mixed-use district, RSP has the local knowledge and the national perspective to create places that redefine what we mean by mixed-use.

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