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[NAIOP South Florida](#)

Agenda

7:15-8:00 a.m. **Registration & Continental Breakfast**
Atlantic Ballroom, Second Floor Convention Center

Opening Keynote Address

8:00-8:25 a.m.



Matt Haggman
The Miami Herald

Matt Haggman is a staff writer at The Miami Herald. He's covered legal affairs, worked as an investigative reporter and, for much of the last four years, he's written about the South Florida real estate market. Subjects he's reported on have ranged from the Miami high-rise construction boom and green building to the credit crisis. Recently, he co-authored a three-part series that earned national attention detailing how state regulators allowed thousands with criminal records to work in the mortgage industry. Matt's won multiple awards for his work, including honors from the Society of Professional Journalists and Florida Society of Newspaper Editors. He's also appeared on programs including *CNBC's Squawk Box*, public radio's *Marketplace* and *ABC's World News*.

General Session 1

8:30-9:20 a.m.

State of the Market: Slower, But Steady

Despite the slow economy, most commercial real estate sectors in South Florida have remained steady, with the exception of the residential market. Strong fundamentals continue to drive the other sectors, especially the industrial market, which has been fueled by international activity. Leasing and absorption have softened in most office markets, but the CBD continues to outperform the suburbs. Top brokers discuss what is driving the Miami-Dade, Palm Beach and Broward markets, and what the future holds for the region.

Moderator

Donna Abood
CEO
Colliers Abood Wood-Fay



Gene Berman
Group Managing Director
Marcus & Millichap
Real Estate Investment Services



Christian Charre
Senior Vice President
Jones Lang LaSalle
Hotels Inc.



Jose Juncadella
Principal
Fairchild Partners



Eric Swanson
Vice President & Market Officer
for South Florida
Flagler Development Group

General Session 2

9:25-10:15 a.m.

International Growth: Tapping into the Gateway

With Miami the "Gateway to the Americas," many multinational corporations have set up shop in South Florida—more than 1,000 in Miami-Dade County alone. The moniker, in fact, has contributed significantly to the region's growth. Other benefits include the strong euro and weak U.S. dollar, which have enticed European international investors to transact more deals in the area. Join regional leaders to talk about South Florida's international issues and outlook, as well as who is buying, where the opportunities lie and how to tap into this burgeoning market.

Moderator

Thomas Capocéfalo
Managing Director
Studley



Walter Byrd
Managing Director
Transwestern



Loretta Cockrum
CEO
Forum Group



Alan Kaye
Managing Director
Sperry Van Ness/Kaye
Commercial Investment Group

10:15-10:35 a.m. **Networking Coffee Break****General Session 3**

10:40-11:30 a.m.

A Different World: Finding Solutions for South Florida

In May, two Broward County cities raised the secession flag and suggested the state be split into North and South Florida. Although the idea garnered both laughs and criticism, it still raised discussion on fund allocations to South Florida and how the region's issues differ from those of the rest of the state. Learn about how these issues are impacting commercial real estate investment and development and what the region needs to do to minimize the residential downturn. If the government does not take a leadership role, is it time for private enterprise to come up with solutions?

Moderator



Neisen Kasdin
Shareholder
Akerman Senterfitt



Pryse Elam
Senior Vice President &
Regional Director
New Boston Fund



Ford Gibson
Chief Executive Officer
Gibson Development Partners



Edgar Jones
Vice President &
Regional Development Officer
The Rockefeller Group

General Session 4

11:35 a.m.-12:25 p.m.

Capital Markets: Where's the Bottom?

A year after the credit crisis hit the United States, South Florida is still feeling the heat. Will more money become available, allowing transaction activity to pick up again soon? What does the region need to feel some relief? Investors and financiers offer insight into the state of the capital markets and what to expect in South Florida during the final months of 2008.

Moderator



Robert Kaplan
Principal & Founder
Olympian Capital Group



Manny de Zarraga
Executive Managing Director
Holliday Fenoglio Fowler L.P.



Adam Feinstein
Executive Director of the
Capital Markets Group
Cushman & Wakefield Inc.



Charles Foschini
Vice Chairman of the
Debt & Equity Group
CB Richard Ellis Inc.



Jim Halliwell
Managing Director
Principal Real
Estate Investors

12-4 p.m. **NAIOP South Florida chapter trade show**