

REAL ESTATE CENTER'S 31st

TRENDS

CONFERENCE

OCTOBER 16 & 17, 2025 • FLORIDA STATE UNIVERSITY • TALLAHASSEE



FSU
REAL ESTATE CENTER
COLLEGE OF BUSINESS

REAL ESTATE CENTER'S 31st

TRENDS

CONFERENCE



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2025 TRENDS SPONSORS

The FSU Real Estate TRENDS Conference is organized to inform participants of emerging trends and issues facing the real estate industry, to establish and strengthen professional contacts and to present the broad range of career opportunities available to our students. It is organized by the FSU Real Estate Center, the Florida State University Real Estate Network and the students' Real Estate Society at FSU. This event would not be possible without the generous financial support of our sponsors.

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SROA Capital has a track record of providing risk adjusted returns to our investors through focused strategy of **investing in self storage** on behalf of our principals and partners.

With a portfolio of over **670 self-storage facilities** encompassing more than **31 million square feet** across the United States, SROA Capital is committed to expanding its presence in high-growth markets through the strategic acquisition of undercapitalized and mismanaged properties. In addition to our domestic success under the Storage Rentals of America brand, we have broadened our reach internationally with **14 locations in the United Kingdom**.

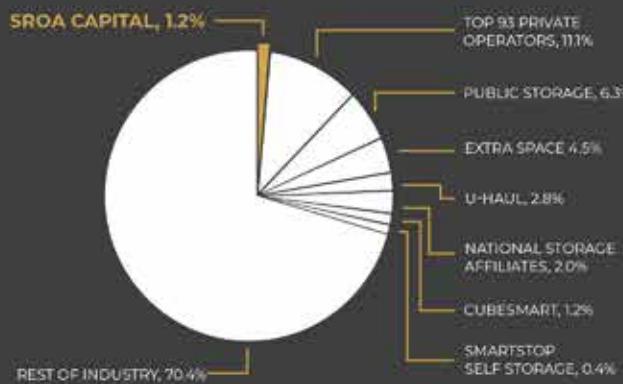
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WE ARE GROWING

IN 2025 WE EXPANDED OUR PORTFOLIO WITH 280 NEW LOCATIONS.



OWNERSHIP BY NUMBER OF PROPERTIES



FEATURED SPEAKERS & GUESTS



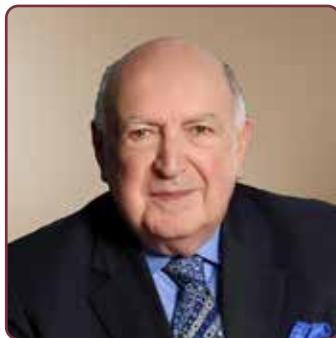
Brian Bailey

*Head of Research
Trimont*

As head of research, Brian Bailey is responsible for providing thought leadership and monitoring emerging economic, commercial real estate (CRE) and finance trends at Trimont. He is responsible for providing clarity in today's uncertain climate and creating analytics that provide insights into lending and property trends.

Prior to Trimont, Bailey was the commercial real estate subject matter expert and senior policy advisor at the Federal Reserve Bank of Atlanta. His work informed three Federal Reserve chairs, five central banks, and the International Monetary Fund. He briefed Chair Jerome Powell, the Board of Governors and multiple policymakers on CRE and finance trends. Additionally, he addressed audiences of 25,000-plus at hundreds of venues, including federal agencies, universities, industry conferences and syndicated radio.

Bailey has extensive experience, spanning both the public and private sectors, with CRE valuation, transaction, development and financial issues. Prior to joining the Fed, Bailey was employed by the private equity firm Tavistock Group to oversee real estate finance and acquisitions. Before Tavistock, he was the director of real estate finance for Florida's largest commercial developer, Flagler. Additionally, Bailey was an executive with the "Big 4" accounting firm EY.



Frank DiBello

*President & CEO
SOLV, LLC, Space Industry Advisors*

Frank A. DiBello, president of SolvX Space Industry Advisors, holds more than 50 years of direct aerospace and defense industry-related experience.

He served for 15 years as president and CEO of Space Florida, an innovative for-profit public corporation, established by the Florida Legislature to drive the development of a world-leading aerospace industry for the state and to serve as the state's spaceport authority.

His experience also includes four years as president and CEO of Florida Aerospace Finance Corp. In addition, he was co-founder of the SpaceVest Family of Venture Capital Funds and Aerospace Capital Partners, an infrastructure investment fund focusing on aerospace, technology and telecommunications initiatives.

His honors include the Department of Defense Distinguished Service Award for Public Service and induction into the Space and Satellite Hall of Fame by the Society of Satellite Professionals.

He has served high-profile roles on advisory groups for NASA, the Department of Defense and the Department of Transportation.

Mr. DiBello has taught at Defense Systems Management College and International Space University. He received his Bachelor of Science degree in mathematics from Villanova University.



Mike Gilbane

*Managing Director, Related Fund Management
Related*

Mike Gilbane is a managing director at Related Fund Management (RFM), Related Companies' national, vertically integrated private equity and credit platform with \$13 billion of assets under management, where he focuses on the identification of new investment and partnership opportunities across the capital stack.

Prior to joining RFM, Gilbane served as a senior vice president at Related Companies for 15-plus years where he oversaw the completion of more than \$3.5 billion in real estate development projects across asset classes, played an integral role in \$4 billion of real estate acquisitions/dispositions/capital markets activity and contributed to the early-stage development of an approximately \$5.5 billion onshore renewable energy generation portfolio.

Gilbane was also a senior member of Related Companies' Hudson Yards development team, helping to oversee the project's one million square foot retail complex and award-winning observation deck projects. He subsequently established Related's Hudson Yards Experiences (HYE) division, which operates Hudson Yards' iconic Edge/Vessel/CityClimb attractions and "Peak" restaurant/events business. He remains actively involved in HYE as a board member to this day.

Earlier in his career, Gilbane was a project engineer with TDX Construction and worked as an operations specialist for Vice President Richard B. Cheney in Washington, D.C. He holds a BSE in civil engineering from Princeton University, where he was a member of the 2001 NCAA Division I National Championship Lacrosse Team, and serves on the Board of Trustees at the Episcopal School in the City of New York.

FEATURED SPEAKERS & GUESTS (CONT.)



Michael T. Fishman

Vice Chair

Greenberg Traurig

Michael T. Fishman, vice chairman of Greenberg Traurig, is a trusted advisor who combines legal experience with a strategic mindset to build long-term, collaborative relationships with clients, helping them navigate legal challenges while capitalizing on new opportunities in the global real estate market.

Fishman focuses his practice on real estate, real estate finance, private equity and real estate fund formation. His clients include institutional investors, investment advisors, public and private real estate companies, REIT, and financial institutions. He has worked to form domestic and cross-border real estate funds and joint ventures and regularly represents lenders on real estate projects throughout the United States and globally. In addition, he has experience with mezzanine finance, mortgage finance, lease finance and loan defeasance transactions. He regularly advises clients on the acquisition, disposition, leasing and management of data centers, multi-family, industrial, office, retail and hotel properties in the U.S. and around the world.

Fishman received his B.A. from Ohio State University (1991) and his J.D. from Cleveland-Marshall College of Law at Cleveland State University (1995).



J. Alex Kelly

Secretary

Florida Department of Commerce

J. Alex Kelly has held the Deputy Chief of Staff role in the Governor's Office since April 2021. He has an extensive background and expertise in education and economic development, having served as the vice president for the Foundation of Excellence in Education and the Chief of Staff to then Education Commissioner Richard Corcoran in 2019.

He has held roles in the Florida House of Representatives on three occasions as well as the Florida Senate, including Staff Director for the Redistricting Committee and Chief Analyst for the House's Select Policy Council on Strategic & Economic Planning. He served as the Chief of Staff for the Florida Department of Juvenile Justice and as Legislative Affairs Director at the Florida Department of Corrections and the Florida Department of Elder Affairs.

Kelly earned both a bachelor's degree in political science from York College of Pennsylvania and a master's degree in political science from the University of Florida.



Ben Macfarland

Co-Founder & CEO

SROA Capital

Ben Macfarland has spent the last 17 years focused on the acquisition, development, financing, repositioning and management of owner-operated real estate assets, including self-storage (since 2006), parking, student housing, senior living and single-family home portfolios. His track record has identified market dynamics, implemented his investment strategy, built out a team and executed on his vision.

To date, Macfarland has invested in approximately \$5 billion of real estate investments as principal. Storage Rentals of America is his third platform created around an investment strategy in a specific industry, in addition to parking and student housing.

Macfarland holds a B.S. in real estate from FSU and an M.B.A. in finance from American University. He is a member of the Real Estate Roundtable in Washington, DC. He is actively involved with the Community Foundation of Palm Beach and Martin counties and the Flagler Museum.

FEATURED SPEAKERS & GUESTS (CONT.)



Jared W. Perdue, P.E.

Secretary

Florida Department of Transportation

Jared W. Perdue, P.E., secretary of the Florida Department of Transportation, coordinates the planning and development of a safe, viable and balanced transportation system serving all regions of the state.

Secretary Perdue has devoted his entire career to FDOT since entering public service through the Professional Engineer Training Program. The completion of this program kickstarted his FDOT career and, likewise, his passion for serving the people of Florida. Throughout his career, Secretary Perdue has played integral roles in operations and development, where he has held positions as the district geotechnical engineer, district traffic operations engineer and district design engineer. A former CEO of SunRail, he also has experience with various modes of transportation including space and multi-use trails. Most recently, Secretary Perdue has been charged with carrying out the Moving Florida Forward Infrastructure Initiative, a statewide plan of Gov. Ron DeSantis that aims to relieve traffic congestion, improve safety and enhance Florida's supply chain.

Since his appointment as secretary in April 2022, Secretary Perdue has led the department's efforts of building a safer, stronger and more resilient multimodal transportation system with Florida's communities at the center.



Chris Spencer

Executive Director

Florida State Board of Administration

Chris Spencer serves as the executive director of the Florida State Board of Administration (FSBA), where he is responsible for the oversight of the state's constitutionally established investment management entity totaling over \$250 billion in total assets under management. In this role, Spencer is responsible for the management of Florida's public employee pension fund and defined contribution retirement plan for all state employees and employees of participating local governments. Additionally, he oversees Florida PRIME, which is an investment pool for local government surplus funds. In his role at the FSBA, Spencer also is responsible for the management of the Florida Hurricane Catastrophe Fund, a statutorily established reinsurance entity providing \$17 billion of coverage for Florida's property insurance companies.

Prior to his role at the FSBA, Spencer worked in the political and public policy field in both chambers of the Florida Legislature, the Executive Branch and in the private sector. He served in senior legislative roles to legislators in the Florida House of Representatives and the Florida Senate, and managed multiple state legislative campaigns and a statewide constitutional amendment initiative. After leaving the Florida Legislature, Spencer worked as a government consultant in a major statewide law and lobbying firm representing several dozen clients before the Legislative and Executive Branches. Spencer joined the DeSantis-Nuñez Transition Team following the 2018 election, advising the transition team on economic policy. He subsequently joined the administration of Florida Governor Ron DeSantis in the role of director of policy and budget, overseeing the Office of Policy and Budget within the Executive Office of the Governor serving as the state budget director.



Marie-Josée Turmel

Real Estate Investments

Canada Post Corporation Registered Pension Plan

Marie-Josée Turmel has more than 25 years of experience in real estate advisory, investment banking, principal investing and investment management. She joined Canada Post Corporation Registered Pension Plan in November 2018 and leads the strategy, execution and performance for the Plan's real estate portfolio in Canada, U.S., Europe and U.K. across all asset classes totaling a net asset value of \$4.6 billion.

Prior to joining Canada Post, Turmel was senior director of real estate investments at Public Sector Pension Investment Board, where she was responsible for a diversified portfolio of investments under management with a gross value of more than \$7 billion in North America, Europe and U.K. She also worked with CIBC World Markets in real estate investment banking and Colliers International, in real estate brokerage and advisory services.

Turmel currently serves on the Board of REALPAC (Real Property Association of Canada), the Board of Association of Foreign Investors in Real Estate (AFIRE) and on the Pension Real Estate Association (PREA) Institutional Investor Council. She previously served on the Board of Revera Inc. and was a member of the Audit Committee and rotated from the Quality Committee, Investment Committee and Governance and Compensation Committee. She also served on private investment company boards in international jurisdictions and on several not-for-profit boards, including the Foundation Board of CREW Network and was a co-founder of the CREW Montreal chapter.

She holds a Bachelor of Business Administration from Laval University, the Accredited Appraiser designation and the ICD.D designation.

FEATURED SPEAKERS & GUESTS (CONT.)



Julia Black
Vice President of Advanced Programs
Space Florida



Chris Campbell
Managing Director
Eastdil Secured



Chase Foster
Senior Research & Project Engineer
FSU InSPIRE



Eileen Velez-Vega
Strategic Infrastructure Director
Kimley-Horn



Ryan Wood
*Managing Director - Industrial
Development & Acquisitions*
Hines

CONFERENCE SCHEDULE

Pre-Conference Student Events Thursday, October 16

Unless otherwise noted, Thursday's events will be held at **Dunlap Champions Club - Doak Campbell Stadium**, located at 225 Champions Way, Building B, Tallahassee.

8:00 am - 11:30 am

Florida State University (FSU) and University of Wisconsin - Madison (UWM) SPEED CASE COMPETITION

Participating Students

Ethan Abel, UWM
Aiden Assad, UWM
Aidan Capes, UWM
Emily Fleurinor, FSU

Vanessa Geich, UWM
Adriana Gjergji, FSU
Connor Hallett, FSU
Rees Hormann, UWM

Caroline Johanessen, FSU
Ayanna LaPointe, UWM
Theo Nakios, UWM
David Popa, FSU

Gio Russo, UWM
Aliana Saia, FSU
Paul Salvaggio, FSU
Gabriel Segurola, FSU

8:30 am - 9:30 am

Networking Keys (Student-Only Forum)

Grande Ballroom West, 3rd Floor

Presented by **Yvonne Baker, Brett C. Linquist Executive Director** - FSU Real Estate Center

This session is designed to provide practical advice to students preparing to engage with industry professionals

9:30 am - 9:45 am

BREAK

9:45 am - 11:45 am

Student Industry Sessions

Grande Ballroom West, 3rd Floor

Fast moving panel discussions, led by industry professionals, introducing the students to real estate career paths and exploring the opportunities available.

Brokerage Services Panel

Mary Beale - Berkadia Real Estate Advisors
Chris Cobb - Lincoln Property Company
Carrie Smith - Franklin Street
Justin West - Sands Investment Group

Debt Equity Panel

Ben Borysiewicz - Heitman
Brian Gaswirth - JLL
Griffin Guthneck - JLL
Joseph Heagerty - Voya Asset Management

Development Panel

Carson Dowd - Saglo Companies
Bill Lloyd - R.K.M. Development Corp.
Bridgid O'Connor - Publix Super Markets, Inc.
Paxton Rhoads - Forge Capital Partners

Valuation Panel

P.J. Cusmano - Colliers
R.J. DeBee, III - BBG Real Estate Services
Brian DePotter - FirstPointe Advisors, LLC
Quinn Miller - BBG Real Estate Services

11:45 am - 12:00 pm

BREAK

continued >

CONFERENCE SCHEDULE

Thursday, October 16 (cont.)

12:15 pm - 1:30 pm

STUDENT LUNCHEON: Case Competition Presentations

Grande Ballroom West, 3rd Floor

Student & Confirmed Participants Only

Inaugural Speed Case Competition with University of Wisconsin Madison and Florida State University students collaborating on joint teams to evaluate a development project and make the winning analysis as judged by industry professionals.

1:45 pm - 2:00 pm

BREAK

2:00 pm - 4:00 pm

CAREER FAIR

Grande Ballroom East, 3rd Floor

Students & Confirmed Participants Only

This session enables prospective employers to meet with students of the program for recruiting. Ideal opportunity for engaging with summer interns and graduates. Space is limited to sponsors of the TRENDS Conference who have requested and reserved space.

- BOMA
- CBRE
- Colliers
- Dominium
- FirstPointe Advisors, LLC
- Franklin Street
- FSU College of Business
- HealthTrust
- Homes by Westbay & Casa Fresca Homes
- Howden
- JLL
- Lincoln Property Company
- Lowndes
- Matthews Real Estate Investment Services
- Publix Super Markets Charities
- Ryan LLC
- Sands Investment Group
- SROA Capital
- Webb Industrial Real Estate

4:30 pm - 6:30 pm

TRENDS Conference Opening Reception

Doak Campbell Stadium

Dunlap Champions Club, 6th Floor Terrace - East

7:00 pm - 8:30 pm

Sponsor Dinner (Private Event)

"Air mobility is no longer the future—it's here."

Signaling a transformative era in aviation and redefining how people and goods move through urban and regional airspace, the State of Florida is leading the way preparing for electric vertical takeoff and landing aircraft and advanced drones.

These innovations promise faster, cleaner, and more efficient transportation, reducing congestion and expanding access in both dense cities and remote areas - ushering in a new frontier of flight that's smarter, safer, and closer to home. What does this mean for the real estate community today, tomorrow, and the future?

Speakers: **J. Alex Kelly**, Secretary - Florida Department of Commerce, Tallahassee, Fla.
Jared W. Perdue, P.E., Secretary - Florida Department of Transportation, Tallahassee, Fla.
Moderator: **Frank DiBello**, President & CEO - SOLV, LLC and Space Industry Advisors, Cocoa, Fla.

The conference thanks Howden for its
sponsorship of tonight's dinner.



CONFERENCE SCHEDULE

Friday, October 17

All Friday events will be held at the **FSU Student Union**, located at 75 North Woodward Avenue.

7:30 am Registration Opens

7:30 am - 8:30 am Continental Breakfast

8:30 am - 8:45 am Opening Remarks Conference Chair

Presiding: **Benjamin Macfarland**, Co-Founder & CEO - SROA Capital, West Palm Beach, Fla.

8:45 am - 9:45 am Real Estate Investment Globally

"Shaping Tomorrow's Capital: Navigating Global and Domestic International Investor Trends"

Ballroom ABCD, FSU Student Union

Institutional investors worldwide are evolving their strategies, balancing global diversification with local market insights to optimize returns, manage risks, and respond to shifting economic, environmental, and regulatory landscapes.

Speakers: **Chris Spencer**, Executive Director - State Board of Administration of Florida, Tallahassee, Fla.

Marie-Josée Turmel, General Manager, Real Estate Investments - Canada Post Corporation Registered Pension Plan, Toronto, ON

Moderator: **Benjamin Macfarland**, Co-Founder & CEO - SROA Capital, West Palm Beach, Fla.

The conference thanks SROA Capital for its sponsorship of this session

SROA | CAPITAL

9:45 am - 10:00 am

BREAK

10:00 am - 11:00 am

Investing Nationally/Monetary Policy

"Bridging Perspectives: Capital Market Insights from Public Policy to Private Investment"

Ballroom ABCD, FSU Student Union

Understanding the distinct mindsets of public policy makers and private investors is key to decoding capital markets—where transparency, liquidity, and long-term value creation shape investment decisions all while Federal Reserve policies on interest rates and monetary supply continue to influence market dynamics and investor behavior.

Speaker: **Brian Bailey**, Senior Managing Director, Head of Research - Trimont, Atlanta, Ga.

Moderator: **Chris Campbell**, Managing Director - Eastdil Secured, Charlotte, N.C.

The conference thanks the Kislak Family Foundation for its sponsorship of this session.

KISLAK
FAMILY
FOUNDATION

11:00 am - 11:15 am

BREAK

continued >

CONFERENCE SCHEDULE

Friday, October 17 (cont.)

11:15 am - 12:15 pm

Impact of Space on Florida's Economy/Growth

"Building the Future: Aerospace Infrastructure and the Real Estate Frontier"
Ballroom ABCD, FSU Student Union

The growth of Florida's aerospace industry has propelled the state into a global leadership position in space exploration, defense, aviation, and advanced manufacturing.

Speakers: **Julie Black**, Vice President of Advanced Programs - Space Florida, Cocoa Beach, Fla.
Chase Foster, Senior Research & Project Engineer, Aerospace - FSU InSPIRE, Tallahassee, Fla.
Ryan Wood, Managing Director, Industrial Development & Acquisitions - Hines, Atlanta, Ga.
Moderator: **Eileen Velez-Vega**, Strategic Infrastructure Director - Kimley-Horn, Guaynabo, Puerto Rico

12:15 pm - 12:30 pm

BREAK

12:30 pm - 2:00 pm

CLOSING LUNCH -- Hudson Yards: Reimagining the Skyline, Redefining the City

Ballroom E, FSU Student Union

The development of Hudson Yards stands as the largest private real estate project in U.S. history and a transformative force in Manhattan's West Side and reshaping urban development by integrating sustainability, smart city technologies, and transit-oriented design.

Speakers **Mike Gilbane**, Managing Director, Related Funds Management - Related
Moderator: **Michael T. Fishman**, Vice Chair - Greenberg Traurig

The conference thanks Greenberg Traurig for its
sponsorship of our closing lunch.

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For over 200 years, JLL (NYSE: JLL), a leading global commercial real estate and investment management company, has helped clients buy, build, occupy, manage, and invest in a variety of commercial, industrial, hotel, residential, and retail properties. A Fortune 500 company with annual revenue of \$23.4 billion and operations in over 80 countries around the world, our more than 112,000 employees bring the power of a global platform combined with local expertise. Driven by our purpose to shape the future of real estate for a better world, we help our clients, people and communities SEE A BRIGHTER WAYSM. JLL is the brand name and a registered trademark of Jones Lang LaSalle Incorporated.

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Akerman offers one of the top real estate practices in the United States in terms of size and the vertical integration of real estate related legal services, with substantial industry experience and prominent local presence throughout the United States. With more than 160 real estate lawyers and professionals located in key financial and development markets throughout the United States, Akerman advises investors, developers, builders, lenders, retailers, owners, corporate end users and other industry stakeholder clients, often in connection with significant, high profile and transformational matters. As a one-stop shop for real estate legal services, Akerman provides all ancillary services to clients as a comprehensive and collaborative full scope service offering, including but not limited to infrastructure, leasing, financing, acquisition, disposition, land use, zoning, entitlements, real estate joint ventures, alcohol beverage licensing, project incentives, cannabis, permitting, licensing, design and construction, environmental, regulatory, and renewable energy.



Alexander Investments International is a full service commercial real estate company providing a variety of services including land acquisition, project entitlements, development services, construction management, property management, project financing, property sales and consulting services. Kyle D. Riva, the founder and president/CEO, has over 40 years of experience in all aspects of commercial real estate, specializing primarily in luxury multifamily rental communities, single family homes and build-to-rent communities. Mr. Riva has developed across the "sunbelt" from North Carolina to Arizona with over 24,000 units to date at a value in excess of two billion dollars.



Berkadia provides buy and sell-side advisory for the acquisition and disposition of commercial real estate properties – with a focus in the multifamily housing, hotels & hospitality, land, medical and life sciences, seniors housing and healthcare, single-family rental and build-to-rent and student housing property sectors. Our deep bench of experienced mortgage banking professionals across the country provide reliable debt and equity solutions for commercial real estate encompassing all sizes and geographies. We have longstanding relationships with a broad range of lenders, including commercial mortgage lenders Fannie Mae, Freddie Mac, FHA/HUD, life insurance companies, banks, REITs, CMBS/conduits, and debt funds. Our access to these capital sources enables short, intermediate, and long-term solutions to meet your needs in the acquisition, refinance, rehabilitation, and repositioning of your commercial real estate investments.

GARNET SPONSORS (cont.)



CBRE Group, Inc. (NYSE:CBRE), a Fortune 500 and S&P 500 company headquartered in Dallas, We are the global leader in commercial real estate services and investments. With services, insights and data that span every dimension of the industry, we create solutions for clients of every size, in every sector and across every geography.



Cushman & Wakefield (NYSE: CWK) is a leading global commercial real estate services firm for property owners and occupiers with approximately 52,000 employees in nearly 400 offices and 60 countries. In 2024, the firm reported revenue of \$9.4 billion across its core service lines of Services, Leasing, Capital markets, and Valuation and other. Built around the belief that Better never settles, the firm receives numerous industry and business accolades for its award-winning culture.



Eastdil Secured creates value for clients through creative, actionable ideas, and flawless execution. As the largest independent commercial real estate investment bank in the world by volume, Eastdil Secured has completed more than \$3 trillion in transactions over the past 15 years. The firm uniquely combines commercial real estate and capital markets expertise to deliver best-in-class advice. As a privately held company with significant employee investment, Eastdil Secured thrives on collaboration with an intelligence-driven team located across the globe. The firm's collective experience, expertise, and resources provide the ability to successfully execute the most impactful transactions in the capital markets.



FirstPointe Advisors, LLC is a full-service property tax consulting firm that provides national experience on a local level. FirstPointe's management team touts the experience to manage both large national engagements and local and regional clients. Services range from filing and presenting appeals, researching and obtaining tax bills to filing personal property tax returns to ensure compliance with local jurisdictions. The company's primary focus is to provide clients with property tax appeal services and to be a trusted advisor and partner on all property tax related matters. FirstPointe acts as an extension of your asset and property management team. FirstPointe provides status updates and advises throughout the appeals process. FirstPointe firmly believes in great communication and that the best clients are informed clients.



Forge Capital Partners is a diversified, commercial real estate investment and investment management company. The company carries out its business strategy by sponsoring real estate-oriented private equity funds and through an affiliated group of companies, which include: Forge Capital Management, Forge Property Management, Forge Development Group, and Forge Real Estate Services. Since 2001, Forge and its principals have successfully sponsored four real estate-oriented, closed-end private equity funds and executed over \$1 billion in commercial and multi-family residential real estate transactions.



Franklin Street is a fully integrated commercial real estate services firm with a revolutionary vision and a singular sense of purpose—to win for our clients, our communities and each other. We combine thoughtful planning with decisive action to deliver winning results to clients nationwide, through deep expertise, market knowledge, innovation, agility, and an unwavering commitment to creating opportunity and lasting value.

GARNET SPONSORS (cont.)



GreenPointe Holdings, LLC is a diversified company dedicated to creating sustainable, high-value communities with a foundation of intelligent design and financial strength. Founded in 2008 by Edward E. Burr, GreenPointe is led by industry veterans in land development, homebuilding, and amenities management. With a portfolio of 18+ master-planned communities across Florida, GreenPointe has developed over 27,000 homesites, 2,200 multi-family units, and nearly 1 million square feet of commercial space, investing over \$1 billion to date. Headquartered in Jacksonville, GreenPointe also proudly supports the Monique Burr Foundation for Children, promoting child safety through its evidence-based programs.



Casa Fresca Homes is a subsidiary of Homes by WestBay, Tampa Bay's largest locally owned, privately held homebuilder. With 250 employees building 1200 homes annually, we offer a unique approach to new home construction focused on delivering exceptional experiences and outstanding value. Recognized both nationally and regionally for its award-winning home designs, we offer new single-family homes for sale in many of the West Coast of Florida's finest communities.



Ryan is the world's largest business tax consulting firm, specializing in a comprehensive range of state, local, federal, and international tax advisory and consulting services on a multi-jurisdictional basis. Jumpstart your career with Ryan's exciting internships and full-time positions designed for current students and recent graduates eager to excel in the dynamic world of tax consulting. When you join Ryan, you will be provided with unparalleled training and cutting-edge tools that will help you reach your potential. You'll be part of a community guided by the industry's leading experts who fuel innovation and collaboration.



STRUCTURE Commercial Real Estate is a real estate IQ firm that focuses on providing strategic real estate solutions to public, private, and institutional clients. Using our fully-integrated brokerage, consulting, and/or property management services platform, we help our clients align their real estate goals with their business objectives through custom-tailored real estate solutions. STRUCTURE is a diverse group of entrepreneurs with backgrounds in commercial real estate, construction, property management, and investment banking. Through collaboration, our team works to achieve each client's goals, regardless of asset type.

The FSU Real Estate Center would like to thank all of the sponsors who are participating in this year's Real Estate TRENDS Conference.

HIGHLIGHTS, MAJOR GIFTS & SCHOLARSHIPS

- The FSU Real Estate Program is ranked No. 6 in the nation among programs at public institutions (No. 9 among all universities, public and private) by *U.S. News & World Report*, 2026, ed.
- The program received a \$1.40 million gift from the Kislak Family Foundation for need-based scholarships and program assistance. Students were awarded nearly \$310,000 in scholarships and assistance for the 2025-2026 academic year.
- Approximately 380 students (312 undergraduate students and 67 graduate students) are currently majoring in real estate or pursuing real estate interests within the FSU College of Business.
- The program has three graduate program initiatives: (1) a real estate specialization within the Masters of Science in Finance Program (MSF), (2) a combined bachelor's/master's pathways program for high achieving undergraduate students considering the MSF real estate specialization; and (3) an on-campus real estate specialization within the MBA program.
- More than 1,500 guests attended Center organized conferences, forums, and events in the 2024-2025 academic year (e.g., the annual TRENDS Conference; FSU-Kislak forums; the Evan Jennings Executive Speaker Series; the Real Deals & Entrepreneurs Series; hosted receptions; research symposia; and Argus seminars).

MAJOR GIFTS

The FSU Real Estate Center recognizes the generosity of those who have provided major gifts to endowments that enable the programs, faculty, and students to excel.

PROGRAM PARTNERS

Donna Abood	Marshall Cohn	Mark and Nan Casper Hillis	William and Stephanie Lloyd
Beth Azor	Peter and Jennifer Collins	Bob and Darby Hold	Shawn McIntyre/North American Properties
Kenneth Bacheller	John Crossman/Crossman Career Builders	Evan D. Jennings	Greg Michaud
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Bobby Byrd	Scott and Marion Darling	Brett and Cindy Lindquist	Kyle D. Riva
Harold and Barbara Chastain	Florida State Real Estate Network, Inc.	George Livingston	

MAJOR GIFTS TO ENDOW THE REAL ESTATE PROGRAM

- The Donna Abood Endowed Fund for Leadership in Real Estate
- The Beth Azor Legacy Commitment
- The Kenneth G. Bacheller Professorship in Real Estate
- The Tom Bartelman Endowed Fund for Excellence in Real Estate
- The William F. and Carmen B. Butler Endowment for Excellence in Real Estate
- The Leonard Caplin Endowment for Excellence in Real Estate
- The Center for Real Estate Education and Research Endowment
- The J. Harold and Barbara M. Chastain Eminent Scholar Chair in Real Estate
- The Bryan and Karen Cohen Family Endowment for Excellence in Real Estate
- The Marshall S. Cohn Endowment for Excellence in Real Estate
- The Marshal Cohn Eminent Scholar Chair in Real Estate - Legacy Commitment
- The College of Business Real Estate Student Experiential Learning Fund
- The Peter and Jennifer Collins Real Estate Graduate Fellowship
- The Crossman Career Builders Scholarship for Real Estate
- The Crossman & Company Endowed Scholarship Fund for Real Estate
- The Philip N. Cusmano Excellence in Real Estate Memorial Scholarship
- The Scott and Marion Darling Endowment for Excellence in Real Estate
- The Barry A. Diskin Endowed Fund for Excellence in Real Estate Valuation
- The Foundry Commercial Excellence in Real Estate Endowed Scholarship
- The Dean and Kathy Gatzlaff Professorship in Real Estate
- The Virginia Glass Endowed Scholarship in Real Estate
- The Mark and Nancy Casper Hillis Professorship in Real Estate
- The Mark and Nancy Casper Hillis Endowed Scholarship Fund for Real Estate
- The Mark and Nancy Casper Hillis Professional Endowment for Excellence in Real Estate
- The Bob and Darby Hold Student Leadership Fund
- The Evan D. Jennings Executive Speaker Series in Real Estate
- The Kislak Fund for Excellence in Real Estate
- The Kislak Student Excellence Fund
- The Lindquist Endowed Directorship for the Real Estate Center
- The Lindquist Endowed Fund for Real Estate Excellence
- The Lindquist Endowed Real Estate Fellowship Fund
- The Lindquist Real Estate Case Competition
- The George Livingston Legacy Commitment
- The William and Stephanie Lloyd Endowment for Excellence in Real Estate
- The Michaud Endowment for Excellence in Real Estate
- The Francis J. Nardoza Endowed Scholars' Fund
- The North American Properties Fund for Excellence in Education
- The Renegades of Real Estate Endowed Scholarship
- The Renegades of Real Estate Classic Endowed Scholarship
- The Renegades of Real Estate Classic Professional Development
- The Riva Professorship in Real Estate
- The Edgar L. and Marguerite M. Schlitt Family Endowed Fund
- The David Singer Legacy Commitment
- The Britton J. Stallings Excellence in Real Estate Memorial Scholarship
- The Billy Teel, Clara J. Milligan Teel, and Ann Teel Hatcher Endowed Scholarship Fund

The Florida State University Foundation recognizes gifts to FSU academics through additional donor recognition societies based on type and level of giving. It is the mission of these societies to thank donors for their generosity, as well as build and nurture lasting relationships between the university and those who support it with their wealth, wisdom, and work.

HIGHLIGHTS, MAJOR GIFTS & SCHOLARSHIPS (cont.)



Generous gifts from the Kislak Family Foundation have enabled the FSU Real Estate Center to organize and host its FSU-Kislak Forums in South and Central Florida, as well as a featured session at the TRENDS Conference. In the 2024-2025 academic year, a combined total of nearly 1,000 people attended the FSU-Kislak forums and the sponsored conference session, including more than 220 FSU real estate students. In addition to the event itself, the gift enabled the Center to fund student travel to participate in these events and assist with corporate tours connected to the forums. The contacts initiated at these events have led to numerous job opportunities and internships for the students.

The Kislak Family Foundation, Inc., is a private philanthropic foundation established in 1992 to support leadership and innovation in the fields of education, arts and humanities, animal welfare and environmental preservation, and other charitable endeavors in the United States and abroad. Based in Miami Lakes, Florida, the foundation provides grant funding to a wide range of nonprofit organizations and projects.

THE FSU-KISLAK FORUMS -- Miami and Orlando

2025 Student Participants

Santiago Abello	Andres Cabral	Ashley Fronstin	Marleigh Martinez	Jonathan Polo
Luke Arango	Madeline Castillo	Danielle Gonzalez	Kayla Masters	Ari Rolnick
Sydney Baskette	Jackson Credle	Celeste Halavin	Augustin Mendez	David Schwartz
Jacob Bolger	Mallory Cruzada	Caroline Johannessen	Adrian Noboa	
Cader Bradley	Madeline Davis	Ethan Kelly	Nicholas Oursler	
Davis Broadway	Deklan Dougherty	Bradford Kuta	Brock Pike	

STUDENT INVOLVEMENT IN PROFESSIONAL MEETINGS

Generous gifts to the FSU Real Estate Center allow FSU real estate students to attend national events that enrich the educational experience, while introducing some of the college's brightest young men and women to industry leaders. The gifts allow the real estate program to operationalize its commitment to extend the classroom beyond the boundaries of campus. Students who attend these events come away with contacts, market insights and invaluable advice from professionals, internships, and jobs.

Collectively, the set of endowed family funds established by Donna Abood, Tom Bartelmo and family, Jay Caplin, Bryan and Karen Cohen, Scott and Marion Darling, Brett and Cindy Lindquist, Bill and Stephanie Lloyd, and Greg Michaud and family support this and similar initiatives.

STUDENT INVOLVEMENT IN PROFESSIONAL MEETINGS -- 2025 Student Participants

Daniel Alvarez	Adriana Gjergji	Cole Rogers	Jared Sherman
Mallory Cruzada	Jaden Labrador	Julissa Rosas	Daniel Wedge
Emily Fleurinor	Justin Oates	Mike Saltzman	Aiden Zimmerman

The Kislak Family Assistantship

Leah Dempsey
Katherine Lanza-Marino
Gage Spangler

The Kislak Family Scholarship

Jeremy Allen
Ariana Arjona
Lucas Bouquot
Savannah Boutwell
Cader Bradley
Annaliese Brannon
Kevin Breitinger
Janet Chau
Daniel Estopinan
Danielle Gonzalez
Dayana Gonzalez
Celeste Halavin
Ryan Kordas
Jensen Kruse
Bradford Kuta
Sheevam Patel
David Schwartz
Aaron Shvarts
Daniel Wedge
Robert Wholley
Chase Williams

HIGHLIGHTS, MAJOR GIFTS & SCHOLARSHIPS (cont.)

Billy Teel, Clara Jo Milligan Teel, and Ann Teel Hatcher Scholarship
Camson Alevy, Nicholas Barbera, Nikhil Kimber and Bradford Kuta

Britton J. Stallings Excellence in Real Estate Memorial Scholarship
Luke Arango and Celeste Halavin

Crossman & Company Endowed Scholarship in Real Estate
Connor Hallett and Benjamin Hoffman

The Foundry Commercial Excellence in Real Estate Endowed Scholarship
Mia Saavedra and Brianna Verhaagh

Mark and Nancy Casper Hillis Endowed Scholarship in Real Estate
Kevin Breitinger and Benjamin Hoffman

The ICSC Foundation's Undergraduate Real Estate Award
Mallory Cruzada and Adriana Gjergji

Peter and Jennifer Collins Real Estate Graduate Fellowship
Jack Reinert

Lindquist Endowed Graduate Fellowship in Real Estate
Taylor Schlickau

Virginia Glass Scholarship
Anthony Hinds

The Barry A. Diskin Award
Dominick Accurso

THE OUTSTANDING REAL ESTATE GRADUATE AWARD

This award is given annually in recognition of exemplary achievement, motivation and contribution while in the Real Estate Program at Florida State University. This award is given annually to a real estate student who graduated the previous academic year.

1996: Jason M. DePaula	2012: William Bumgarner
1997: Julie Holt	Joe Cuffel
1998: Erin Rouse	Paul Formella
Randall Planthaber	
1999: Mark Capodilupo	2013: Rebecca Bumgarner
2000: Edward Aguiar	Joseph Kelley
Terry Cooper	Samuel McCarter
2001: LeeAnn Sheldon	Kristie Milam
2002: Dion Warren	2014: Eva Branning
Stephanie Martin	Michael Brewster
2003: Maria Sanson	Emily Moallem
Garrett Williams	
2004: Erin Efsthathion	2015: JB Bowers
2005: Asher Gunter	Alexis Smith
Nataly Restrepo	
2006: Patrick Joseph Greive	2016: Nick Vinson
Lauren Hanley	
2007: Kevin Dover	2017: Sarah Flemister
Nicholas Mau	Michelle Langborgh
Melissa McRoy	Race Smith
2008: Jonathan Dickson	Michael Walsh
Jordan Donaldson	
Andrea Torrico	2018: Anna Landon
2009: Ashton Bligh	Rebekah Whittington
David Hector	
Tim Sportschuetz	2019: Taylor Buchberger
Claire Thomas	
2010: Natalie Champion	2020: Piper Bolt
Harvey Gonzalez	Brian Flanagan
Brad Wolfe	Cameron Thatcher
2011: Blake Miller	2021: Hope Stephens
Jonathan Sieg	Matthew Williams
Tom Speno	
	2022: Agustin Smith
	2023: Gustavo Rubio
	Eric Williams
	2024: Grant Michaud
	Hannah Moore
	2025: Leah Dempsey
	J.T. Schwartz

THE NETWORK'S AWARD

This award is given annually in recognition of significant contributions to the Real Estate Program at Florida State University.

1996: Andy Hawkins
1997: Larry D. Richey
1998: Robert P. Hernandez
1999: E. Edward Murray Jr.
2000: Andrew G. Diaz
2001: Bobby Byrd
2002: Beth Azor
2003: Francis J. Nardoza
2004: Cyrus H. Sharp III
2005: John M. Crossman
2006: Evan D. Jennings
2007: J. Harold Chastain
2008: Patrick Kelly
2009: Robert Breslau
2010: Jay I. Kislak
2011: Kyle Riva
2012: David Beshears
2013: Gregory Michaud
2014: Marshall Cohn
2015: Brett Lindquist
2016: William F. Butler
2017: Mark and Nan Casper Hillis
2018: Peter Collins and Jennifer Collins
2019: Shawn McIntyre
2020: Tom Bartelmo
2021: Bill Lloyd
2022: Donna Abood
2023: Gregg Ickes
2024: Christopher Marino
2025: Brian DePotter

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