



Welcome  
BACCF 2026 Open Mic - Membership  
Virtual Networking



Brazilian-American  
Chamber of Commerce of Florida  
EST. 1981

———— 2026 ————

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# Upcoming events

## ➤ **MAY**

May 1 – **Businesswomen’s Committee Luncheon**

May 18 - 27 – **Road Show Brazil 1st round** - Florianópolis, Belo Horizonte, Muriaé, Balneário Camburiú, Maringá

May 20 – **Music Industry Panel: How Music Drives Innovation, Branding & Business**

## ➤ **JUNE**

Jun 17 – **Celebration of the National Day of Japanese Immigration to Brazil**

Jun 23 – **BACCF Brazilian Night Happy Hour – Pre-Game November**

## ➤ **SEPTEMBER**

September 12 – **BACCF Independence Gala Dinner**

## ➤ **NOVEMBER**

November 19 - **Workshop Choab Paiva e Justo Advogados Associados**

# Upcoming events

➤ **Stay Tuned:**

Mortgage Market Outlook (BB Americas & Bradesco)

Road Show Brazil 2nd round - August

Breakfast at Embraer - Brazil's Aerospace Powerhouse

Seminar on "How to do Business in the U.S."

Finance & Alternative Investments Committee Luncheon

Demystifying AI: What Every Business Leader Should Know

BACCF CEO Series

... and more



Scan for more information

# BACCF Members

- Claudio Cury – **BACCF Board Member**
- Marina Elliot – **BACCF Board Member, OMNIA CONSTRUCTION CO.**
- Marson Cunha – **BACCF 2026 President**
- Ericson Reis – **BACCF 2026 Vice President**
- João Zapelini – **Voeja Travel**
- Alan Thomaz – **Campos Thomaz Advogados**
- Andre Rodrigues – **Sonda Inc.**
- Guilherme Bruno Marques – **Hedgepoint Global Markets**
- Alex Miranda – **Knock, Inc.**
- Jennifer Roldan – **EPGD Business Law**
- Leonardo Dias – **Drummond Advisors**
- Juliana Faus – **On Purpose Talent**
- Alexandre Fialho – **Amabile AI Tecnologia Ltda**
- Sergio Lisboa – **Lepus Logistics Transportes Internacionais Ltda**
- Dacio Silveira – **DNS Partners Corporate Communications and Branding Biz**
- Luigi Nahmias – **Northwestern Mutual**
- Flavia Arruda – **Flavia Arruda Salinas, PLLC**
- Kleber Leal – **Zamak Technologies LLC**
- Helena Hale – **Caiado Guerreiro**
- Rony Porat – **IDB BANK**

# Welcome to our future members

- Silvio Pezzo – **ResilienceX**
- Isabella Mota – **ResilienceX**
- Ricardo Salvatore – **ResilienceX**
- James O'Malley – **Carnaval Pictures, Inc.**
- Jonas Conceição – **Delta Global**
- Jaaikaran Chanana – **Templestone**
- Alicea Castellanos – **Global Taxes LLC**
- Ryan Coyle – **Bilzin Sumberg**
- Cristiane Epifanio – **Tactical Edge Cyber Consulting**
- Josue Colucci – **Effortech IntL LLC**
- Gustavo Guerra – **Aora Digital**
- Carlos Alberto Silva – **Pacto Estratégico das Américas**
- Mateus Passarini – **Passarini Law**
- Silvia Media – **Sirena Media**

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**MARINA ELLIOT**

DIRECTOR OF STRATEGIC PARTNERSHIPS

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About Rep Info Map

## About

Since our inception, we have believed it is our responsibility to contribute to the societies where we operate. Our purpose drives thousands of collaborators to improve quality of life, innovate, and add value through technological solutions that transform businesses. With our experience and leadership in digital transformation across 11 countries, we help clients overcome challenges and simplify complex demands in the IT industry.



# Hedgepoint Global Markets

## Managing price and currency risk across global markets

- Hedgepoint Global Markets is a global, institutional financial services firm specialized in managing price and currency risk through OTC and listed derivatives for corporate and professional clients.
- Across these asset classes, HedgePoint's activity is driven by recurring client hedging needs rather than transactional or speculative trading.
- Client relationships are typically long-term and recurring, embedded in the clients' commercial and financial planning processes

OTC  
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Futures and  
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Debit Capital and  
Professional services



### Agricultural Commodities

Risk management for grains, oilseeds, sugar, coffee, and cocoa.



### Energy Commodities

Price risk protection for diesel, gasoline, and natural gas.



### Foreign Exchange (FX)

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- Multi-currency hedging across Latin America and Southeast Asia
- Dedicated FX desk with transparent service and easy access to experts
- Global operations with focus on liquidity, compliance, and execution speed.

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Presence in Brazil, Argentina, Colombia, Switzerland, United States, United Arab Emirates and Singapore.

This footprint reflects proximity to major commodity-producing regions while maintaining centralized governance and risk oversight



As part of our offering, the **Hedgepoint HUB** supports the core execution and risk-management business by increasing client engagement, transparency, and retention — delivering more transparency, education, and confidence in managing price and currency risk.







# KNOCK, Inc.

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## About



Through people-focused design, KNOCK puts customers and admirers at the center of your world, creating smart solutions — by discipline, by touchpoint — that build love and loyalty. It's what we call full experience. And it's manifested in four areas of expertise that drive business success: Strategy, Design, Content, Digital and our Special Practices: DRUMM Intercultural Consultancy and COMMA Innovation.





**EPGD Business Law serves as a premier resource for Florida's business community. We provide the sophisticated resources and boutique grit necessary to navigate complex legal challenges, delivering measured execution for clients in Miami-Dade, Broward, Palm Beach, and beyond.**

**Practice Areas**

- |   |   |
|---|---|
| ● <b>Business &amp; Commercial Litigation</b> | <b>30 Attorneys   3 Brazilian-American</b>  |
| ● <b>Corporate Transactional</b>              | <b>200+ Years combined experience</b>   |
| ● <b>Real Estate Law</b>                      | <b>7 Languages spoken    </b> |
| ● <b>Trusts, Estates, &amp; Family Law</b>    | <b>10 Jurisdictions State &amp; Federal</b>   |

**777 SW 37th Ave Fifth Floor Miami, FL 33135 | (786) 837-6787 | [www.epgdlaw.com](http://www.epgdlaw.com)**  
***[jennifer@epgdlaw.com](mailto:jennifer@epgdlaw.com)***

## About us

### We are Drummond Advisors!

- Specialized consulting in international transactions.
- Our team includes certified accountants and attorneys in both countries.
- On-site offices in Boston, Miami, Orlando, São Paulo e Belo Horizonte.
- More than 14 Years of experience.
- More than 11.500 active clients.
- A team of more than 300 professionals.



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*Juliana faus*  
CEO & Founder



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**Amabile AI  
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Av. Brigadeiro Faria Lima, 1755. Box 328  
São Paulo, SP 01452-0001  
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## About

Amabile AI is an enterprise Artificial Intelligence firm specializing in the development of autonomous agents, MLOps, and comprehensive AI governance. Positioned to serve highly regulated sectors such as finance, healthcare, and industrial manufacturing, the company provides "Secure by Design" architectures that guarantee strict adherence to compliance frameworks, including LGPD/GDPR and financial sector regulations.

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Itaim Bibi, São Paulo SP - Brazil  
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# DNS PARTNERS

corporate communications & branding biz

**Marketing, Branding, and Communication guided by Business Strategy.**

DNS Partners is a consulting firm with 35+ years of experience across Brazil and Latin America and for the past 13 years, also in the United States, with offices in São Paulo and Fort Lauderdale.

We help companies expand, reposition, and internationalize their brands through integrated marketing, corporate communication, and branding solutions.

Our model is "Marketing & Communication as a Service" we work as strategic partners, either as an extension of your team or as your full marketing and communication department.

Beyond the firm, I also serve as a board advisor to companies navigating growth, brand repositioning, and cross-border expansion between Brazil, Latin America, and the U.S.

#### Our Services – USA & Brazil:

- Brand Internationalization
- Marketing, Branding, and Communication
- Digital Marketing and Media
- Design and Visual Identity
- Brand Reputation Management

#### Contact Us

Fort Lauderdale +1 (954) 529-1333

São Paulo: +55 (11) 97263-0055

[dacio@dns-partners.com](mailto:dacio@dns-partners.com)

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1515 S Federal Hwy, Suite 208  
Boca Raton, FL 33432  
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## Whom to Contact

**Luigi Nahmias**  
Financial Advisor

# Flavia Arruda Salinas

Market Intelligence · Strategic Vision · White-Glove Service

## HER STORY

### ● Global Roots

Before planting her roots in Miami, Flavia built a layered career across Economics, Gemology, and Design — living and working in Australia, Belgium, France, England, Japan, and her native Brazil.

### ● Rare Perspective

She developed something rare: a genuine understanding of what 'home' means to people from every walk of life. A global fluency paired with a lifelong fascination with beautiful, purposeful spaces.

### ● Trained Eye

Trained at GIA (Gemological Institute of America) and the International Center of Photography, Flavia brings an extraordinary eye for quality, craftsmanship, and visual culture.

### ● Service & Community

From supporting Tsunami victims in Sendai, Japan, to volunteering across Brazil and Australia, to co-founding a Center of Excellence for Tourism in Brasilia — service is simply who she is.

## THE FLAVIA ADVANTAGE

### ● Economist's Precision

Flavia reads market cycles, pricing dynamics, and risk fluently. Every offer, counteroffer, and negotiation is backed by data-driven strategy, not guesswork.

### ● Designer's Eye

Her background in design and gemology means she evaluates a property on every level. She knows what adds value.

### ● Cultural Fluency

Having navigated life in 7 countries, she connects with international buyers and sellers effortlessly — guiding them with empathy and full transparency.

### ● White-Glove Access

You always have direct access to Flavia — not an assistant. From first contact through post-closing, personally invested in your journey at every stage.

## END-TO-END COMMITMENT

### ● Initial Consultation

Understanding the client's goals, budget, and timeline without pressure. Listening first, advising second.

### ● Curated Search

Property search and selection aligned with your financial and lifestyle needs. Only options that truly match your vision.

### ● Offer & Negotiation

Defending the best terms at every stage of offer, contract, and negotiation. No detail left to chance.

### ● Closing & Beyond

Inspection, financing, closing coordination, and post-closing support — ongoing guidance on investments, property management, and next steps.

## INVESTMENT INTELLIGENCE

### ● Strategic Location

Assistance in choosing location aligned with desired lifestyle, family needs, and long-term financial goals.

### ● ROI & Cap Rate

Analysis of Appreciation and Income Generation (rental). Evaluation of ROI, Cap Rate, and IRR (Internal Rate of Return).

### ● Financing Efficiency

IRR modeling with debt service demonstrating the advantages of fixed U.S. mortgage payments for international investors.

### ● CMA & 1031 Exchange

In-depth comparative market analysis for best entry price, plus support with 1031 Exchange for tax deferral on capital gains.



## Flavia Arruda Salinas

Licensed Real Estate Agent  
South Florida

## Contacts

- +1 (914) 308-0705
- faruda@flaviaarrudarealtor.com
- flaviaarrudarealtor.com
- @flavia.arruda\_realtor

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**FLAVIA ARRUDA SALINAS**  
GLOBAL REAL ESTATE ADVISOR



# VOCÊ ESCOLHE ONDE A QUEDA PARA.

FLORIDA

É sobre quanto custa parar,  
não quanto custa investir direito.



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TI que previne. Não só conserta.



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**Helena Hale**

Lawyer | Immigration

SCAN TO SCHEDULE A MEETING:



CAIADO GUERREIRO

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# About IDB

## Who We Are

IDB is the largest Israeli bank in the U.S., with over 70 years of growth. We are a full-service bank with locations in New York, New Jersey, Florida, and California and foreign representative offices in Israel, Chile and Uruguay.

Our team of experts understands the intricacies of client needs in addition to those of global financial markets — and we pursue our clients' goals as if they were our own. Because at IDB, we believe banking has to be personal to be powerful.

## What We Offer

Across commercial and private banking, we don't just provide financial services — we create customized solutions that help our clients meet their personal financial goals or accelerate their businesses.



### COMMERCIAL BANKING

The best way to serve our clients is to know their business inside and out. This commitment has led us to become the largest Israeli-owned financial institution in the U.S. with commercial banking services across a variety of industries.



### COMMERCIAL LENDING

We proudly offer our commercial clients with access to a robust credit and lending solutions for their unique business needs, growth opportunities and industry-specific requirements.



### TREASURY SERVICES

We offer access to a suite of treasury and liquidity solutions to help our clients leverage their working capital, enhance staff's processes, improve agility and provide secure online access and reporting to their accounts.



### DOMESTIC PRIVATE BANKING

We have been a trusted advisor and partner to our clients and their families, where we provide individualized support with a multi-faceted team of experts to help high-net-worth individuals manage their assets, grow their wealth, and preserve it for generations to come.



### INTERNATIONAL PRIVATE BANKING

Based in South Florida and New York, with offices in Latin America and Israel, our team provides personal service along with sophisticated and timely solutions in multiple markets and currencies to clients around the globe.



### WEALTH MANAGEMENT\*

IDB Bank's wealth management services offer the flexibility to meet your financial needs with confidence. Our team of bankers will connect you to the right investing, credit and wealth management professionals who can support your financial goals, whenever you need them.

## Rony Porat

Senior Vice President & Head of Brazil Operations

**IDB BANK**

Phone: (305) 682-3706

Mobile: (917) 225-3476

Email: [rporat@idbny.com](mailto:rporat@idbny.com)



# THANK YOU!

[www.brazilchamber.org](http://www.brazilchamber.org)  
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