

The FSU Real Estate Network's 19th Annual

Real Estate Trends Conference

Florida State University, Tallahassee, Florida

FSUtrends.com

November 14 & 15, 2013

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FEATURING

Alan Simpson

Former U.S. Senator (Wyoming)

Jonathan Gray

Global Head of Real Estate, Blackstone

Ethan Penner

Managing Partner, Monday Capital Partners

Deirdre Bolton

Anchor, Bloomberg Television and host of "MoneyMoves"



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■ ABOUT THE CONFERENCE

The FSU Real Estate Trends Conference is organized to inform participants of the emerging trends and conditions facing the real estate industry. The conference discusses conditions affecting national, regional, and local markets. Leading executives and decision makers will highlight critical issues affecting market segments.

■ LOCATION

The Thursday evening opening will be held in the ballroom of the FSU University Center Club in Tallahassee. The ballroom is located on the third floor at the southeast end of Doak Campbell Stadium. Friday events will be held at the FSU Turnbull Conference Center (555 W. Pensacola Street) located next to the Leon County Civic Center. See "Accommodations/ Locations" on the conference website for complete details and maps.

■ ACCOMMODATIONS, TRAVEL & ATTIRE

Hotel and travel information can be found at www.FSUtrends.com. Attire for all conference events is business or business casual.

■ FOR MORE INFORMATION

Loreen Yerger Kollar (lkollar@fsu.edu); office - 850.644.4071; fax - 850.644.4077 (www.FSUtrends.com)

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■ FEATURED SPEAKERS AND MODERATOR

Alan Simpson



Simpson served as U.S. Senator from Wyoming from 1979 to 1997. In 2010, he was appointed by President Barack Obama to co-chair, along with Erskine Bowles, the National Commission on Fiscal Responsibility and Reform. He is the co-founder of the Campaign to Fix the Debt. In 2012 he was named by Bloomberg Markets magazine to its "50 Most Influential" list.

Jonathan Gray



Gray is Global Head of Real Estate and a member of the board of directors at Blackstone. He also sits on the firm's Management and Executive Committees. Since joining Blackstone in 1992, Mr. Gray has helped build the largest real estate platform in the world with more than \$50 billion in investor capital under management. Gray was named in Fortune's "40 under 40," in 2009.

Ethan Penner



Ethan Penner is Managing Partner at Monday Capital Partners. He has enjoyed a highly distinguished 30-year career in real estate finance and investments, notably as the founder and CEO of Capital America, a subsidiary of Nomura Securities. More recently, Mr. Penner had founded and served as president of CBRE Capital Partners. In 2011, he was named by Real Estate Forum as one of industry's 65 living legends.

Deirdre Bolton



Deirdre Bolton is an anchor on Bloomberg Television and host of "MoneyMoves," airing weekdays across Bloomberg's digital platforms. Bolton provides a look at global money flows into alternative assets, including real estate, private equity, hedge funds, venture capital, and angel investing, and shows where the world's savviest global investors are placing their bets.

CONFERENCE SCHEDULE

THURSDAY, NOVEMBER 14, 2013

Thursday events will be held at the University Center Club

3:00 - 4:00 pm **Networking Keys!** (student-only forum)

4:00 - 5:45 pm **"If I Were 21" Student/Mentor Roundtable and Q&A**

Designed specifically for students of the FSU Real Estate Program to discuss career opportunities and strategies. Employers and recruiters are invited to observe the roundtable and Q&A session and to meet students to discuss opportunities following the session. Seating for those observing will be available along the perimeter of the room.

Panelists: **Donna Abood**, *Colliers International South Florida*; **Jason Archer**, *Prudential Mortgage Capital Company*; **David Beshears**, *Beshears & Associates*; **Rob Boos**, *Boos Development Group, Inc.*; **Jay Caplin**, *Steelbridge Capital, LLC*; **Bryan Cohen**, *Cohen Commercial Realty, Inc.*; **Kevin Collins**, *Invesco Mortgage Capital Inc.*; **Martin Engelmann**, *Tropical Realty Appraisal Services*; **Anthony Fisher**, *Hold Thyssen, Inc.*; **Kevin Hayes**, *Pinellas County Florida Property Appraiser*; **Raymond Hayhurst**, *Cushman & Wakefield*; **Robert Hold**, *Hold Thyssen, Inc.*; **Gregg Ickes**, *CNL Commercial Real Estate*; **Margaret Jenness**, *Crescent Communities*; **Nichole Katulich**, *Equity One Inc.*; **Alan Kleber**, *Cresa South Florida*; **Greg Laskody**, *G2 Realty Advisors, LLC*; **John Marshall**, *Cresa South Florida*; **Clint Murphy**, *Murphy Land and Retail Services, Inc.*; **Bridgid O'Connor**, *Publix Super Markets, Inc.*; **Morgan O'Connor**, *Publix Super Markets, Inc.*; **Mike Pou**, *Habersham Capital Advisors, Inc.*; **Larry Richey**, *Cushman & Wakefield*; **Greg Ruthven**, *The Ruthvens*; **Marc Shuster**, *Berger Singerman*; **Chris Starkey**, *Integra Realty Resources – Orlando*; **Katie Trott**, *CNL Commercial Real Estate*; **Tracy Worrell**, *Crossman & Company*; *Others TBA*

Moderated by John Crossman, *Crossman & Company*

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CONFERENCE SCHEDULE

THURSDAY, NOVEMBER 14, 2013 cont.

6:00 - 7:00 pm **CONFERENCE REGISTRATION AND OPENING RECEPTION**

7:00 - 9:00 pm **Dinner and Conference Opening**

Alan Simpson, *Former U.S. Senator (Wyoming)*

Presiding: Robert Bourne, *CNL Financial Group, Inc., Orlando, Florida*

9:30 - 11:30 pm **Cocktail and Jazz Reception (non-student event)**

Sponsored by: *Tropical Realty Appraisal Services; Moore Bowman & Rix, P.A. – Eminent Domain & Property Rights Lawyers; and Franklin Street*

FRIDAY, NOVEMBER 15, 2013

All Friday events will be held at the FSU Turnbull Conference Center

7:30 - 8:00 am **Continental Breakfast**

8:00 - 8:30 am **Opening Remarks and Announcements**

Presiding: Alison Williams, *NorthMarq Capital, LLC, Tampa, Florida*

8:30 - 9:15 am **FSU Shark Tank**

Watch industry leaders vet their investment decisions, approach the grueling approval process, and evaluate the risk inherent in today's market.

■ Barry Argalas, *Senior Vice President, Transactions, Regency Realty Corporation, Jacksonville, Florida*

■ Casey Cummings, *CEO, Ram Realty Services, Palm Beach Gardens, Florida*

■ Matthew Shore, *Director, Acquisitions, DRA Advisors, LLC, Miami, Florida*

■ Duane Stiller, *Founder and President, Woolbright Development, Inc., Boca Raton, Florida*

Organized by Bryan Cohen, *Cohen Commercial Realty, Inc.*; Jeff Kinney, *Berkadia Commercial Mortgage, LLC*; and Greg Laskody, *G2 Realty Advisors, LLC*

9:30 - 10:15 am **Strategies for Beyond Tomorrow**



A candid discussion of market conditions, short- and long-term strategies, and opportunities. Sponsored by the Kislak Family Foundation, Inc.

■ Jonathan Gray, *Global Head of Real Estate, Blackstone, New York, New York*

■ Moderated by Deirdre Bolton, *Anchor, Bloomberg Television and host of "MoneyMoves"*

10:30 - 11:15 am **Hot Topics I (concurrent sessions 1, 2 & 3)**

(1) **Private/Public Equity: Where is the Smart Money Headed?** Property sector conditions and investment strategies for today's global market are debated.

■ William Harrison, *TIAA CREF, Charlotte, North Carolina*

■ Todd Liker, *Oaktree Capital Management LLC, New York, New York*

■ Hugh Macdonnell, *Clarion Partners, New York, New York*

■ Steve Mauldin, *CNL Financial Group, Inc., Orlando, Florida*

■ Moderated by Frank Nardoza, *REH Capital Partners, LLC, Ft. Lauderdale, Florida*

Organized by Ashley Brown, *Clarion Partners*; and Katie Trott, *CNL Commercial Real Estate*

(2) **It's a Small, Small World:** The panel will examine the primary drivers and opportunities of developing internationally. Inversely, the panel will highlight the opportunities, challenges and volume of foreign direct investment in the U.S.

■ John Tercek, *Royal Caribbean Cruises, Miami, Florida*

■ John Whitaker, *AIG Global Real Estate Investment Corp., Atlanta, Georgia*

■ Claudio Zichy, *Independencia Asset Management LLC, Miami, Florida*

■ Moderated by Manuel de Zarraga, *HFF, Miami, Florida*

Organized by Acie Holt, *Development/Asset Management Executive*; Bridgid O'Connor, *Publix Super Markets, Inc.*; and Marc Shuster, *Berger Singerman*

The FSU Real Estate Trends Conference is organized to inform participants

- (3) **Where are the Next Rooftops Going?** A perspective on new residential development and related commercial components by the residential industry's premier land acquisition & development executives.

- Robert Julien, *The Kolter Group LLC, West Palm Beach, Florida*
- Mike Moser, *Starwood Land Ventures, LLC, Lakewood Ranch, Florida*
- John Rymer, *Rymer Strategies, Inc., Tampa, Florida*
- Others TBA

Organized by Mark Metheny, *Lennar Homes, LLC*; Michael Metzkes, *Standard Pacific Homes*; and Russell Smith, *Lennar Homes, LLC*

11:30 - 12:15 pm **Hot Topics II** (concurrent sessions 4, 5 and 6)



- (4) **Next Generation Places:** New transit, education, and entertainment oriented developments are discussed. Organized and Sponsored by the Urban Land Institute.

- Shawn McIntyre, *North American Properties - Southeast, Inc., Ft. Myers, Florida*
- Michael Reininger, *All Aboard Florida, Coral Gables, Florida*
- Others TBA

Organized by Reggie Bouthillier, *Greenberg Traurig P.A.*; Will Butler, *REI - Real Estate InSync*; and Tim Edmond, *The Edmond Group LLC*

- (5) **Avenues of Capital:** Providers of equity, senior debt, and mezzanine debt offer strategic insights.

- Robert Kalinowski, *Allstate Investments, LLC, Boston, Massachusetts*
- Rod Reppe, Jr., *Goldman, Sachs & Co., Irving, Texas*
- Curtis Shoch, *Inland Securities, Atlanta, Georgia*

Organized by Michael Cale, *ING Investment Management Americas*; Kevin Collins, *Invesco Mortgage Capital Inc.*; Nabil May, *Regions*; and Alison Williams, *NorthMarq Capital, LLC*

- (6) **Corporate Real Estate in a Redefined World -- Impact on Office Demand Trends:** Megatrends in the office sector and what it means for owners and investors.

- Tom Berger, *Florida Department of Management Services, Tallahassee, Florida*
- Richard Kadzis, *CoreNet Global, Atlanta, Georgia*

Organized by Alan Kleber, *Cresa South Florida*; and Daniel Wagnon, *STRUCTURE Commercial Real Estate, LLC*

12:30 - 2:00 pm **Lunch with Closing Speaker**

Ethan Penner, *Managing Partner, Monday Capital Partners, New York, New York*
Presiding: Jeffrey Kinney, *Berkadia, Jacksonville, Florida*

2:15 - 3:30 pm **Insiders' Tour of FSU Athletic Facilities** (Gold and Garnet Sponsors only)

2:15 - 3:30 pm **Seminole Real Estate Connections**

Space at the conference center is made available for companies to informally meet with students and clients or to distribute company information.
No formal program (contact Kelly Harris at knharris@fsu.edu or 850.644.9771).

6:00 - 10:00 pm **"Downtown Getdown" at Adams Street Commons**

Adams Street Commons is located between Park and Jefferson on Adams Street.
Proceeds benefit the Big Bend United Way.

SATURDAY, NOVEMBER 16, 2013

The Florida State University Football Game, FSU vs. Syracuse

Doak Campbell Stadium, Tallahassee, Florida / Time: TBA

Single game tickets may be purchased at www.seminoles.com or by calling (850) 644-1830.

Alternatively, the Real Estate Center has acquired a small block of tickets located in the end zone for conference participants to purchase. These are available on a first-come first-served basis at a reduced price of \$35.00. If interested, please contact Loreen Kollar (lkollar@fsu.edu).

of the emerging trends and critical issues facing the real estate industry.

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