



OCTOBER 16, 2015

The Westin Colonnade, Coral Gables

- 7:30AM** Registration and Continental Breakfast
- 8:30AM** Opening Remarks:
Andy Perez, Chief Executive Officer – EB5 Visa Funds, LLC
- 8:45AM** WELCOME ADDRESS
TBA
- 9:30AM** KEYNOTE ADDRESS
The Honorable Carlos Curbelo, Florida's 26th Congressional District
- 10:00AM** Coffee Break
- 10:15AM** Panel: EB-5 Program Reauthorization
Analysis of current legislation, potential industry effects in Florida and program advocacy
- Lou Fuoco, Managing Partner – The Fuoco Group
 - Brian Van Hook, Associate Director – SBDC at FIU
 - Dr. Michael K. Evans, Chairman, Evans, Carroll & Associates
 - Michael Homeier, Managing Partner – Homeier & Law, P.C.
 - Batya Goodman, Esq, Corporate Securities Attorney – Greenberg Traurig, LLP
- 12:30PM** LUNCHEON ADDRESS & Networking Luncheon
TBA
- 2:00PM** The Business Plan and Creating an EB5 Package for USCIS
Florida Small Business Development Center (SBDC) at FIU
- Pete De La Torre – Moderator
 - Alina Matas – Investment Business Plans, SBDC Consultant
 - Ricardo Newark - Finance, Business Growth and Profitability, SBDC Consultant
 - Maria Ilcheva, Ph.D. – Economic Impact Studies, FIU Metropolitan Center
- 3:00PM** Importance of a Proper Prospectus
Michael Homeier, Managing Partner – Homeier & Law, P.C.
- 3:45PM** Coffee Break
- 4:00PM** Pre Tax Planning for your EB5 Investor
Lou Fuoco, Managing Partner – The Fuoco Group
- 4:45PM** Navigating through the Economic Impact Study and NEW TEA Regs
Dr. Michael K. Evans, Chairman, Evans, Carroll & Associates
- 5:30PM** POST CONFERENCE NETWORKING COCKTAIL
Hosted by: Mercantile Commercebank



Speaker Biographies

The Honorable Carlos Curbelo, Florida's 26th Congressional District was first elected in November of 2014. At 34, Curbelo is one of the youngest Members of the US House of Representatives. Carlos currently serves on the Transportation and Infrastructure, Education and Workforce and Small Business Committee. A Miami native, Carlos attended Belen Jesuit Preparatory School and the University of Miami earning a Bachelor's Degree in Business Administration and a Master's Degree in Public Administration in 2002. In 2002, just months out of college, Carlos founded a public and media relations firm that did work for South Florida and international companies. As a small business executive he met the challenges of meeting payroll, balancing budgets, and building teams with success. In 2009, he was named State Director for US Senator George LeMieux and was responsible for overseeing staff in seven offices throughout the state and advising the Senator on Latin American policy and Hispanic issues. In 2010, he was appointed by Florida's Governor to the Miami-Dade Metropolitan Planning Organization (MPO), a federally mandated board tasked with prioritizing local transportation and infrastructure projects. Carlos is also the cofounder of Centre Court Charities, a non-profit organization that runs basketball leagues for high school students during the summer months. In November of 2010, Carlos was elected to serve on the Miami Dade County School Board the nation's fourth largest school district. Shortly after being elected, he was the only School Board Member in the state asked to serve on the Governor's Education Transition Team where he as a champion for reform, school choice, and equity in funding.

Dr. Michael K Evans is Chairman of Evans, Carroll & Associates, Inc. An Economic consulting firm specializing in EB-5 immigration analysis, economic impact studies of development projects and new construction, models of state and local tax receipts, impact of current and proposed government legislation, and construction of econometric models for individual industries and companies. He has prepared over 500 economic impact reports relating to variety of EB5 projects including hotels, housing complexes, mixed use commercial, projects, schools, mines, etc. Mr. Evans is skilled in utilizing the regional input/output models RIMS II and IMPLAN to determine the output/employment multipliers for the EB-5 project in question. Each report takes into account variables such as similar nearby businesses, economic conditions in the area, multi-dimensional projects, and more. A standard economic report produced by the team at Evans, Carroll & Associates can include data such as a determination of the increase in employment, output, and labor income for the 20 major industrial classifications in the RIMS II model, determination of the same variables for construction expenditures, analysis of whether the project is located in a TEA, economic statistics and analysis of all the counties in the relevant county group, commuting patterns, and more.

Lou Fuoco, CPA., is president and chief executive office of The Fuoco Group ("TFG"). Lou is a powerful business driver whose entrepreneurial instincts and clarity of vision helped found and develop TFG, a professional business and financial advisory organization through rapid and continuous growth. With offices in New York City, Long Island, North Palm Beach, Boca Raton and Miami, TFG's provides assurance, accounting, tax planning and preparation, estate and trust accounting taxation, litigation support and international business advisory. Lou is highly regarded for his extensive knowledge across many industries and has been retained as a Business Advisor, Forensic Accountant, Auditor, and Tax Planner by business owners, corporate officers, and high net worth individuals. Throughout his 22 year tenure with TFG, Lou has gained a reputation for developing business strategies, including new business models, value added services and for strategic partnerships. Lou has recently launched and oversees an EB5 service division. Understanding the importance to economic development and job growth and the EB5 program overall, Lou has allocated the necessary resources and is forging strategic relationships with EB5 professional advisors in order to cater to foreign investors, commercial enterprises and regional centers.



Batya Goodman started her practice on Wall Street. She focuses her practice on finance transactions, general corporate transactional work, private equity transactions and mergers and acquisitions. Batya is proficient in drafting, negotiating and analyzing complex transactional and organizational agreements and other documents. She also has wide-ranging experience advising clients interested in raising capital for and establishing regional centers to administer projects qualifying for investment under the EB-5 Entrepreneur Investment Visa Program across the country and in a variety of industries, including preparing the necessary documents. Batya also assists clients in the preparation of SEC filings, including proxy statements, registration statements and periodic reports, and has considerable expertise in conducting due diligence investigations and researching and drafting legal and client memoranda. Batya served as Associate General Counsel of a global, multibillion-dollar NYSE listed public company where she was one of only two attorneys servicing the entire company, at the time comprised of eight diverse business units and in excess of three hundred subsidiaries.

Michael Homeier practices in the area of general business, securities, corporate, transactional, and business financing law (including EB-5 and crowdfunding). With over 32 years' experience in the corporate and business transactional fields, both as in-house corporate counsel with private law firms, Michael brings a deep level of legal knowledge and expertise to the EB-5 industry. Michael represents a number of regional centers in the EB-5 program and assists them with the structuring of their projects as well as the negotiation and drafting of business and securities documents relevant to the EB-5 Program, such as private placement memoranda (PPMs), investor procurement agreements, limited liability agreements, loan agreements, subscription agreements, investor questionnaires, regional center contracts, plus transactional and corporate documents. In addition to numerous engagements as a university law professor, Michael also actively participates in public speaking engagements, both in the EB-5, business financing/crowdfunding, and business law arenas, and as an inspirational speaker to teenage and young adult cancer survivors (as one himself) on finding post-treatment life success. Michael earned his J.D. from the University of Southern California, and his B.A. from the University of California, Los Angeles. He is a member of the State Bar of California, the American Immigration Lawyers Association, and the IIUSA (the Association to Invest in the USA, the EB-5 industry trade organization).

Maria Ilcheva, Ph.D. (Expertise: Economic Impact Studies) has been employed as a senior researcher at the Metropolitan Center since 2009. She has experience and responsibility in a number of areas critical to the Metropolitan Center's operations, including serving as Principal Investigator and/or Project Manager on a number of contracts and grants, with many of them including a public involvement element. Dr. Ilcheva has over eight years of experience in working on various economic development, social and behavioral projects. Ms. Ilcheva serves as Subject Matter Expert in behavioral research, including surveys, polling, evaluations, and focus groups and supervises and maintains quality standards for SPSS statistical analysis for Center projects. Dr. Ilcheva led the research on the 2013 City of Miami Annexation Feasibility Study which assessed the feasibility of annexing several areas in the city. She also conducted the *City of Hialeah Economic Outlook* project which entailed a comprehensive analysis of the city's economic base, and the *Comprehensive Community Needs Assessment of Miami-Dade County* which provided a detailed analysis of the population needs in the county. Dr. Ilcheva also assisted in the production of the *Thirty-Year Retrospective Report* for the Miami-Dade Economic Advocacy Trust (formerly Metro Miami Action Plan) in 2007, as well as several of the major housing studies completed by the FIU Metropolitan Center. She has also led or collaborated in several annexation and other planning studies for the cities of Sweetwater, West Miami and Opa-Locka, among others.



Alina Matas (Expertise: *Investment Business Plans*) is an SBDC at FIU consultant who specializes in business research and business-plan development. Previously, Alina led the research department of a major commercial real estate company, where she helped identify pricing and development trends and wrote industry reports. A former business journalist with *The Wall Street Journal* and *The Miami Herald*, she has more than 20 years of experience researching industries and companies. She earned a Masters in Journalism from the University of Florida, and a Bachelors from Wellesley College.

Ricardo Newark (Expertise: *Finance, Business Growth and Profitability*) is an SBDC at FIU consultant experienced in the areas of finance, strategy, international business development and operations. He spent most of his career at Xerox, where his roles included serving as vice president of the Latin Markets, chief financial officer of the International Group and integrated supply chain vice president for the Developing Market Operations. Ricardo enjoys bringing the "know how" of large enterprises to small and medium-size businesses. He has a Master in Business Administration from Harvard Business School and holds an Industrial Engineering degree from the University of Buenos Aires, Argentina.

Brian Van Hook is Associate Director of SBDC at FIU, which provides high-quality research and consulting to entrepreneurs in Miami-Dade County. These services include investment business plans for EB-5 visas in Miami-Dade County. Prior to joining Florida International University, Mr. Van Hook spent over nine years working on entrepreneurship, technology and international trade issues in the United States Senate. In particular, Brian was Policy Director of the U.S. Senate Committee on Small Business & Entrepreneurship, where he oversaw research and legislative activities. Previously, he served as legislative assistant to U.S. Senator Mary Landrieu, a member of the Senate Appropriations Committee. Brian received his M.S. in International Affairs from Florida State University and his B.A. from Louisiana State University.

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