

10th Annual REAL ESTATE IMPACT CONFERENCE

FEBRUARY 25, 2022

HOSTED BY:
School of Architecture
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UNIVERSITY OF MIAMI SCHOOL OF LAW



10th Annual REAL ESTATE IMPACT CONFERENCE

12:00 PM

Registration & Networking

Sponsored by CMC Group, Comras Company, DRA Advisors, Fortune International Group, Greenberg Traurig, JLL, One Sotheby's International Realty

01:00 PM

Opening Keynote Conversation

Sheila Johnson, CEO, Salamander Hotels and Resorts
Laurie Silvers, Co-CEO, Hollywood.com, Chairman, UM Board of Trustees

02:00 PM

Networking Break

Sponsored by CMC Group, Comras Company, DRA Advisors, Fortune International Group, Greenberg Traurig, JLL, One Sotheby's International Realty

02:30 PM

Alternative Building Solutions

Jason Ballard, Co-Founder & CEO, Icon
Eric Feder, President, LEN^x
Amit Haller, CEO, Veev
Kenneth A. Smuts, President, Renco, USA

03:30 PM

Networking Break

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04:00 PM

Global Real Estate Investment and Development

Bernardo Fort-Brescia, Principal, Arquitectonica
Sonny Kalsi, Co-CEO, BentallGreenOak
Marcelo Kingston, Managing Partner, Multiplan

04:45 PM

Networking Break

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05:15 PM

Closing Keynote Conversation

Marcelo Claire, Former Vice Chairman, SoftBank
Sandeep Mathrani, CEO, WeWork
Francis X. Suarez, Mayor, City of Miami

06:00 PM

Lakeside Networking Reception

Sponsored by CMC Group, Comras Company, DRA Advisors, Fortune International Group, Greenberg Traurig, JLL, One Sotheby's International Realty
Jazz quartet featuring students from UM's Frost School of Music

10 YEARS in REVIEW

Welcome to the 2022 University of Miami Real Estate Impact Conference

hosted by the School of Architecture, Miami Herbert Business School and the School of Law. Now in its tenth year, this annual conference unites South Florida with national and international industry experts in one of the world's most dynamic cities. The conference features global leaders in commercial and residential real estate in one-on-one conversations as well as innovators and trendsetters who are shaping and informing the industry's future.





DO YOU HAVE QUESTIONS FOR TODAY'S SPEAKERS?

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WELCOME

MIAMI MOMENTUM

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The groundswell and momentum that was unleashed by the COVID-19 pandemic accelerated the pace of change and triggered a reconsideration of how we conduct virtually every aspect of our daily lives. The pandemic challenged longstanding assumptions, required rapid adaptation by businesses and municipalities, and fueled a wave of rethinking and innovation in every sector of the real estate industry in virtually every nation. Nowhere is this more evident than in South Florida, where an unprecedented influx of entrepreneurs, venture capital and technology-based companies has amplified Miami's global connections and drawn international attention.

The 2022 Impact Conference will convene outstanding entrepreneurs, and community and industry leaders to explore the exciting opportunities for reimagining the future as the post-pandemic horizon comes into view.

Organizing Committee:

Dr. Charles C. Bohl, Program Chair
Professor and Director, Master of Real Estate
Development + Urbanism Program (MRED+U)

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Professor of Finance, Miami Herbert Business School

Raquel Matas
Associate Dean for Administration & Counsel to
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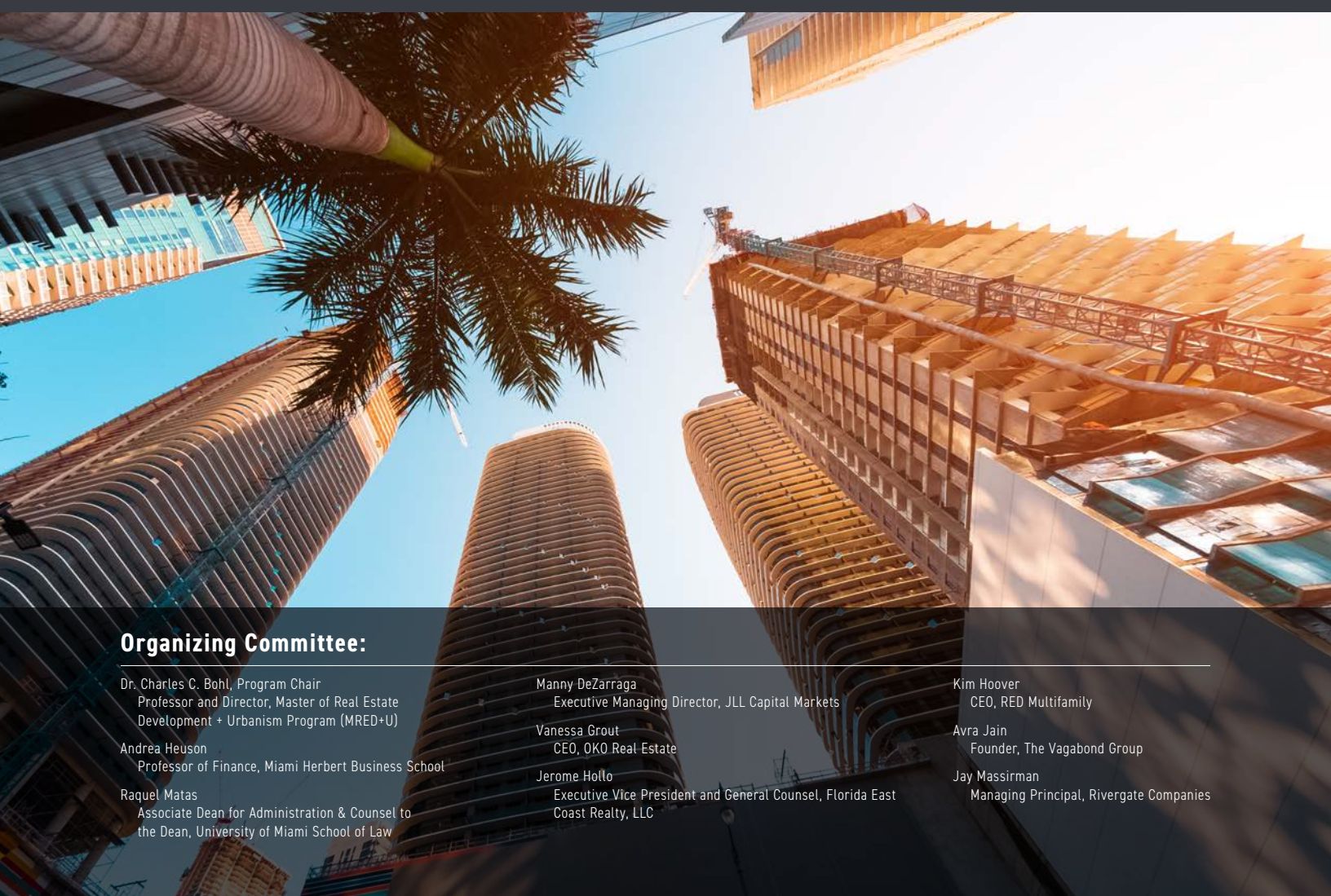
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Jerome Hollo
Executive Vice President and General Counsel, Florida East
Coast Realty, LLC

Kim Hoover
CEO, RED Multifamily

Avra Jain
Founder, The Vagabond Group

Jay Massirman
Managing Principal, Rivergate Companies



OPENING KEYNOTE CONVERSATION

1:00 PM



SHEILA C. JOHNSON

Founder & CEO, Salamander Hotels & Resorts

Sheila C. Johnson is Founder and CEO of Salamander Hotels & Resorts (SHR), which operates a collection of luxury properties. SHR includes the Salamander Resort & Spa in Middleburg, Virginia, which has been awarded the distinguished Forbes Five Star rating and features the new Residences at Salamander development. The collection also features Innisbrook in Tampa Bay; Hotel Bennett in Charleston, South Carolina; and Half Moon in Montego Bay, Jamaica. On May 1st, the company will assume management of the iconic Aspen Meadows Resort in Aspen, Colorado. Ms. Johnson has become a voice for the hospitality industry, serving on both the Executive Committee for the American Hotel & Lodging Association (AHLA) and the Forbes Travel Guide Strategy Committee.

As Vice Chairman of Monumental Sports & Entertainment, Ms. Johnson is the only African-American woman to have ownership in three professional sports teams: the NBA's Washington Wizards, the NHL's Washington Capitals, and the WNBA's Washington Mystics, for which she serves as President and Managing Partner.

Ms. Johnson has long been a powerful influence in the entertainment industry, starting with her work as founding partner of Black Entertainment Television. She has served as executive producer of documentary and feature films.

A strong believer in women's empowerment, Ms. Johnson served as a global ambassador for CARE, a leading humanitarian organization that combats global poverty by empowering women. She also served as a member of Accordia Global Health Foundation's International Council, rallying support for the foundation's efforts to overcome the burden of infectious diseases in Africa.

An accomplished violinist, Ms. Johnson received a Bachelor of Arts in music from the University of Illinois, as well as honorary degrees from numerous other institutions.

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LAURIE SILVERS

Co-CEO, Hollywood.com, Chair, UM Board of Trustees

Laurie Silvers is co-CEO of Hollywood.com, a leading entertainment website. Ms. Silvers is the co-founder of the Syfy Channel, which she originally sold to USA Networks and is now owned by NBCUniversal; co-founder and the majority owner of the MisFits, a global esports organization; and a majority owner of four FM radio stations in Florida.

Ms. Silvers was elected to the UM Board of Trustees in 2003 and is the 2021-2023 chair of the Board, following a one-year term as vice chair. A University of Miami School of Law building is named the Laurie Silvers and Mitchell Rubenstein Hall – in honor of Ms. Silvers and her husband, and the Laurie Silvers and Mitchell Rubenstein Endowed Distinguished Professorship at the School of Law is also named in their honor. Her three children are also alum of the University.

University and Board Affiliations

- Chair of the Executive Committee

External Affiliations

- Member, PBS Foundation Board, Wash, D.C.
- Member, South Florida PBS Board
- Life trustee, Kravis Center for the Performing Arts, West Palm Beach, FL
- Member, Community Foundation of Palm Beach and Martin County Board
- Mentor, Women of Tomorrow mentoring program
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- Co-founder, Promise Fund of Florida: Providing breast and cervical cancer patients education and navigation services throughout their treatment and recovery

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ALTERNATIVE BUILDING SOLUTIONS

2:30 PM



JASON BALLARD

Co-Founder & CEO, Icon

Jason Ballard has dedicated his life to working on big problems in service to humanity, most recently and notably as the co-founder and CEO of ICON, the construction technologies company using construction-scale 3D printing to tackle the global housing crisis and prepare to build on other worlds. ICON has been named one of the "Most Innovative Companies in the World" by Fast Company and is continually setting new standards for delivering resilient, dignified housing at high-speed and lower cost. Raising \$266 million to date in funding, ICON has delivered communities of 3D-printed homes in the U.S. and internationally and forged partnerships with world-renowned architects, builders and housing organizations missionally aligned to shift the paradigm of homebuilding. In fall 2020, ICON was awarded a research contract through the Air Force, which included funding from NASA to begin research and development of an off-world construction system planned to support future exploration of the Moon and beyond.

Prior to co-founding ICON, Ballard served as CEO of an eco-friendly home upgrade company that normalized sustainable and healthy approaches to home improvement. Before becoming an entrepreneur, Ballard worked at a homeless shelter, in various roles in sustainable building, and as an environmental consultant for ACRT. Ballard is a GLG Social Impact Fellow and served on the Carbon War Room / Rocky Mountain Institute Energy Think Tank. Ballard hails from East Texas and studied conservation biology at Texas A&M University. He is currently enrolled in a masters program in Space Resources at Colorado School of Mines. He enjoys astronomy, ultrarunning, chess, comic books, and outdoor activities when he has free time. He resides in Austin, TX with his beloved wife and four children.

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ERIC FEDER

President, LEN^X

Eric Feder serves as the President of LEN^X, where he oversees Lennar's innovation and venture capital investing. Prior to his current role, he was Vice Chairman at Rialto Capital from 2008 to 2018, where he provided oversight of Rialto's non-performing loan acquisitions and direct real estate investments, exceeding \$6 billion.

Feder has been instrumental in helping identify, structure, and execute investments for Lennar that have re-defined the landscape of real estate technology, including Doma, Hippo Insurance, Blend, Opendoor, Modsy, and SmartRent.

Feder serves as a board director at Hippo Insurance and previously served on the board of Doma and SmartRent. He is past Chairman of the Miami Dolphins Cancer Challenge and is a current member of the Board of Governors of the Sylvester Comprehensive Cancer Center at the University of Miami.

LENX.COM
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AMIT HALLER

CEO, Veev

Amit Haller is the CEO and Co-Founder of Veev Group, Inc., as well as Reali, Inc., a real-estate brokerage company. Haller has more than 20 years of experience in the high-tech communications industry, including leading positions in public companies, and over a decade of extensive real estate development, asset management and construction experience.

He brings a global perspective and an eye for successful investment opportunities, as well as deep knowledge in engineering, entrepreneurship and business. Haller has led Veev since 2008 with a high-tech business lens, reimagining the way the home experience is designed, built and serviced. Today, Haller is dedicated to utilizing Veev's proprietary technology and a vertically integrated approach to build better homes, faster.

VEEV.COM
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KENNETH A. SMUTS

President, Renco, USA

Ken is the President of Renco, USA, Inc., a composite manufacturing and building industry start-up and affiliate of the Coastal Construction Group. He has spearheaded the research and development of the Renco Structural Building System in the United States and has codified and secured Renco's approvals under the International Building Code (IBC). Having secured US patents and all necessary approvals to build mineral composite fiber reinforced structures under the IBC, Renco is embarking on a campaign to launch the marketing, sale, and implementation of its structural building products throughout the United States.

Ken is also an accomplished builder and real estate developer, successfully completing over \$5 billion dollars of development and construction projects. He has over 35 years of development, design, financing, construction management and sales and marketing experience on a wide variety of mixed-use, multi-family, hospitality, retail, commercial office, health care and industrial projects.

Starting his career as a nuclear construction engineer, he moved to commercial building where he quickly advanced as a project manager and then as an executive, providing corporate vision, strategy, leadership and guidance for several prominent New York, Philadelphia and Miami based construction managers and real estate developers.

Ken is a professional engineer and holds graduate and undergraduate degrees in civil engineering from Drexel and Rutgers University respectively.

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GLOBAL REAL ESTATE INVESTMENT AND DEVELOPMENT

4:00 PM



BERNARDO FORT-BRESCIA

Principal, Arquitectonica

Bernardo Fort-Brescia is a founding principal of Arquitectonica. A native of Lima he did his early studies in Peru and Europe where he learned multiple languages which would later prove useful for his international career. He studied architecture and urban planning at Princeton University and received a Master of Architecture from Harvard University, where he later taught. He moved to Florida in 1975 to teach at the University of Miami. In 1977 he founded Arquitectonica with a group of young architects and set up a studio in Coconut Grove. Bernardo led the charge of expanding the firm across the country and abroad. The firm is known as one of the pioneers of globalization in the architecture profession.

The firm's designs have defined modern Miami with projects that have carried the banner of Miami architecture around the world with diverse projects for hotels, residential towers, corporate headquarters, retail/entertainment centers, museums, theaters, arenas, convention centers, resorts and new cities.

Forty-one years after its founding, Arquitectonica has designed projects in 59 countries around the world. It has US offices in Miami, New York and Los Angeles, and international offices in Europe, the Middle East, Southeast Asia and South America.

Bernardo is a Fellow of the American Institute of Architects, a recipient of the AIA Silver Medal and the Urban Land Institute's (ULI) Lifetime Achievement Award. He is active in community affairs including the University of Miami School of Architecture Advisory Board.

ARQUITECTONICA.COM
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SONNY KALSI

Co-CEO, BentallGreenOak

Sonny Kalsi is the Co-CEO of BentallGreenOak (BGO) and is based in New York City. BGO is a leading, global real estate investment management advisor and a globally recognized provider of real estate services with approximately \$70 billion of assets under management. BGO has 24 offices worldwide and over 1,300 employees. BGO manages real estate debt, and real estate assets on behalf of clients in primary, secondary and co-investment markets.

Sonny was previously a founder of GreenOak Real Estate in 2010 and, together with the team, built the business organically to \$12 billion of assets under management in 10 countries with over 100 employees. Before co-founding GreenOak, Sonny was the Global Co-Head of Morgan Stanley's Real Estate Investing (MSREI) business and President of the Morgan Stanley Real Estate Funds until 2009. At its peak, the platform had approximately \$100 billion of assets under management in 33 countries.

Sonny is a graduate of Georgetown University and continues to be very involved with the school in advancing academic initiatives. He has been cited by Private Equity Real Estate magazine as one of the "30 Most Influential" people in private equity real estate globally. Sonny is on the board of several organizations including Georgetown University, Teaching Matters, Room to Read, Asia Society, and the Hirshhorn Museum.

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MARCELO KINGSTON

Managing Partner, Multiplan

Marcelo Kingston has more than 20 years of experience in the Real Estate development and financial sectors throughout the United States and Brazil. He is the Managing partner of Multiplan Real Estate Asset Management (MREAM) in the US, with a development portfolio of high-end luxury properties in South Florida including Il Villaggio, 57 Ocean, and Ocean Park. MREAM is part of Multiplan group, the largest publicly listed Brazilian Real Estate company with a dominant portfolio of commercial real estate assets across the country. Prior to Multiplan, Marcelo was the founder and CEO of PatioMix Shopping centers and former Vice President of Development for BRMalls.

A leader in the development, construction and management of large-scale real estate projects, Kingston is a member of the University of Miami Real Estate Advisory Board and a Fellowship member of Fundacao Estudat. Kingston holds an MBA from the Stanford Graduate School of Business, a Master of Design from the Illinois Institute of Technology and a BA in Finance from Louisiana State University.

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CLOSING KEYNOTE CONVERSATION

5:15 PM



MARCELO CLAIRE
Former Vice Chairman, SoftBank

Marcelo Claire served as CEO of SoftBank Group International and COO of SoftBank Group Corp., one of the world's largest technology investors. He also led the \$8B SoftBank Latin American Fund, dedicated to investing in disruptive growth opportunities throughout LatAm, as well as the \$100M SoftBank Opportunity Fund, dedicated to investing in black and Hispanic tech entrepreneurs. In addition, Claire had responsibility over SoftBank's operating companies, including WeWork, ARM, Fortress, SoftBank Energy, and SoftBank's stake in T-Mobile U.S. and Deutsche Telekom.

Claire previously served as CEO and Executive Chairman of Sprint, where he was recognized for delivering the best financial results in the company's 120-year history and architecting the \$195B merger with T-Mobile U.S. Previously, Claire founded Brightstar, the world's largest global wireless distribution and services Company.

Claire served as Executive Chairman of WeWork, Chairman of Fortress, Vice Chairman of Televisa / Univision, and a board member of Arm, T-Mobile, Sorare, Brightstar, Vestaire Collective and Carnegie Hall. He is also the president of Club Bolívar and co-owner of Girona FC.

GROUP.SOFTBANK.EN
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SANDEEP MATHRANI
CEO, WeWork

Sandeep Mathrani has served as WeWork's Chief Executive Officer and as a member of WeWork's board of directors since February 2020. Mr. Mathrani most recently served as Chief Executive Officer of Brookfield Properties' Retail Group and Vice-Chairman of Brookfield Properties. Prior to that, he served as Chief Executive Officer of GGP Inc. for eight years until it was sold to Brookfield Property Partners. Prior to joining GGP in 2010, Mr. Mathrani was President of Retail for Vornado Realty Trust, where he oversaw the firm's U.S. retail real estate division and operations in India. During his tenure, he was responsible for stabilizing and growing the portfolio. Before that, he spent eight years as Executive Vice President at Forest City Ratner, where he was tasked with starting and growing a new platform of retail properties across the five boroughs of New York City.

Mr. Mathrani currently serves as a member of the board of directors of Dick's Sporting Goods and Tanger Factory Outlet Centers, Inc. Previously, Mr. Mathrani served as a member of the board of directors of Host Hotels & Resorts, Inc. and was the 2019 Chair of NAREIT. Sandeep also served on the executive board and the board of trustees for the International Council of Shopping Centers (ICSC). Mr. Mathrani earned a Bachelor of Engineering, a Master of Engineering, and a Master of Management Science from Stevens Institute of Technology.

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FRANCIS X. SUAREZ
Mayor, City of Miami

Francis X. Suarez is the 33rd Mayor of Miami. As the first Miami-born mayor, he is committed to building a Miami that lasts forever and that welcomes everyone. Elected with an electoral mandate of 86 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.

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.

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