The FSU Real Estate Network’s 20th Annual

Real Estate TRENDS Conference

November 6 & 7, 2014          Florida State University, Tallahassee, Florida

FEATURING

**Stephen J. Dubner**
Bestselling Author, “Freakonomics” and “SuperFreakonomics”; Host of “Freakonomics Radio”; and Co-star “Freakonomics” Documentary

**Ronald Kravit**
Head of Real Estate Investing, Managing Member of Cerberus Real Estate Capital Management, LLC and Senior Managing Director of Cerberus Capital Management

**Deirdre Bolton**
Anchor, “Risk & Reward,” FOX Business Network

**K. Anders Ericsson**
Conradi Eminent Scholar and Professor of Psychology, Florida State University

**Jonathan V. Last**
Senior Writer, “The Weekly Standard” and Author of “What to Expect When No One’s Expecting”

**Dana Telsey**
CEO and Chief Research Officer, Telsey Advisory Group

**Anthony Graziano**
Senior Managing Director, Integra Realty Resources – Miami/Palm Beach

FSUtrends.com

We Build the Future...
The Real Estate Trends Conference is organized to inform participants of the 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 Center for Real Estate Education & Research, the Florida State University Real Estate Network and the students’ FSU Real Estate Society. This event would not be possible without the generous financial support of its sponsors.

The FSU Real Estate Network is an alliance of the alumni and friends of the FSU Real Estate Program. The Network’s purpose is to enhance the professional relationship among the Program’s alumni, friends and students. Over 5,000 individuals are current participants of the Network.

We Build the Future ...
Conference Schedule

Thursday, November 6, 2014

FSU University Center Club

1:30 - 2:00 PM Networking Keys! (student-only forum)  Miller Hall - UCC 3300

2:15 - 3:45 PM "If I Were 21" Student/Mentor Roundtable and Q&A (students and confirmed panel only)  Miller Hall - UCC 3300

Designed specifically for students of the FSU Real Estate Program to discuss career opportunities and strategies with a selected panel.

Panelists: Jason Archer, Prudential Mortgage Capital Company; Beth Azor, Azor Advisory Services, Inc.; Jamie Barati, Cite Partners, LLC; Tom Bartelmo, The Kislak Organization; David Beshears, Beshears & Associates; Audley Bosch, Cushman & Wakefield; Jason Bowen, CNL Commercial Real Estate; Michael Cale, Voya Investment Management; Natalie Champion, Simon Property Group; Michael Cheezem, JMC Communities; Bryan Cohen, Cohen Commercial Realty; Scott Davis, Dougherty Funding, LLC; Manny de Zarraga, HFF; Douglas Dieck, Ryan Companies US, Inc.; Martin Engelmann, Tropical Realty Appraisal Services; Rocco Ferrera, Stiles; David Gabbai, The Shopping Center Group, LLC; Kevin Hayes, Pinellas County Florida Property Appraiser; Livingston Hessam, Walker & Dunlop; Nichole Katulich, Equity One Inc.; William Lloyd, R.K.M. Development Corp.; Jonathan Matson, Aberdeen Asset Management, Inc.; Shawn McIntyre, North American Properties; Frank Nardozza, REH Capital Partners, LLC; Brice Pelfrey, Beck Property Company, LLC; Brian Smith, Cushman & Wakefield; Russell Smith, Lennar Homes, LLC; Imran Thobani, Ryan, LLC; Lee Weaver, NorthMarq Capital, LLC

4:00 - 5:45 PM Seminole Real Estate Speed Connections (open to all employers and students)  Miller Hall - UCC 3300

Jointly hosted with the FSU Career Center and the College of Business Internships and Career Services Office, this session is organized for prospective employers to meet with our students for Q&A.

6:00 - 7:00 PM Conference Registration and Opening Reception  UCC 1st Floor Lobby/3rd Floor Banquet Hall

7:00 - 9:00 PM DINNER AND CONFERENCE OPENING  UCC 3rd Floor Banquet Hall

Featuring Stephen Dubner
Award-winning author, Freakonomics and SuperFreakonomics, journalist, radio and TV personality

Honorary Host Larry Richey
Senior Managing Director, Florida Market Leader, Cushman & Wakefield, Tampa, Florida

9:30 - 11:30 PM Cocktail and Jazz Reception (non-student event)  UCC 6th Floor - Grill

Sponsored by Tropical Realty Appraisal Services; Moore Bowman & Rix, P.A. - Eminent Domain & Property Rights Lawyers; and Franklin Street
# Conference Schedule

**Friday, November 7, 2014**

**Turnbull Conference Center**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
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<tr>
<td>7:30 - 8:00 AM</td>
<td>Continental Breakfast</td>
<td>2nd Floor - Atrium</td>
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<tr>
<td>8:00 - 8:15 AM</td>
<td>Opening Remarks and Announcements</td>
<td>2nd Floor - Auditorium</td>
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<tr>
<td>8:15 - 9:15 AM</td>
<td>Real Talks: Ideas that Inform, Challenge and Inspire</td>
<td>2nd Floor - Auditorium</td>
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<tr>
<td>9:15 - 10:00 AM</td>
<td>Strategies for Beyond Tomorrow</td>
<td>2nd Floor - Auditorium</td>
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**Presiding**

**Kevin Collins**
Managing Director, Head of Commercial Mortgage Credit, Invesco Mortgage Capital, Inc., Louisville, KY

**Welcome**

**Will Butler**
President, REI-Real Estate InSync, Tallahassee, FL
(Chair, Real Estate Center Executive Board)

**K. Anders Ericsson**
Conradi Eminent Scholar and Professor of Psychology, Florida State University, Tallahassee, FL

**Dana Telsey**
CEO and Chief Research Officer, Telsey Advisory Group, New York, NY

**Jonathan Last**

**Ron Kravit**
Head of Real Estate Investing, Managing Member of Cerberus Real Estate Capital Management, LLC and Senior Managing Director of Cerberus Capital Management, LP, New York, NY

**Guest Moderator**

**Deirdre Bolton**

*This session is sponsored by the Kislak Family Foundation, Inc.*
10:15 - 11:10 AM  Hot Topics (concurrent sessions 1, 2 & 3)

SESSION 1 - Retail Wars
2nd Floor Auditorium
This session discusses how shopping center owners and retailers are battling the e-commerce revolution for the consumer.

Ivy Greaner
Executive Vice President, Lennar Commercial Investments, Miami, FL

Abby Pemberton
Social Media Manager, Publix Super Markets, Inc., Lakeland, FL

Jami Passer
Managing Director, Edens, Fort Lauderdale, FL

Guest Moderator
Todd Comunale
Senior Business Consultant-Real Estate, Publix Super Markets, Inc., Lakeland, FL

Organized by Bridgid O’Connor, Publix Super Markets, Inc.; John Priede, Brixmor Property Group; and Katie Trott, CNL Commercial Real Estate

SESSION 2 - Single Family Housing Rentals as an Asset Class
1st Floor - 103
This session discusses the flow of capital to single-family home rentals: an emerging institutional asset class.

Gavin Kleinknecht
Managing Director, Sylvan Road Capital, LLC, Duluth, GA

Dallas Tanner
Chief Investment Officer, Invitation Homes, LP, Dallas, TX

David Seaman
Partner, PwC, New York, NY

Organized by Carlo Bruno, PwC; Acie Holt, Sylvan Road Capital, LLC; and Mark Metheny, Lennar Homes, LLC
10:15 - 11:10 AM  Hot Topics (concurrent sessions 1, 2 & 3 continued)

**Session 3 - Shaping Competitive Cities:**
Targeted investment in infrastructure is central to positioning a city for growth and development. A major mixed-use development is featured that highlights the complex negotiations that take place among the wide range of public and private stakeholders. Organized by the ULI North Florida Capital Region Leadership Team.

- **3rd Floor - 214**
  - **Collin Barr**
    - President, North Region, Ryan Companies, Minneapolis, MN
  - **Rachel MacCleery**
    - Senior Vice President, Urban Land Institute, Washington, D.C.

**11:20 - 12:15 PM  Hot Topics II (concurrent sessions 4, 5, 6 & 7)**

**SESSION 4 - State of the Capital Markets**
Leading real estate investors candidly discuss market conditions and opportunities across the capital stack.

- **1st Floor - 103**
  - **Charles Davis**
    - Managing Director, MetLife Real Estate Investors, Atlanta, GA
  - **Keith Honig**
    - Managing Director, Head of Commercial Mortgage Lending, AIG Investments, Los Angeles, CA
  - **Harris Trifon**
    - Portfolio Manager, Western Asset Management, Pasadena, CA

Organized by **Kevin Collins**, Invesco Mortgage Capital Inc.; **Jeff Kinney**, Berkadia Commercial Mortgage, LLC; and **Alison Williams**, Walker & Dunlop

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The FSU Real Estate Network’s 20th Annual Real Estate Trends Conference
11:20 - 12:15 PM  Hot Topics II (concurrent sessions 4, 5, 6 & 7 continued)

SESSION 5 - Urban Redevelopment
This session provides a look at how land constraints in urban infill areas are spurring redevelopment and leading to P3 opportunities.

David Heiden
Managing Partner, W Financial Fund, LP, New York, NY

Alan Kleber
Managing Principal, Cresa South Florida, Miami, FL

Charles Johnson
President, C.H. Johnson Consulting, Inc., Chicago, IL

Organized by Ashley Brown, Clarion Partners; Alan Kleber, Cresa South Florida; and Marc Shuster, Berger Singerman

SESSION 6 - Gambling on Florida
All eyes are on the political landscape while discussing how gaming potentially affects tourism, the real estate market and the local economy.

Nick Iarossi
Founding Member, Capital City Consulting, LLC, Tallahassee, FL

Michael Soll
President, The Innovation Group, Winter Park, FL

Organized by Brian DePotter, FirstPointe Advisors, LLC; Mike Shalley, Popp Hutcheson PLLC; and Chris Starkey, Integra Realty Resources, Orlando, FL
SESSION 7 - Shaping Competitive Cities: 2

Highlighting the critical role of public investment in shaping development, this session provides an update on Tallahassee’s new arena district development. Organized by the ULI North Florida Capital Region Leadership Team.

Kyle Clark
Vice President, Finance & Administration, FSU, Tallahassee, FL

Rachel MacCleery
Senior Vice President, Urban Land Institute, Washington, D.C.

Kevin Graham
Executive Director, FSU Real Estate Foundation, Tallahassee, FL

Guest Moderator
Will Butler
President, REI-Real Estate InSync, Tallahassee, FL

12:30 - 2:00 PM  Lunch with Closing Speaker

Anthony Graziano
Senior Managing Director, Integra Realty Resources – Miami/Palm Beach, FL

1st Floor Dining Room and Room 114

2:15 - 3:30 PM  Insider’s Tour of Athletic Facilities (Gold and Garnet Sponsors only)

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 Big Bend United Way.

Saturday, November 8, 2014

Florida State University Homecoming Football Game, FSU vs. Virginia
Doak Campbell Stadium, Tallahassee, Florida / Time: 6:30 p.m.
Single game tickets may be purchased at www.seminoles.com or by calling (850) 644-1830.
Stephen Dubner

An award-winning author, journalist, and radio and TV personality, Stephen J. Dubner is co-author of the international bestsellers *Freakonomics* and *SuperFreakonomics*, which have sold more than 5 million copies in 35 languages. *Freakonomics*, published in April 2005, was an instant international best-seller and cultural phenomenon. It made numerous “books of the year” lists, a few “books of the decade” lists, and won a variety of awards. *Freakonomics* spent eight years on The New York Times Best Sellers list. *SuperFreakonomics*, published in 2009, was published to similar acclaim, and also became an international best-seller.

The *Freakonomics* enterprise also includes an award-winning blog, a high-profile documentary film, and a public-radio project called *Freakonomics Radio*, which Mr. Dubner hosts. He has also appeared widely on television, including a three-year stint on ABC News as a *Freakonomics* contributor.

Mr. Dubner has been writing since he was a child; his first published work appeared in *Highlights* magazine. During college, he started a rock band that was signed to Arista Records. But he quit playing music to attend graduate school at Columbia University, where he also taught in the English Department. He was an editor and writer at *New York* magazine and *The New York Times* before writing books full time.

Ronald Kravit

Mr. Kravit joined Cerberus in 1996. Prior to joining Cerberus, Mr. Kravit was a Managing Director at Apollo Real Estate Advisors, L.P., from 1994 to 1996, where he was responsible for new business development, acquisitions and asset management.

Prior to his tenure at Apollo, Mr. Kravit was a Managing Director at G. Soros Realty Advisors/Reichmann International, an affiliate of Soros Fund Management, from 1993 to 1994. Before joining Soros, Mr. Kravit was Vice President/Chief Financial Officer at the Maxxam Property Company in Houston from 1991 to 1993 and Vice President with Miller-Klutznick-Davis-Gray Co. in Los Angeles and Chicago from 1984 to 1991. From 1979 through 1982, Mr. Kravit was an accountant. Mr. Kravit is a certified public accountant.

Mr. Kravit is a graduate of Georgetown University and received an M.B.A. from The Wharton School of Business at the University of Pennsylvania. Mr. Kravit is a member of the Cerberus Capital Management Real Estate Committee.

Deirdre Bolton

Deirdre Bolton joined FOX Business Network (FBN) as an anchor in February 2014 and is the host of *Risk and Reward* with Deirdre Bolton (weekdays 1-2PM/ET).

Prior to joining FBN, Bolton served as an anchor at Bloomberg Television, most recently as host of *MoneyMoves*. She also co-anchored the network’s morning programming. During her tenure there, Bolton interviewed major financial newsmakers, including, Pershing Square Capital CEO Bill Ackman, Lazard Vice Chairman Gary Parr, and billionaire investor Wilbur Ross.

Before joining Bloomberg in 1999, Bolton worked in institutional equity sales at CDC North America and Société Générale, where she sold European equities to U.S. portfolio managers.

She graduated from the University of Iowa with a degree in English and French literature and holds a master’s degree from New York University.
Dr. Ericsson is widely recognized as one of the world’s leading experimental researchers. Currently he studies the measurement of expert performance in domains, such as music, chess, nursing, law enforcement, and sports, and how expert performers attain their superior performance by acquiring complex cognitive mechanisms and physiological adaptations through extended deliberate practice. His work was cited by Malcolm Gladwell (10,000 hour rule) in the book Outliers.

Dr. Ericsson has edited several books on expertise, the influential Cambridge Handbook of Expertise and Expert Performance, consisting of over 40 chapters and 900 pages, and Development of Professional Expertise. He has published articles in prestigious journals, such as Science, Psychological Review, Psychological Bulletin, and Current Biology. He is a Fellow of the Center for Advanced Study in the Behavioral Sciences, of the American Psychological Association and the Association for Psychological Science.

Dr. Ericsson’s research has been featured in cover stories in Scientific American, Time, Fortune, The Wall Street Journal and The New York Times. He has been invited to meet with coaches and professional sports organizations, such as the Philadelphia Eagles (American football) and Manchester City (soccer).


He is a regular commentator on both television and radio and has appeared on outlets ranging from ABC, CBS, CNN, and Fox News Channel to PBS, NPR, CNBC, Sky News, and the BBC.

He blogs at JonathanLast.com and his next book, The Seven Deadly Virtues will be published in December 2014 by Templeton Press.

Mr. Graziano holds an undergraduate degree in Urban Planning from the University of Miami, and a master’s degree in Real Estate Finance from New York University. In addition to his professional experience in real estate counseling, valuation, and brokerage, Mr. Graziano has been interviewed by many national media outlets, including The New York Times, Wall Street Journal, Bloomberg News, ALM, and Fox Business, and has had feature articles in Commercial Investment Real Estate (CIRE). He is a sitting member of the Miami-Dade Beacon Council’s Economic Roundtable, The Urban Land Institute (ULI) of South Florida’s Advisory Council, and the Builder’s Association of South Florida Board (BASF).

Mr. Graziano will present an overview of national trends affecting the real estate economy, and a preview of IRR Viewpoint 2015 real estate analysis. The discussion will focus on specific markets and market segments, buyer pools, and threats-opportunities-trends within the Southeastern U.S. markets versus other national markets.
Your real estate initiatives come with complex challenges. That’s why Bank of America Merrill Lynch delivers industry-leading capital strength, commercial knowledge and commitment. Our commercial real estate banking business is built on long-term relationships and significant client commitments. We understand all types of projects from the ground up. Whether you’re undertaking new initiatives or acquiring existing properties, our decades of experience and customized solutions help take sophisticated investments from start to finish. We stand ready to help you succeed. Through our core business units — Commercial Real Estate Banking, Community Development Banking and Real Estate Corporate Banking — we provide financial solutions that exceed our clients’ expectations.

Berkadia, jointly owned by Berkshire Hathaway and Leucadia National Corporation, is a leading mortgage banker, investment sales advisor and research source for multifamily and commercial real estate nationwide. Berkadia is an originator and servicer for Freddie Mac, Fannie Mae, HUD, MAP and LEAN, as well as a highly rated master, primary and special servicer managing a portfolio of more than $245 billion. Berkadia is a correspondent for 40 insurance companies and has origination and servicing agreements with major CMBS conduits. Rounding out its capabilities, Berkadia also offers proprietary bridge lending.

CNL Financial Group (CNL) is a leading private investment management firm providing global real estate and alternative investments. Since inception in 1973, CNL and/or its affiliates have formed or acquired companies with more than $29 billion in assets. CNL is headquartered in Orlando, Florida.

The Dunhill Companies is a Florida-based regional commercial real estate and property management group, based in Orlando, Florida. Dunhill provides a full range of commercial property management, leasing and brokerage services to the office, industrial and retail markets throughout Florida. Dunhill services the commercial real estate needs of investors, developers and tenants of all sizes.

Florida Trend is an award-winning business magazine read by 250,000 senior business executives, civic leaders and government officials each month. Delivered via print, tablet, mobile and e-mail newsletter, Florida Trend covers business news, executives, industry analysis, regional news round-ups and executive lifestyle. Special features focus on travel, restaurants, innovation, research and technology, personal finance, law and small business. FloridaTrend.com attracts 81,000 unique monthly visitors. The daily e-newsletter reaches 41,000 subscribers.
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Integra Realty Resources, Inc. (IRR) offers the most comprehensive property valuation and counseling coverage in the United States with 66 independently owned and operated offices in 34 states and the Caribbean. IRR was created for the purpose of combining the intimate knowledge of well-established local firms with the powerful resources and capabilities of a national company. IRR offers integrated national information technology and data systems, as well as standardized valuation models and report formats, facilitating client review and analysis. Each IRR local office is led by a Senior Managing Director who is an MAI-designated member of the Appraisal Institute and has over 25 years, on average, of experience in their local markets. For more information, visit www.irr.com or blog.irr.com.

The Kislak Family Foundation, Inc., is a private philanthropic foundation established in 1993 by Jay and Jean Kislak to support education, arts and humanities, and other worthwhile charitable endeavors in the United States and abroad. Based in Miami Lakes, Florida, the fund provides donations to a wide range of nonprofit organizations and projects. The Florida State University College of Business has received significant support from the Kislak Family Foundation Inc. for its Center for Real Estate Education & Research. Kislak funds have supported the expansion of the Center’s programs serving students, faculty and the Florida real estate and business community.

Ryan is an award-winning global tax services firm, with the largest indirect and property tax practices in North America and the sixth largest corporate tax practice in the United States. Headquartered in Dallas, Texas, the firm provides a comprehensive range of state, local, federal, and international tax advisory and consulting services on a multi-jurisdictional basis, including audit defense, tax recovery, credits and incentives, tax process improvement and automation, tax appeals, tax compliance, and strategic planning. Ryan is a three-time recipient of the International Service Excellence Award from the Customer Service Institute of America (CSIA) for its commitment to world-class client service. Empowered by the dynamic myRyan work environment, which is widely recognized as the most innovative in the tax services industry, Ryan’s multi-disciplinary team of more than 1,800 professionals and associates serves over 9,000 clients in more than 40 countries, including many of the world’s most prominent Global 5000 companies. More information about Ryan can be found at www.ryan.com.

Stellar Homes Group is proud to be a leading residential real estate development firm in South Florida. Since our founding we have focused on one mission: Deliver our passion to a place you’ll call home. Our founders Larry Baum and Stephen Petrucci have over 2 billion dollars of development experience combined. Their experience has translated into a passion for developing homes and communities that change lives and help residents realize their dream of home ownership. Stellar Homes Group is comprised of two divisions. Division 1) “For Sale” housing development of single family home communities, townhomes, and condominiums throughout the tri county area (Miami Dade, Broward, and Palm Beach counties). Division 2) “For Rent” housing aggregation Joint Venture with Starwood Capital and Waypoint Homes. Both of our founders are proud FSU College of Business Alumni.
We thank our 1995–2014 sponsors who made this event possible!

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The FSU Real Estate Network’s 20th Annual Real Estate Trends Conference

Florida State University
Tallahassee, Florida

The FSU Real Estate Network
November 6 & 7, 2014

Award Recipients

2014 Real Estate TRENDS Conference

Billy Teel, Clara J. Milligan Teel and Ann Teel Hatcher Scholarship

Jeffery Bowers
Tara Caguiat
Nicole Caithness
Jacob Fannin
Payton Herschberger
Katherine Elizabeth Hull
Joseph Raia
Britton Stallings
Chantal Voss

Crossman & Company Endowed Scholarship

Daniel Alvarez
Christina Cernkovic

THE NETWORK’S AWARD
This award is given annually in recognition of significant contributions to the Real Estate Program at Florida State University

1997–1998: Larry D. Richey
2000–2001: Andrew G. Diaz
2001–2002: Bobby Byrd
2002–2003: Beth Azor
2006–2007: Evan D. Jennings
2007–2008: J. Harold Chastain
2008–2009: Patrick Kelly
2009–2010: Robert Breslau
2010–2011: Jay I. Kislak
2011–2012: Kyle Riva
2012–2013: David Beshears
2013–2014: Gregory Michaud
2014–2015: To be announced

ICSC Foundation Undergraduate Real Estate Award

Conor Kelley
Alexis Smith

ICSC Schurgin Family Scholarship

Jeffery Bowers

Mark Edward Burgess Memorial Scholarship

Frank Brown Cannon
Sydney Krier

Salus Valuation Award

Dylan Montefusco
Austin Tomoser

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
1997: Julie Holt
1998: Erin Rouse
Randall Planthaber
1999: Mark Capodilupo
2000: Edward Aguiar
Terry Cooper
2001: LeeAnn Sheldon
2002: Dion Warren
Stephanie Martin
2003: Maria Sanson
Garrett Williams
2004: Erin Efstathion
2005: Asher Gunter
Nataly Restrepo
2006: Patrick Joseph Greive
Lauren Hanley
2007: Kevin Dover
Nicholaus Mau
Melissa McRoy
2008: Jonathan Dickson
Jordan Donaldson
Andrea Torrico
2009: Ashton Bligh
David Hector
Tim Sportschuetz
Claire Thomas
2010: Natalie Champion
Harvey Gonzalez
Brad Wolfe
2011: Blake Miller
Jonathan Sieg
Tom Speno
2012: William Bumgarner
Joe Cuffel
Paul Formella
2013: Rebecca Bumgarner
Joseph Kelley
Samuel McCarter
Kristie Milam
2014: To be announced

Billy Teel, Clara J. Milligan Teel and Ann Teel Hatcher Scholarship

Jeffery Bowers
Tara Caguiat
Nicole Caithness
Jacob Fannin
Payton Herschberger
Katherine Elizabeth Hull
Joseph Raia
Britton Stallings
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Crossman & Company Endowed Scholarship

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2008–2009: Patrick Kelly
2009–2010: Robert Breslau
2010–2011: Jay I. Kislak
2011–2012: Kyle Riva
2012–2013: David Beshears
2013–2014: Gregory Michaud
2014–2015: To be announced

ICSC Foundation Undergraduate Real Estate Award

Conor Kelley
Alexis Smith

ICSC Schurgin Family Scholarship

Jeffery Bowers

Mark Edward Burgess Memorial Scholarship

Frank Brown Cannon
Sydney Krier

Salus Valuation Award

Dylan Montefusco
Austin Tomoser

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
1997: Julie Holt
1998: Erin Rouse
Randall Planthaber
1999: Mark Capodilupo
2000: Edward Aguiar
Terry Cooper
2001: LeeAnn Sheldon
2002: Dion Warren
Stephanie Martin
2003: Maria Sanson
Garrett Williams
2004: Erin Efstathion
2005: Asher Gunter
Nataly Restrepo
2006: Patrick Joseph Greive
Lauren Hanley
2007: Kevin Dover
Nicholaus Mau
Melissa McRoy
2008: Jonathan Dickson
Jordan Donaldson
Andrea Torrico
2009: Ashton Bligh
David Hector
Tim Sportschuetz
Claire Thomas
2010: Natalie Champion
Harvey Gonzalez
Brad Wolfe
2011: Blake Miller
Jonathan Sieg
Tom Speno
2012: William Bumgarner
Joe Cuffel
Paul Formella
2013: Rebecca Bumgarner
Joseph Kelley
Samuel McCarter
Kristie Milam
2014: To be announced

Award Recipients
<table>
<thead>
<tr>
<th>Year</th>
<th>Featured Speakers</th>
</tr>
</thead>
<tbody>
<tr>
<td>1995</td>
<td>John R. Lewis, President &amp; CEO, SuperLube, Inc. and former Professor of Real Estate, FSU</td>
</tr>
</tbody>
</table>
| 1996 | Jeb Bush, President & COO, Codina Group, Inc.  
Dave Hart, Jr., Director of Intercollegiate Athletics, Florida State University |
| 1997 | John P. McCann, Chairman of Board/President/CEO, United Dominion Realty Trust  
Steve Robinson, Men's Head Basketball Coach, Florida State University  
Sue Semrau, Women's Head Basketball Coach, Florida State University |
| 1998 | Peter S. Rummell, Chairman & CEO, St. Joe Company  
James M. Seneff, Jr., Chairman & CEO, CNL Group, Inc. |
| 1999 | Daniel M. DuPree, President & COO, Cousins Properties Incorporated  
Peter Korpacz, PricewaterhouseCoopers |
Michael J. Swerdlow, Chairman & CEO, Swerdlow Real Estate Group, Inc. |
| 2001 | The Honorable John M. McKay, Senator and Florida Senate President  
Francis J. Nardozza, Managing Director, KPMG Consulting |
| 2002 | Frank Deford, Sr., Writer, *Sports Illustrated* & Commentator, ESPN, NPR & HBO’s Real Sports  
Bruce Rendina, Chairman & CEO, The Rendina Companies |
| 2003 | Dave Barry, Author and Columnist, The Miami Herald  
Dick Greco, Sr., Vice President, DeBartolo Property Group & former Mayor of Tampa |
| 2004 | Herb Cohen, Negotiations Expert and Author of *Negotiate This!*  
Nancy Walters, President, Very Special Events, Inc. |
| 2005 | Stuart Varney, Financial and Economic Journalist, Fox News  
Randell A. Smith, Co-Founder and CEO, Smith Travel Research |
| 2006 | Shelley Broader, President & CEO, Sweetbay Supermarkets  
Ed Burr, President, LandMar Group, LLC  
Lee Corso, College Football Analyst, ESPN  
Bruce Mosler, President & CEO, Cushman & Wakefield, Inc. |
| 2007 | Peter Rummell, Chairman & CEO, The St. Joe Company |
| 2008 | Joe Scarborough, Former Congressman and Host of MSNBC’s *Morning Joe*  
The Honorable Alex Sink, Chief Financial Officer, State of Florida |
| 2009 | Robert D. Basham, Co-founder, Outback Steakhouse & Vice Chair, OSI Restaurant Partners, LLC  
Todd Mansfield, Chairman & CEO, Crosland, LLC  
P.J. O’Rourke, Political Satirist and Best-Selling Author  
James M. Seneff, Jr., Chairman & CEO, CNL Financial Group, Inc.  
Thomas Sittema, Managing Director, Banc of America Securities |
| 2010 | Bob Sasser, President & Chief Executive Officer, Dollar Tree, Inc.  
Don Shula, Pro Football Hall of Fame Coach  
Mel Martinez, Chairman of Florida, Mexico, Central America and the Caribbean at JPMorgan Chase & Co.; Former U.S. Senator and Secretary of Housing & Urban Development  
Todd Buchholz, Former White House Economic Advisor, Author, Hedge Fund Manager, and NPR Contributor  
Manuel de Zárraga, Executive Managing Director, Holliday Fenoglio Fowler, L.P. |
2010 (continued)

Hap Stein, Chairman & CEO, Regency Centers Corporation

Terry Stiles, Chairman & CEO, Stiles

2011

Tucker Carlson, Veteran journalist, political commentator, Fox News; editor-in-chief, TheDailyCaller.com

Thomas D’Arcy, President, Chief Executive Officer and Director, Grubb & Ellis Company

Rocco Ferrera, Chief Investment Officer, Stiles

Christine Romans, CNN Journalist, Anchor, and Host of Your Bottom Line

Kevin Rostowsky, Senior Managing Director, Southeastern/Midwest U.S., NXT Capital

Thomas Sittema, Chief Executive Officer, CNL Financial Group

2012

Jeffrey DeBoer, President & CEO, The Real Estate Roundtable

Scott Dennis, Managing Director and CEO, Invesco Real Estate

Andrea Kremer, Journalist, NBC Sports and HBO

Jack Nicklaus, Golf Legend & Chairman, Nicklaus Companies

Christine Romans, CNN Journalist, Anchor, and Host of Your Bottom Line

Wilbur Ross, Chairman & CEO, WL Ross & Co. LLC

Ash Williams, Executive Director & CIO, Florida State Board of Administration

2013

Deirdre Bolton, Anchor on Bloomberg Television and Host of MoneyMoves

Jonathan D. Gray, Global Head of Real Estate, Blackstone

Ethan Penner, Managing Partner, Monday Capital Partners

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

2014: Stephen J. Dubner, Bestselling Author, Freakonomics and SuperFreakonomics; Host of Freakonomics Radio; and Co-star Freakonomics Documentary

Ronald Kravit, Head of Real Estate Investing, Managing Member of Cerberus Real Estate Capital Management, LLC and Senior Managing Director of Cerberus Capital Management

Deirdre Bolton, Anchor, FOX Business Network

K. Anders Ericsson, Conradi Eminent Scholar and Professor of Psychology, Florida State University

Jonathan V. Last, Senior Writer, The Weekly Standard and Author of What to Expect When No One’s Expecting

Dana Telsey, CEO and Chief Research Officer, Telsey Advisory Group

Anthony Graziano, Senior Managing Director, Integra Realty Resources – Miami/Palm Beach

2014–2014 Featured Speakers

1995–2014 Featured Speakers

The FSU Real Estate Network’s 20th Annual Real Estate Trends Conference
Consistently ranked among the nation’s Top 10 programs at public institutions, the Real Estate Program at Florida State prepares MBA graduates for careers in real estate finance and analysis.

Pursue an MBA Online

Online master’s degree provides flexibility, opportunity

Florida State University’s Online MBA program offers a rigorous set of elective courses focused on real estate finance and analysis. Thrive in one of the largest and most successful programs in the nation, and prepare yourself to effectively master the ever-changing marketplace while advancing your management skills.

From the convenience of home or office, benefit from world-renowned faculty and an innovative curriculum while applying lessons learned immediately to the workplace. Close interaction among students, faculty, alumni and the business community is a hallmark of the program.

The Real Estate Program at FSU is home to the Center for Real Estate Education & Research, which fosters interaction through a complement of activities including its annual Real Estate Trends Conference, the Evan D. Jennings Executive Speaker Series, Kislak Real Estate Market Strategies Forums for senior executives, the Real Deals and Entrepreneurs Speakers Series, research symposiums and other forums in which executives and scholars can exchange ideas and share insights.

mba.fsu.edu

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“The real estate specialization within Florida State’s Online MBA program provided me with solid instruction and the flexibility I needed to complete my master’s degree without interrupting my career. It’s an outstanding program.”

— Michael Cale, MBA 2006
Vice President-Head of Eastern Region, Voya Investment Management
The FSU Real Estate Program is ranked 9th in the nation among public institutions; 12th among all institutions, private and public; and 6th among institutions with AACSB accredited undergraduate real estate degree or specialization programs, U.S. News & World Report, 2015 edition.


C.F. Sirmans, the J. Harold and Barbara M. Chastain Eminent Scholar in Real Estate, ranked No. 1, and G. Stacy Sirmans, the Kenneth G. Bacheller Professor of Real Estate, ranked No. 20, in research published in the three core real estate journals.

Members of the real estate faculty have been the recipients of numerous distinguished awards and honors, including national fellowships, recognitions for scholarship, university teaching and service awards, and industry honors and distinctions.

MAJOR GIFTS

We recognize the generosity of those who have provided major gifts to endowments that have enabled our programs, faculty, and students to excel.

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- Beth Azor, Azor Advisory Services, Inc.
- Kenneth G. Bacheller
- Mark C. Bane
- Bobby Byrd, Byrd Corporation
- J. Harold and Barbara M. Chastain
- Marshall Cohn, The Dunhill Companies
- John Crossman, Crossman & Company
- Scott Darling, American Realty Advisors
- Florida State Real Estate Network, Inc.
- Mark Hillis & Nan Casper Hillis
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- Kenneth G. Bacheller Professorship in Real Estate
- Mark C. Bane, Sr. Professorship in Business Administration
- J. Harold and Barbara M. Chastain Eminent Scholar Chair in Real Estate
- Francis J. Nardozza Scholars Program Fellowship in Real Estate

Endowed Scholarships and Student Awards – Gifts to establish endowed scholarships are used to recruit and honor deserving students

- Crossman & Company Endowed Scholarship Fund in Real Estate
- Mark Hillis & Nan Casper Hillis Endowed Scholarship in Real Estate
- The Kislak Awards for Outstanding Student Performance
- James M. Rudnick and Donald T. Carrigan Endowed Scholarship Fund
- 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.
We Build the Future ...
2014 Real Estate TRENDS Conference

Schedule At A Glance

THURSDAY, November 6, 2014

1:30 – 2:00 pm   Networking Keys! (Student only event)  
                 Miller Hall - UCC-3300

2:15 – 3:45 pm   “If I Were 21” Student/Mentor Roundtable and Q&A  
                 Miller Hall - UCC-3300

4:00 – 5:45 pm   Seminole Real Estate Speed Connections  
                 Miller Hall - UCC-3300

6:00 – 7:00 pm   Conference Registration (1st FL Univ. Ctr.) and Opening Reception  
                 3rd Floor - Banquet Hall

7:00 – 9:00 pm   Dinner and Conference Opening  
                 Stephen Dubner, Bestselling Author, Freakonomics and SuperFreakonomics  
                 3rd Floor - Banquet Hall

9:30 – 11:30 pm  Cocktail and Jazz Reception (open to Real Estate professionals; non-student event)  
                 6th Floor - Grill

FRIDAY, November 7, 2014

7:30 - 8:00 am   Continental Breakfast  
                 2nd Floor - Atrium

8:00 - 8:15 am   Opening Remarks and Announcements  
                 2nd Floor - Auditorium

8:15 - 9:15 am   Real Talks: Ideas that Inform, Challenge and Inspire  
                 (K. Anders Ericsson, Jonathan Last, Dana Telsey)  
                 2nd Floor - Auditorium

9:15 – 10:00 am  Strategies for Beyond Tomorrow  
                 Ron Kravit, Head of RE Investing and Sr. Managing Director of Cerberus Capital Management  
                 Guest Moderator, Deirdre Bolton, Anchor, “Risk & Reward”, FOX Business Network  
                 2nd Floor - Auditorium

10:15 – 11:10 am Hot Topics I (concurrent sessions 1, 2 & 3)  
                 (1) Retail Wars  
                 2nd Floor - Auditorium

(2) Single Family Housing Rentals as an Asset Class  
                 1st Floor - 103

(3) Shaping Competitive Cities: 1  
                 2nd Floor - 214

11:20 – 12:15 pm Hot Topics II (concurrent sessions 4, 5, 6 & 7)  
                 (4) State of the Capital Markets  
                 1st Floor - 103

(5) Urban Redevelopment  
                 2nd Floor - Auditorium

(6) Gambling on Florida  
                 2nd Floor - 205

(7) Shaping Competitive Cities: 2  
                 2nd Floor - 214

12:30 - 2:00 pm  Lunch with Closing Speaker  
                 Anthony Graziano, Senior, Managing Director, Integra Realty Resources  
                 1st Floor - Dining Room and Room 114

2:15 - 3:30 pm   Insiders’ Tour of the Athletic Facilities (Gold and Garnet Sponsors only)  
                 (meet for departure at first floor lobby main entrance)