

**MEETING OF THE AMERICAS** will bring together investors, allocators and fund managers from the U.S., Latam and Canada to discuss the opportunities, debate the substantive issues surrounding the current state-of-play, and provide perspectives on the exchanges, broker-dealers and other trading venues that facilitate capital flows.

Presented by:

**FLAIA**

Florida Alternative Investment Association  
— INVESTING TOGETHER FOR THE LONG TERM —

**OCTOBER 18, 2018**  
9:00 AM to 7:00 PM EST

**AKERMAN MIAMI OFFICE**  
98 SE 7th St #1100,  
Brickell City Centre Three  
Miami, FL 33131

Akerman





# WELCOME

**Dear Alternative Investment Professionals,**

Geography still plays an important role in global commerce even in the digital economy today. We at the Florida Alternative Investment Association recognize our place on the map, our cultural strengths and want to expand our role connecting North America and Latin America.

Meeting of the Americas is all about building new relationships, refreshing existing relationships and sharing information to enable capital flows. This year's event will explore the following topics: the emergence of economic opportunity zones in the U.S.; tax-efficient investment strategies for offshore investors; Florida's luxury real estate market; the impact of sustainable investments across the Americas; how the blockchain and cryptocurrencies have disrupted cross-border payments between the U.S. and Latin America.

Trust and structure are the backbone of every business and Meeting of the Americas 2018 strives to set the bar for this regional event. We hope that you join us on October 18th and help fulfill our vision to be a leading center for Alternative Investments.

Sincerely,

**Michael Corcelli**

Founder and Chairman

**FLAIA**  
Florida Alternative Investment Association  
— INVESTING TOGETHER FOR THE LONG TERM —



# AGENDA

## OCTOBER 18, 2018

### BREAKFAST SPONSORED BY BANKUNITED

**9:00 AM – 10:00 AM** Breakfast and Registration



### OPENING REMARKS SPONSORED BY PREQIN

**10:15 AM – 10:50 AM** Hedge Fund, Private Equity and Real Estate Overview in the Americas

- Performance Update
- Top Performing Funds
- Performance Benchmarks
- Fund Launches
- Asset Flow Summary



*Speaker*

**Sam Mitchell** Preqin

**11:00 AM – 11:50 AM** **PANEL 1: Strategies in Search of Yield: Real Estate and Economic Opportunity Zones**

*Moderator*

**Gail Cohen**, Franklin Templeton

*Panelists*

**David Wynn**, Wynn Development

**Raúl Ramirez**, Lloyd Jones, LLC

**Jeremy Todd**, Prime Meridian

**Hasaan Austin**, BSEP+

**Joseph Wold**, Veterans Capital Corp.

**12:00 PM – 12:50 PM** **PANEL 2: Blockchain & Cryptocurrency Update in the Americas: The Disruption of Cross-Border Payments between the U.S. and Latin America**

*Moderator*

**Scott Daspin**, Triad Securities

*Panelists*

**Nick Colas**, DataTrek

**Enrique Souza**, SmartCash

**David Tawil**, ProChain

**Thomas Coughlin**, Kinesis





# AGENDA

## OCTOBER 18, 2018

**1:00 PM – 2:20 PM**

### **Lunch & Presentations**

#### ***Fireside Chat with Alicia Cervera***

***Alicia Cervera**, Managing Partner, Cervera Real Estate*

*Discussion of Aston Martin Residences Development Project in Downtown Miami*

#### ***Presentations***

***Isaac Gilinski**, Brickell Analytics Presentation*

***Roberto Munoz**, Florida Community Bank*

**2:30 PM – 3:20 PM**

### **PANEL 3: Alternative Investing for Profit and Impact**

#### ***Moderator***

***Theresa Gusman**, First Affirmative*

#### ***Panelists***

***Curt Albright**, Clear Current Capital*

***William Burdette**, CDC Deposits*

***Sahil Sethi**, Young India Fund*

***Eugene Yun**, SymVerse*

***Dan Hughes**, Social Entrepreneur*

**3:30 PM – 4:00 PM**

### **Networking Break**

**4:00 PM – 4:50 PM**

### **PANEL 4: Global Equities Outlook: Opportunities in public markets from the perspective of US & LATAM market participants**

#### ***Moderator***

***Rainford Knight**, Florida Institute of Finance*

#### ***Panelists***

***Alejandro Garza**, Aztlan Equity Management*

***Ray Zucarro**, RVX Asset Management*

***Monica Fuentes**, O'Brien Investment Group*

***Richard Sandulli**, Metaurus ETF*

**5:00 PM – 7:00 PM**

### **Cocktail Reception Sponsored by Akerman LLP**





# SPEAKERS



**Michael Corcelli**

Alexander Alternative Capital

Mr. Corcelli began his career in the private wealth management side of the business at UBS. In addition to helping UBS grow their assets under management, he was responsible for portfolio management and tactical asset allocation for private clients. After leaving UBS, Mr. Corcelli formed Alexander Alternative Capital, a global macro hedge fund that started with shorting sub-prime mortgage companies.

Additionally, Mr. Corcelli is the Founder and Chairman of the Florida Alternative Investment Association (FLAIA), a 501(c)(6) non-profit organization which includes some of the most successful hedge funds and largest family offices both nationally and internationally. In 2012, he led an initiative to double the Florida State Board of Administration's use of alternative investments from 10% to 20% freeing up roughly 15 billion dollars of new capital for hedge funds, private equity and venture capital. Michael earned his Bachelor of Science in Finance from the University of Miami.



**Alicia Cervera**

Cervera Real Estate

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 such luxury condos as The Imperial, Villa Regina and Bristol Towers in the up and coming Brickell Avenue. She took on different roles and learned the business from the ground up.

In 2011, Cervera Lamadrid was named Managing Partner of Cervera Real Estate and together with the company's leadership spearheaded an effort to expand the company base. Passionate about real estate, Cervera Lamadrid continues to lead by example, servicing developer client needs while also assisting associates with individual and bulk transactions. Today, Cervera Lamadrid oversees over \$2.4 billion of real estate sales in both pre-construction and general real estate.

Active in the community, Cervera Lamadrid is the youngest founding member of the Master Broker's Forum established in 1992, and still serves as Honorary Chair. Cervera Lamadrid is active with the Downtown community through her Board positions at the DDA (Downtown Development Authority) Other Boards include the Miami United Way and "Hogar Clinica San Juan de Dios" in Peru, as well as advisory board member to the University of Miami "Master's in Real Estate Development and Urbanism" Board. Alicia is a past member of the Mercy Hospital Foundation Board and the Host Committee to "Fashionably Conscious", which raises funds for Coconut Grove Cares.



**Dave Wynn**

Wynn Development

Mr. Dave Wynn runs a leading luxury residential development group in Palm Beach County, in partnership with Southeast Construction Corp of Boca Raton, Florida. Our group has built leading custom homes for Fortune 500 executives, celebrities and other fortunate home owners, including Tony Robbins, and Greg Norman last year alone. Our divisions include commercial, resort clubhouses and luxury homes on bid, as well as on spec.

Architecture is led by our renowned Ronald Rickert, IntelAE Architects \*, who branched off from the leading Affiniti Architects \* group, who has designed more \$100+ million homes than any other. In addition to managing Wynn Development, LLC,

Mr. Wynn is the founder and managing director for a national personal injury finance brokerage, Lawsuit Funding Fast, LLC \*, a division of The Manhattan Group. Mr. Wynn, played an integral role as Deputy Chief of Residential development, for PCI Developments Corp. from 1989-2005, building luxury homes throughout British Columbia, Canada. PCI Developments has completed over \$2 billion in Mixed Use, Retail, Office, Residential and Industrial development over the past 4 decades. Mr. Wynn's father Charles J. Wynn is a former senior executive at the firm, having held various positions from originally a sales associate to Senior Vice President of Residential Markets for Canada, before retiring with the firm in 2002.



**Raúl Ramirez**

Lloyd Jones, LLC

Raúl Ramirez began his career in the tax department of PricewaterhouseCoopers. He then applied his accounting and finance skills to real estate development, first working with Toll Brothers and then WCI Communities. He later moved to New York with Morgan Stanley Smith Barney/Citigroup in its alternative investment group. More recently, Raúl served as vice president for an institutional real estate investment and ownership firm where he worked on projects exceeding \$1 billion.

As CFO, Raúl is responsible for underwriting transactions and closing all debt and equity. He sits on our investment committee and is a member of the executive team.

Raúl holds an MBA in real estate from the Wharton School, a master's degree in professional accounting and financial reporting from University of Texas at Austin, and an undergraduate degree in finance from the University of Miami. He graduated with honors at every level.



**Jeremy Todd**

Prime Meridian

Jeremy Todd, CFA, has over 20 years of financial services experience in management, sales, and marketing covering asset managers, hedge funds, institutional investors, broker dealers, and registered investment advisors. He is the Head of Capital Markets at Prime Meridian Capital Management. Previously he was the Head of West Coast and Asia Regions at two different fintech startups dv01 and Orchard Platform.

He also spent 17 years in prime brokerage starting at Montgomery Securities, then was a managing director at Bear Stearns, started the prime brokerage division at The Bank of New York Mellon, and lastly at Barclays managing the west coast business. Jeremy earned a B.A. in philosophy from the University of California, Berkeley.



# SPEAKERS



**Hasaan Austin**  
BSEP+

Mr. Austin's has a quantitative modeling, business planning, business valuations, & business process improvements career that spans 20+ years in the U.S. & Europe. He is currently Co-Creator and Co-Founder of the Balance Sheet Enhancement Platform (BSEP+™). The BSEP+™ is a proprietary business method that protects against downside risk for funds, family offices, institutions & HNWI's with an investment strategy that uses Life Insurance (LI), Annuities (A), & external Portfolio Management (PM) together providing principal protection plus uncorrelated yields above market.

He previously founded HTA Investment Group, LLC. (HTAIG) where he specialized in business valuations and creating business models to facilitate liquidity events for Fortune 100 Companies. In his capacity as a Strategist for HTAIG, he also consulted with Start-ups, Crowd Funders, Foreign Nationals seeking VISA (E-1, E-2, EB-5, L-1) financial pathways to the U.S. In this capacity, Mr. Austin held various senior planning & senior analytical roles at Fortune 100 companies. Prior to that, Mr. Austin Co-Founded WannaBeTheBoss (WBTB) serving as its Business Media Consultant, where he currently serves. In this role,



**Scott Daspin**  
Triad Securities

Scott Daspin is Director of Institutional Sales at Triad Securities, a New York full service agency broker dealer that specializes prime brokerage and investment banking services. His focus is new business generation and expanding their presence with Institutional clients such as hedge funds, family offices, registered investment advisors and private companies.

Mr. Daspin was previously at ConvergeX Group, where he spent 14 years, first as sales and business development in the build out of their international electronic products and then managing the electronic sales group. Scott has a passion for eating, cooking and sharing favorite niche restaurants and supports regional farmers, local chefs, and farm-to-table endeavors.

He is known by friends, colleagues and clients as the go-to person for all things food, and lives in NYC with his wife Amber and daughter Amelia. He holds a Finance degree from Boston University.



**Nick Colas**  
DataTrek

Nick is a 30+ year veteran of Wall Street with experience in equity research, money management and investment banking. From 1991 to 1999 he was the senior equity auto analyst at First Boston (now Credit Suisse). In addition to his duties advising clients on investments in the sector, he was also active in a range of equity offerings and M&A assignments. These included several equity underwritings for Chrysler, as well as its eventual sale to Daimler Benz, along with IPOs in the auto parts, rental car, and Chinese auto industry sectors. From 1999 – 2001, Nick was an analyst and portfolio manager at SAC Capital reporting directly to company founder Steve Cohen.

From 2003 – 2017 he was Director of Research and Chief Market Strategist for first Rochdale Securities and then ConvergeX Group. In the latter role he authored the firm's Morning Markets Briefing, which became a daily must-read for thousands of Wall Street professionals. Nick is regularly on CNBC and Bloomberg TV/Radio and is widely quoted in the financial press. Nick received his MBA from the University of Chicago in 1991 and his undergrad degree from Haverford College in 1986, majoring in Near Eastern Archaeology. He is a lifelong New Yorker, born and raised in Manhattan.



**Enrique Souza**  
SmartCash

Enrique Souza is the SmartCash Hive Coordinator for the second outreach team of SmartCash. Enrique's team focuses on increasing awareness in Latin America and improving access to SmartCash for businesses, employers, and everyday people living in favelas. Enrique has been essential for rapid adoption of SmartCash in Brazil And in developing partnerships such as the Stratum CoinBr and Atar SmartBand, Kamoney, and HugPay.

Enrique has over 15 years of experience in IT and Project Management and Past experience include working for big companies like Extra.com, Ponto Frio.com, Casas Bahia.com, Nike.com and for the "secretary of public security" in Brazil.



**Roberto Munoz**  
Florida Community Bank

Mr. Muñoz works for Florida Community Bank "FCB" as its Commercial Banking and Wealth Team Leader for Miami-Dade County and South Florida as a whole. FCB is currently a \$13.0 billion bank that operates over 50 branches in the State of Florida providing consumer and business banking services to communities throughout Florida. With roots tracing back to 1923, the legacy Florida Community Bank was the first bank established in Collier County. In January 2010, Florida Community Bank was purchased by Bond Street Holdings Inc, a Weston-based holding company with over \$740 million in capital.

The acquisition allowed the new Florida Community Bank to leverage its name and presence throughout the State of Florida. Through acquisitions of failed banks, and organic growth, Florida Community Bank has continued to expand its branch network and now services three of the top four largest Metropolitan Statistical Areas (MSA) in Florida; Orlando, Miami and West Palm Beach.



**Sam Mitchell**  
Preqin

Sam Mitchell is a senior member of Preqin's Global Accounts Team – responsible for managing the relationships with global asset managers, institutional investors and investment banks. Sam is well versed in alternative investment strategies across asset classes, and has spoken at multiple conferences and industry events throughout the US.





**Theresa Gusman**  
Endurance LLC

Theresa Gusman is chief investment officer of First Affirmative Financial Network, an affiliate of Folio Financial, Inc., and is chair of First Affirmative's Investment Committee. As CIO, Ms. Gusman is responsible for developing, maintaining, and implementing First Affirmative's investment philosophy and strategies and executing its investment protocols, policies, reviews, reporting, and other critical processes to enable clients to achieve their financial and impact objectives.

Ms. Gusman founded ENDURANCE LLC in 2016 to build and enhance capital markets' power to accelerate the flow of money and ideas to investments for both purpose and profit. She worked with corporate leaders, financial services industry professionals, and asset owners to harness this power.

As an analyst, portfolio manager, and business head, Ms. Gusman incorporated environmental, social and governance factors into investment decision-making processes. She was an early, vocal advocate with multinational companies for improved sustainability disclosure. She led Deutsche Bank's Global Proxy Voting Committee for more than 17 years where she set the firm's assessment and engagement strategy.

Ms. Gusman co-founded the RelateID Foundation, earned the Fundamentals of Sustainability Accounting (FSA) Credential, taught an MBA course on Sustainable Finance, and serves/served on the SIFMA Securities Industry Institute Board, the Financial Women's Association Directorships & Corporate Governance Committee, and the EBW2020 Advisory Board.



**Isaac Gilinski**  
Brickell Analytics

Mr. Gilinski is the Founder & CEO of Brickell Analytics LLC, a global-macro sentiment-based research service that specializes in global macro wave analyses and techniques. Mr. Gilinski is also the Founder & CEO of a natural health R&D company with a specialty in oncology, virology and bacteriology.

Mr. Gilinski started his career as one of the youngest investment professionals at Lehman Brothers. Mr. Gilinski graduated with a BSBA, cum laude, from Georgetown University and graduated with a MBA, summa cum laude, from the University of Miami. He is fluent in Spanish, German, and Italian.



**Curt Albright**  
Clear Current Capital

Curt Albright is Managing Member of Clear Current Capital, a new VC Fund investing in the Seed/Series A rounds within the dynamic plant-based food space. Clear Current Capital is reinventing food by removing large numbers of animals from the current food system. Mr. Albright is a financial expert, donor, and experienced investor who specializes in balance sheet management, risk assessment, start-up and early stage enterprises with particular expertise in the financial and bank (lending and investment) space.

From 1991 until August 2017, Mr. Albright was Sr. Vice President at Vining Sparks, IBG, in Charlotte, NC. While at Vining Sparks, he focused on financial transactions with commercial banks in the \$500mm - 5B asset range, crafting balance sheet solutions to interest rate and corporate balance sheet risks, focusing on increasing earnings and cash flow. Mr. Albright retired from Vining Sparks in 2017 to become Managing Member at Clear Current Capital in Vero Beach, Florida.



**William Burdette**  
CDC Deposits

William Burdette is President of Charity Services Centers, P.A. (CSC), and CEO of Charity Deposits Corporation (CDC). Bill offers over 30 years of corporate finance and investment banking experience and previously owned and managed a regional broker-dealer firm. As the founder of CSC and CDC, Bill has been instrumental in product development, patent processing, legal structuring, computer automation, and government authorization.

Bill developed the "charity affinity program", the signature program of CSC, which links community banks with local charitable organizations. CSC now serves over 200 nonprofits and has four regional offices and eight satellite locations around the country. Bill also sits on the Board of Directors of Learning 1 to 1 Foundation. Bill received a bachelor's degree from Northwestern University, Evanston, Illinois (B.A., 1969), a law degree from Columbia Law School, and an MBA from the University of Miami.



**Sahil Sethi**  
Young India Fund

Sahil Sethi is the portfolio manager at the Young India Fund (YIF) and has over 13 years of experience in investment banking, leveraged finance, credit / equity research and portfolio management. Prior to Joining YIF, Mr. Sethi was the portfolio manager at a family office in Miami where he oversaw investments in fixed income and equities securities.

Prior to that, Sahil was at Deutsche Bank in the research department and part of the leveraged finance team at RBC Capital Markets in New York. Mr. Sethi has executed over \$30 billion in leveraged finance transactions. Sahil was born and raised in India and graduated with honors from the University of Virginia's McIntire School of Commerce..





**Eugene Yun**  
SymVerse

Dr. Eugene Yun is Founder and Strategist of SymVerse, a blockchain project with a new platform for decentralized peer-to-peer networking. He is also CEO and Managing Partner of Eos Investment Partners, an investment firm based in Seoul, Korea, which he co-founded with Ms. Kay Noh in 2008. Eugene has over 25 years of experience in international finance. His workplace is truly global and includes Asia (NE, SE, and South), Middle East (with special focus on the GCC countries), North America, Europe and Africa.

Eugene began his professional career as an assistant professor of economics at the University of British Columbia in Vancouver, specializing in monetary and macroeconomic theory. In 1990, he relocated to Korea to serve as the senior economist and editorial writer for Maeil Kyungje Shinmoon, the nation's premier financial journal. This provided an opportunity to study the real economy and compliment his earlier academic work on abstract economies. Equipped with better knowledge, Eugene went to work in international finance, first as Asia regional economist and Korea research head for Schroder Securities. Subsequently, he took up the post of CEO and country head of Deutsche Morgan Grenfell, the investment banking arm of Deutsche Bank group.



**Alejandro Garza**  
Aztlan Equity Management

Alejandro H. Garza Salazar is the founder and Portfolio Manager of AZTLAN Equity Management LLC, an independent investment adviser specializing in small and midcaps in Developed as well as Emerging and Frontier Markets. The firm manages a private EMF fund and a publicly listed (Mexico) DM fund, as well as separately managed accounts.

Prior to AZTLAN, Alejandro worked with Ashmore Equities (US), LLC, where he helped manage alongside a team of seasoned portfolio managers and analysts several EM and Frontier equity strategies with more than \$10bn in assets under management. Mr. Garza holds an MBA and a BSc in Chemical Engineering, both from Monterrey Tec (ITESM).



**Ray Zucarro**  
RVX Asset Management.

Ray is RVX's Founder and Chief Investment Officer responsible for the RVX Global Opportunity Fund as well as the overall Emerging Market investment strategy of the firm. Prior to joining RVX, Ray co-founded SW Asset Management LLC in 2009 where he was a managing partner and portfolio manager in charge of single-name idea sourcing as well as credit research. In 2015, SW sold its investment management contracts to Salient Partners.

From 2006-09, Ray was a Portfolio Manager at Drake Management where he concentrated on investment opportunities in EM and where his \$1 billion EM portfolio was the best performing fund at Drake through the Credit Crisis. Prior to joining Drake, Ray was a senior investment analyst for two years at INTL Consilium in Florida. In this capacity, he was the portfolio manager responsible for researching and recommending corporate fixed-income and equity securities across two absolute return vehicles and two benchmarked long-only accounts.

Ray started his career as a corporate analyst at Americas Trust Bank (ATB) and later he was a corporate research analyst working with the same team at Standard (Bank) Asset Management in Florida.



**Joseph Wold**  
Veterans Capital Corp

Mr. Joseph Wold, Jr. is currently the Founder and President of Veterans Capital Corp, an investment leasing firm and a Founding Partner and Managing Member of the Veterans Capital Fund II, LP, a private equity fund that supports the efforts of Veterans Capital Corp. Along with being a decorated Vietnam Veteran, Mr. Wold has over 35 years' experience in the leasing industry, Mr. Wold is a recognized leader in the equipment leasing community.

Among other positions, he has served as a senior credit and leasing operations manager for a variety of leasing companies including Fortune 100 insurance companies, banks, and independent leasing companies. Mr. Wold chairs Veterans Capital's credit committee and has an extensive background in analyzing the credits of both early and later stage companies.

He specializes in commercial equipment leasing and is an expert in sales management, credit operations and residual risk management within the leasing community. In addition, he has spoken at numerous Investment Conferences on the benefits of private equity and its' role within the equipment leasing sector. Prior to forming Veterans Capital Corp, Mr. Wold was the President and COO of Gulf Pointe Capital, LLC, an investment leasing subsidiary of the Aspen Opportunity Fund, LP, a private equity fund.

Prior to Gulf Pointe Capital, Mr. Wold was Vice President, Credit & Operations at American International Group (AIG), AI Credit and Leasing Division. Mr. Wold in his bank and leasing career has also served as a Vice President of Societe Generale Bank, US Leasing Division, and as a Vice President and Division Manager of Capital Associates International, Inc. Mr. Wold holds a BS degree in Business from Jones College and he did his Masters work at the State University of New York, Stony Brook, NY.



**Richard Sandulli**  
Metaurus ETF

Rick, with 31 years of experience, was a Managing Director and head of Equity Structured Products in North America for Morgan Stanley where he was also head of global new product development and marketing for both the institutional structured products market and PRIps market globally.

Prior to Morgan Stanley, Rick was a Director of Global Equity Derivatives and the original founder of the institutional and retail structured products businesses beginning at Merrill Lynch in 1992. A former outside product advisor to the American Stock Exchange, Rick started his career as an investment banker specializing in convertibles bonds, complex derivatives, MLPs, '40 Act funds, tax, securitization, and specialized capital market products.

After Morgan, Rick was Managing Director and Global Head of Structured and Derivatives Products for Wachovia/Wells Fargo and was President and Partner of Fore Research and Management, a \$2.75Bn multistrategy hedge fund based in New York. Rick received his B.S. in mathematics/computer science from Duke University and his MBA in finance from the University of Chicago.





**Dan Hughes**  
Social Entrepreneur

Danny Hughes is one of the most sought after and in-demand strategic business advisors – consulting, coaching and guiding numerous innovators, CEO's, business owners and start-up entrepreneurs to develop their stories, identify and secure strategic partnerships and funding sources, and align with champions and influencers.

In 2003, he co-founded Broadlook Technologies and in the span of a decade, tens of thousands of global users recognized Broadlook as an innovation leader in real-time data crawling, parsing and aggregation to power leading recruiting and HR, B2B sales and marketing, and data service operations.

Today, Dan is an active investor, sits on boards of non-profit endeavors and commits his active consulting practice towards social impact entrepreneurship and endeavors.

He is a partner with LOHAS Capital and managing member of LOHAS Advisors, dedicated to helping social impact innovators in health, wellness, education, women empowerment, and affordable housing. LOHAS Advisors works specifically with Family Offices and Foundations to identify direct and private placement investments in socially responsible opportunities that matters most to them.



**Gail Cohen**  
Franklin Templeton

Gail E. Cohen, Chair of Fiduciary Trust's Board of Directors and General Trust Counsel, has over 30 years of experience in the area of trusts and estates. Ms. Cohen is a member of Fiduciary Trust's Management and Operating Committees, and is also Chair of Fiduciary Trust International of the South. She is a former Chair of the New York Bankers Association, and sits on its investment committee. She has previously served as that Association's first woman Chair, and as Vice Chair, and Treasurer. In 2010 and 2011, Ms. Cohen was named one of the "Top 50 Women in Wealth," selected by AdvisorOne. Ms. Cohen is a Fellow of the American College of Trust and Estate Counsel (ACTEC). She holds the Distinguished Accredited Estate Planner® designation, has been elected into the NAEPC Estate Planning Hall of Fame, and has been honored by the Trusts and Estates Lawyers Division of the UJA.

Ms. Cohen is a frequent writer and lecturer for attorney groups, including University of Miami's Heckerling Institute (2014), as well as Practicing Law Institute to the New York State Bar Association and Society of Trust and Estate Practitioners. Before joining Fiduciary Trust in 1994, Ms. Cohen was a trusts and estates associate at the law firm of Debevoise & Plimpton. Previously, she was an associate at the law offices of Edward S. Schlesinger, P.C. She currently sits on the Investment Committee of the New York City Bar Association and is a former member of that Bar Association's Committee on Estate and Gift Tax, which she chaired from 1998-2001.



**David Tawil**  
ProChain

David D. Tawil is Co-founder of ProChain Capital and serves as its President. In addition, David is a Co-Founder of Maglan Capital and has served as President since its founding in 2009. Maglan is an event-driven, corporate turnaround-focused fund, with a concentration on small-cap, activist positions. The fund has been operating for over 6 years and the principals have very deep experience in bankruptcy, turnaround and restructuring. David is a frequent contributor to the Wall Street Journal, The Financial Times, Bloomberg, the New York Times, Reuters, CNBC, Bloomberg, and Fox Business.

In addition, David has served as an expert witness in securities-related trials. Prior to founding Maglan Capital in 2011, David was an investment banker with Credit Suisse, where he served as Director of Leveraged Finance and co-managed the fixed-income alternative asset trading business, focusing on sourcing and trading illiquid high-yield and distressed debt. Before joining Credit Suisse, David was an attorney with Davis Polk & Wardwell, specializing in workouts and bankruptcies. He began his legal career as an associate at Skadden, Arps. David earned a BS degree in Business Management, graduating magna cum laude, from Yeshiva University, and he earned a JD degree from the University of Michigan Law School.



**Rainford Knight**  
Florida Institute of Finance

Dr. Knight's experience spans both academia and industry. His academic career started as an Assistant Professor of Finance at Fairleigh Dickinson University (FDU) in Madison, New Jersey and then was a mergers and acquisitions analyst in the financial services industry. In academia, Dr. Knight is a member of the finance faculty at Florida Atlantic University and was a member of the finance faculty at the University of Miami. His PhD is from FAU in the area of IPO pricing, distribution and market behavior.

In industry, Dr. Knight's background is varied: he was a member of a team that helped a government restructure its financial sector after a sovereign debt crisis, has been the CIO and founder of a fund of hedge funds and he has been a consultant/advisor to a number of companies ranging from early stage to mature operating businesses.

Currently, Dr. Knight is a managing partner and a co-founder of the Florida Institute of Finance, an operational risk and due diligence consulting firm that also provides training, and decision support through its Fin-tech/Reg-tech software platform called EDNA. Dr. Knight sits on the board of the Florida Alternative Investment Association (FLAIA), the Business Development Board of Palm Beach County's Financial Advisory Task Force, the Nat King Cole Generation Hope charity and the CFA Society of South Florida.



**Thomas Coughlin**  
Kinesis

Thomas Coughlin is the Chief Executive Officer (CEO) of Kinesis Limited as well as Allocated Bullion Exchange (ABX). He has worked in the investment, funds management and bullion industries for approximately seventeen years. His professional portfolio management career spans the foundation of the boutique investment company, TRAC Financial, to the establishment of a highly successful Absolute Return Fund.

Thomas has dedicated a significant part of his career working collaboratively to build the complex systems of a cross-border international bullion market with an extensive global network of central bankers, brokers, fund managers and advisers. His experience, extensive network and broad knowledge of capital markets, enable him to deliver exceptional value and insight to all stakeholders.

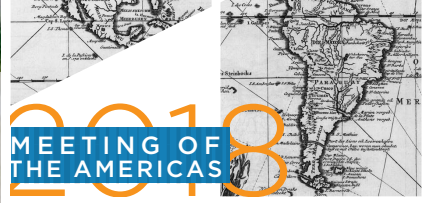


**Monica Fuentes**  
O'Brien Investment Group

A key consideration of the O'Brien Investment Group strategy is the pedigree of the Portfolio Manager, Monica Fuentes, Ph.D., who joined the O'Brien Investment Group in late 2015 to launch Discretionary Global Macro.

Monica served 8 years at Goldman Sachs in NYC and London with their Markets Strategy Team and on their Global Macro desk. She later joined London based Comac Capital as a Portfolio Manager for their \$6.5 Billion Global Macro Fund. She holds a Ph.D. in Economics from Columbia University (2003).





# SPONSORS



Akerman LLP is a leading transactions and trial law firm known for its core strengths in middle market M&A, within the financial services and real estate industries, and for a diverse Latin America practice.



Alexander Alternative Capital GP is a privately held alternative investment firm with a flexible, opportunistic approach to managing alternative investments. We seek to deliver outsized returns in all market environments through a limited selection of Private Equity, Hedge Fund and Direct Investment opportunities.



Since 1982, the AMS Financial Group has provided a comprehensive range of financial planning products designed to meet the diverse and constantly changing needs of our global clients.



AZTLAN Equity Management LLC is an independent investment adviser specializing in small and mid-caps in Developed as well as Emerging and Frontier Markets. The firm manages a private EMF fund and a publicly listed (Mexico) DM fund, as well as separately managed accounts.



BankUnited, N.A. is a national bank and wholly-owned subsidiary of BankUnited, Inc. (NYSE: BKU) and is headquartered in Miami Lakes, Florida. As of June 30, 2018, BankUnited N.A. has \$31.3 billion in total assets, 87 branches in 15 Florida counties and 5 banking centers in the New York metropolitan area. One of the largest independent depository institutions headquartered in Florida by assets, BankUnited provides a wide range of commercial and consumer banking services.



Berkower LLC, Certified Public Accountants and Financial Advisors is a medium sized regional accounting firm, servicing the New York Metropolitan area, with offices in Wayne and Iselin, New Jersey, Los Angeles, California and the Cayman Islands.



The Balanced Sheet Enhancement Platform (BSEP+) protects downside risk for funds, family offices, & institutions with an investment strategy that includes: life insurance, annuities, & portfolio management together providing principal protection plus uncorrelated yields above market.



Since 1969, Miami-based Cervera Real Estate has been South Florida's industry leader in condominium sales. As the first agency to represent developers in the sales and marketing of their projects,



Chopra Coaching coaches C-suite executives, investment professionals, entrepreneurs and other high achievers on leadership development, business strategy, risk management, performance enhancement and culture transformation.



Circle Partners has over 15 years of experience in fund administration, fund set-up and fund structuring. We offer services from the world's major financial jurisdictions to a wide range of investment funds, special purpose vehicles, companies and foundations.



With local teams in Mexico City and Miami, Florida, Funds Society was created to be the reference point for the the market of investment products in the United States and Latin America as well as to provide specialized news to the local investment management industry.



Hedge Fund Alert helps subscribers anticipate risks and opportunities by revealing behind-the-scenes developments in the fund-management arena.



Hughes & Company is an Independent Introducing Broker - focused on the institutional futures/options space. We work for our clients - advisors (and their clients), family offices, & professional traders.



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SmartCash is a community governance, cooperation & growth focused blockchain based currency & a decentralized economy. We strive to allow the community to control the fate of the coin, the governance, the budget, usage and encourage community development.



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# MEETING OF THE AMERICAS

# FLAIA

Florida Alternative Investment Association  
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