THE FSU REAL ESTATE CENTER’S 22ND REAL ESTATE TRENDS CONFERENCE

OCTOBER 13 & 14, 2016
TALLAHASSEE, FLORIDA

FSU REAL ESTATE CENTER COLLEGE OF BUSINESS

fsurealestate.com | 850.644.4071

LEGACY LEADERS

GOLD SPONSORS

CMC
BERKADIA
CBRE
DUNHILL COMPANIES
OSPREY CAPITAL
KISLAK
CNL
LENNAR
str
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 Real Estate Center, 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 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 Real Estate Center, 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.
FEATURING SPEAKERS

Danny Kanell
College Football Analyst, ESPN Networks

Danny Kanell is a college football analyst for ESPN networks and co-host of the ESPN Radio program Russillo & Kanell. He joined ESPN in 2010 as a college football game and studio analyst.

Kanell’s expertise spans both the collegiate and professional levels in multiple sports. After playing quarterback at FSU for four years, he was drafted into the NFL by the New York Giants in 1996 and also played for the Atlanta Falcons and the Denver Broncos until 2004. Kanell also played baseball for the Seminoles his freshman and sophomore years. He was drafted by the New York Yankees after his junior year at Florida State and had been previously drafted by the Milwaukee Brewers.

A 1996 graduate of FSU, Kanell was selected as the 1995 ACC Player of the Year and the National Football Foundation and College Hall of Fame Scholar Athlete. He is a member of the 2008 ACC Football Championship Legends Class and the Broward County Sports Hall of Fame. Kanell was inducted into the Florida State Hall of Fame in 2012.

Barry Sternlicht
Chairman and CEO, Starwood Capital Group

Barry Sternlicht is chairman and CEO of Starwood Capital Group, the private investment firm he formed in 1991 that is focused on global real estate, hotel management, oil and gas, and energy infrastructure. Sternlicht also serves as chairman of Starwood Property Trust (NYSE: STWD), the largest commercial mortgage REIT in the U.S.; TRI Pointe Homes (NYSE: TPH), one of the U.S.’s largest homebuilders, and French crystal maker Baccarat S.A., as well as co-chairman of Colony Starwood Homes (NYSE: SFR), one of the largest publicly traded investors, owners and operators of single-family homes in the U.S.

For the past 25 years, Sternlicht has structured investments with an asset value of approximately $77 billion. Starwood Capital’s funds have invested in approximately 160,000 multifamily/condo units, 2,600 hotels, 65 million s.f. of office properties, 53 million s.f. of retail and 50,000 lots in residential subdivisions. The firm currently manages more than $53 billion of assets on behalf of its high net worth and institutional partners.

Sternlicht received his B.A., magna cum laude, with honors from Brown University. He later earned an M.B.A. with distinction from Harvard Business School.

Deirdre Bolton
Anchor, FOX Business Network

Deirdre Bolton joined FOX Business Network (FBN) as an anchor in February 2014 and is the host of Risk & 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 Money Moves. 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.

Bolton graduated from the University of Iowa with a degree in English and French literature and holds a master’s degree from New York University.

Rodger Baker
Vice President of Strategic Analysis, Stratfor

Rodger Baker leads Stratfor’s analysis of Asia Pacific and South Asia and guides the company’s forecasting process. A Stratfor analyst since 1997, he has played a pivotal role in developing and refining the company’s analytical process, internal training programs and geopolitical framework.

Baker develops custom reports for clients and frequently delivers executive briefings to investors, businesses and universities across the globe, from the National Defense University in Washington DC to financial institutions in New York. He is regularly invited to participate in dialogues and panel discussions in China, Japan, Thailand, Mongolia and South Korea.


Richard Hill
Head of U.S. REIT Equity and CRE Debt Research, Morgan Stanley

Richard Hill is the head of U.S. REIT Equity and Commercial Real Estate Debt Research at Morgan Stanley. He has been an II ranked CMBS analyst for the past several years. Prior to his current role, Richard was a director of CMBS Strategy at Royal Bank of Scotland (“RBS”) Securities, where he was responsible for developing and communicating investment strategies, working with both internal and external clients.

Hill started his career at Banc of America Securities. From 2004 to 2008, he was vice president in the Structured Securities Group, where he managed a deal team of four professionals responsible for the origination, structuring and distribution of securitization backed by commercial real estate debt. From 2001 to 2004 he was an analyst in the Interest Rate Derivatives Group, where he structured hedging strategies for commercial real estate developers. Hill is a graduate of Georgetown University with a B.S.B.A. in finance.

Mark Zandi
Chief Economist, Moody’s Analytics

Mark Zandi is chief economist of Moody’s Analytics. Moody’s Analytics, a subsidiary of Moody’s Corp., is a leading provider of economic research, data and analytical tools. Zandi is a cofounder of Economy.com, which Moody’s purchased in 2005.

Zandi’s broad research interests encompass macroeconomics, financial markets and public policy. His recent research has focused on mortgage finance reform and the determinants of mortgage foreclosure and personal bankruptcy. He has analyzed the economic impact of various tax and government spending policies and assessed the appropriate monetary policy response to bubbles in asset markets. Zandi conducts regular briefings on the economy for corporate boards, trade associations and policymakers at all levels. He is on the board of directors of MGIC, the nation’s largest private mortgage insurance company, and The Reinvestment Fund, a large CDFI that makes investments in disadvantaged neighborhoods. He is often quoted in national and global publications and is a frequent guest on CNBC, NPR, Meet the Press, CNN, and various other national networks and news programs.

Zandi earned his B.S. from the Wharton School at the University of Pennsylvania and his Ph.D. at the University of Pennsylvania.
FEATURED SPEAKERS

Danny Kanell

College Football Analyst, ESPN Networks

Danny Kanell is a college football analyst for ESPN networks and co-host of the ESPN Radio program Russillo & Kanell. He joined ESPN in 2010 as a college football game and studio analyst.

Kanell’s expertise spans both the collegiate and professional levels in multiple sports. After playing quarterback at FSU for four years, he was drafted into the NFL by the New York Giants in 1996 and also played for the Atlanta Falcons and the Denver Broncos until 2004. Kanell also played baseball for the Seminoles his freshman and sophomore years. He was drafted by the New York Yankees after his junior year at Florida State and had been previously drafted by the Milwaukee Brewers.

A 1996 graduate of FSU, Kanell was selected as the 1995 ACC Player of the Year and the Football Foundation and College Hall of Fame Scholar Athlete. He is a member of the 2008 ACC Football Championship Legends Class and the Broward County Sports Hall of Fame. Kanell was inducted into the Florida State Hall of Fame in 2012.

Barry Sternlicht

Chairman and CEO, Starwood Capital Group

Barry Sternlicht is chairman and CEO of Starwood Capital Group, the private investment firm he founded in 1991 that is focused on global real estate, hotel management, oil and gas, and energy infrastructure. Sternlicht also serves as chairman of Starwood Property Trust (NYSE: STWD), the largest commercial mortgage REIT in the U.S.; TRI Pointe Homes (NYSE: TPH), one of the U.S.’s largest homebuilders, and French crystal maker Baccarat S.A., as well as co-chairman of Colony Starwood Homes (NYSE: SFR), one of the largest publicly traded investors, owners and operators of single-family homes in the U.S.

For the past 25 years, Sternlicht has structured investments with an asset value of approximately $77 billion. Starwood Capital’s funds have invested in approximately 40,000 multifamily/condo units, 2,600 hotels, 65 million s.f. of office properties, 53 million s.f. of retail and 50,000 lots in residential subdivisions. The firm currently manages more than $53 billion of assets on behalf of its high net worth and institutional partners.

Sternlicht received his B.A., magna cum laude, with honors from Brown University. He later earned an M.B.A. with distinction from Harvard Business School.

Deirdre Bolton

Anchor, FOX Business Network

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 Money Moves. 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 CDB North America and Société Générale, where she sold European equities to U.S. portfolio managers.

Bolton graduated from the University of Iowa with a degree in English and French literature and holds a master’s degree from New York University.

Rodger Baker

Vice President of Strategic Analysis, Stratfor

Rodger Baker leads Stratfor’s analysis of Asia Pacific and South Asia and guides the company’s forecasting process. A Stratfor analyst since 1997, he has played a pivotal role in developing and refining the company’s analytical process, internal training programs and geopolitical framework.

Baker develops custom reports for clients and frequently delivers executive briefings to investors, businesses and universities across the globe, from the National Defense University in Beijing to financial institutions in New York. He is regularly invited to participate in dialogues and panel discussions in China, Japan, Thailand, Mongolia and South Korea.


Richard Hill

Head of U.S. REIT Equity and CRE Debt Research, Morgan Stanley

Richard Hill is the head of U.S. REIT Equity and Commercial Real Estate Debt Research at Morgan Stanley. He has been an ll ranked CMBS analyst for the past several years. Prior to his current role, Richard was a director of CMBS Strategy at Royal Bank of Scotland (“RBS”) Securities, where he was responsible for developing and communicating investment strategies, working with both internal and external clients.

Hill started his career at Banc of America Securities. From 2004 to 2008, he was vice president in the Structured Securities Group, where he managed a deal team of four professionals responsible for the origination, structuring and distribution of securitization backed by commercial real estate debt. From 2001 to 2004 he was an analyst in the Interest Rate Derivatives Group, where he structured hedging strategies for commercial real estate developers. Hill is a graduate of Georgetown University with a B.S.B.A. in finance.

Mark Zandi

Chief Economist, Moody’s Analytics

Mark Zandi is chief economist of Moody’s Analytics. Moody’s Analytics, a subsidiary of Moody’s Corp., is a leading provider of economic research, data and analytical tools. Zandi is a cofounder of Economy.com, which Moody’s purchased in 2005.

Zandi’s broad research interests encompass macroeconomics, financial markets and public policy. His recent research has focused on mortgage finance reform and the determinants of mortgage foreclosure and personal bankruptcy. He has analyzed the economic impact of various tax and government spending policies and assessed the appropriate monetary policy response to bubbles in asset markets. Zandi conducts regular briefings on the economy for corporate boards, trade associations and policymakers at all levels. He is on the board of directors of MGIC, the nation’s largest private mortgage insurance company, and The Reinvestment Fund, a large CDFI that makes investments in disadvantaged neighborhoods. He is often quoted in national and global publications and is a frequent guest on CNBC, NPR, Meet the Press, CNN, and various other national networks and news programs.

Zandi earned his B.S. from the Wharton School at the University of Pennsylvania and his Ph.D. at the University of Pennsylvania.
PRE-CONFERENCE STUDENT EVENTS

1:00 - 1:30 PM Networking Keys! (student-only forum)

UCC 3rd Floor Ballroom

Organized by John Crossman, this session is designed to help students prepare for the conference.

1:45 - 3:15 PM “If I Were 21” Student/Mentor Roundtable (students and invited panelists only)

Students of the FSU Real Estate Program discuss career opportunities and options with a select panel of nearly 30 executives.


3:30 - 5:30 PM Seminole Real Estate Speed Connections

(open to students graduating in the 2016-2017 academic year and confirmed conference sponsors)

UCC 3rd Floor Ballroom

Moderated by Calvin Williams and Melissa Forges, FSU Career Center, this session enables prospective employers to briefly meet with our real estate students for Q&A.

CONFERENCE REGISTRATION AND OPENING

5:00 - 7:30 PM Registration, Reception and Opening Program

4th Floor – Champions Club

Thursday’s opening program features Danny Kanell, former FSU quarterback and current ESPN college football analyst. His comments will provide you with an “insider’s” perspective of college football and the sports issues of the day!

Presiding: Greg Michaud, Managing Director – Head of Real Estate Finance, Voya Investment Management, Atlanta, Ga. (Chairman, FSU Real Estate Center Executive Board)

NOTE: We encourage you to arrive early! This year’s new opening format will allow guests plenty of time to network. The reception features food and beverage stations from 5–7:30 p.m. (no formal plated dinner). The program is scheduled to start promptly at 6:00 p.m.

7:30 - 10:00 PM Cocktail and Jazz Reception (non-student event)

6th Floor Terrace West

Sponsored by Franklin Street

CONFERENCE SCHEDULE

Thursday, October 13, 2016 • University Center, Building B

PRE-CONFERENCE STUDENT EVENTS

1:00 - 1:30 PM Networking Keys! (student-only forum)

UCC 3rd Floor Ballroom

Organized by John Crossman, this session is designed to help students prepare for the conference.

1:45 - 3:15 PM “If I Were 21” Student/Mentor Roundtable (students and invited panelists only)

Students of the FSU Real Estate Program discuss career opportunities and options with a select panel of nearly 30 executives.


3:30 - 5:30 PM Seminole Real Estate Speed Connections

(open to students graduating in the 2016-2017 academic year and confirmed conference sponsors)

UCC 3rd Floor Ballroom

Moderated by Calvin Williams and Melissa Forges, FSU Career Center, this session enables prospective employers to briefly meet with our real estate students for Q&A.

CONFERENCE REGISTRATION AND OPENING

5:00 - 7:30 PM Registration, Reception and Opening Program

4th Floor – Champions Club

Thursday’s opening program features Danny Kanell, former FSU quarterback and current ESPN college football analyst. His comments will provide you with an “insider’s” perspective of college football and the sports issues of the day!

Presiding: Greg Michaud, Managing Director – Head of Real Estate Finance, Voya Investment Management, Atlanta, Ga. (Chairman, FSU Real Estate Center Executive Board)

NOTE: We encourage you to arrive early! This year’s new opening format will allow guests plenty of time to network. The reception features food and beverage stations from 5–7:30 p.m. (no formal plated dinner). The program is scheduled to start promptly at 6:00 p.m.

7:30 - 10:00 PM Cocktail and Jazz Reception (non-student event)

6th Floor Terrace West

Sponsored by Franklin Street
Thursday, October 13, 2016 • University Center, Building B

PRE-CONFERENCE STUDENT EVENTS

1:00 - 1:30 PM Networking Keys! (student-only forum)

1:45 - 3:15 PM "If I Were 21" Student/Mentor Roundtable (students and invited panelists only)

NOTE: We encourage you to arrive early! This year’s new opening format will allow guests plenty of time to network. The reception features food and beverage stations from 5–7:30 p.m. (no formal plated dinner). The program is scheduled to start promptly at 6:00 p.m.

CONFERENCE REGISTRATION AND OPENING

5:00 - 7:30 PM Registration, Reception and Opening Program

Thursday’s opening program features Danny Kanell, former FSU quarterback and current ESPN college football analyst. His comments will provide you with an “insider’s” perspective of college football and the sports issues of the day!

NOTE: We encourage you to arrive early! This year’s new opening format will allow guests plenty of time to network. The reception features food and beverage stations from 5–7:30 p.m. (no formal plated dinner). The program is scheduled to start promptly at 6:00 p.m.

CONFERENCE SCHEDULE

3:30 - 5:30 PM Seminole Real Estate Speed Connections (open to students graduating in the 2016-2017 academic year and confirmed conference sponsors)

3:30 - 5:00 PM Insider’s Tour of FSU Football Facilities (open to students graduating in the 2016-2017 academic year and confirmed conference sponsors)

UCC 3rd Floor Ballroom

UCC 3rd Floor Ballroom

PRE-CONFERENCE SPONSOR EVENT

3:30 - 5:00 PM Merging tradition with technology, FSU’s new football facilities are nothing short of spectacular.

UCC 3rd Floor Ballroom

4th Floor – Champions Club

6th Floor Terrace West

Sponsored by Franklin Street
### Conference Schedule

**Friday, October 14, 2016 • Turnbull Conference Center**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30 - 8:15 AM</td>
<td>Continental Breakfast</td>
<td>2nd Floor – Atrium</td>
</tr>
<tr>
<td>8:15 - 8:30 AM</td>
<td>Opening Remarks</td>
<td>2nd Floor – Atrium</td>
</tr>
<tr>
<td>8:30 - 9:00 AM</td>
<td>Global Perspectives</td>
<td>2nd Floor – Auditorium</td>
</tr>
<tr>
<td>9:00 - 9:45 AM</td>
<td>Rapid Fire!</td>
<td>2nd Floor – Auditorium</td>
</tr>
<tr>
<td>10:00 - 11:00 AM</td>
<td>Strategies For Beyond Tomorrow</td>
<td>2nd Floor – Auditorium</td>
</tr>
<tr>
<td>11:15 - 12:15 PM</td>
<td>Hot Topics (continued)</td>
<td>2nd Floor – Auditorium</td>
</tr>
<tr>
<td>12:30 - 2:00 PM</td>
<td>Lunch with Featured Speaker</td>
<td>1st Floor – Dining Room and Room 114</td>
</tr>
<tr>
<td>6:00 - 10:00 PM</td>
<td>OTHER EVENTS</td>
<td></td>
</tr>
</tbody>
</table>

### Concurrent Sessions

**Session A. Chasing Yield: Thinking Outside the Box in a Risk-Reward Environment**
- Institutional investors discuss their strategies for finding yield by being creative within the traditional food groups and reaching outside the box to consider new or unique opportunities.
- Terrance Davis, Portfolio Manager – Private Equity and Strategic Investments, Florida State Board of Administration, Tallahassee, Fla.
- Drew Fung, Managing Director, Clarion Partners, New York, N.Y.
- Adam Jackson, Managing Director and Partner, Stream Realty Partners, LP, Dallas, Texas

**Session B. Disruptive Trends and Real Estate Markets**
- This session focuses on emerging platforms and technologies disrupting traditional market paradigms and causing developers, investors, and users to examine their effects across the commercial real estate market.
- Christopher Calitabiano, Senior Vice President, Shorestein Properties, New York, N.Y.
- Derrick Johnson, Vice President, Corporate Segment Marketing, UPS, Atlanta, Ga.
- Bob Rice, Managing Partner, Tangent Capital Partners, New York, N.Y.
- Stephanie Smith, Senior Public Policy Manager – Florida, Uber, Miami, Fla.
- Moderator: Anthony Graziano, Senior Managing Director, Insegre Intalytics Resources, Miami, Fla.

**Session C. Redefining the American Dream?**
- This session will focus on generational trends in housing, including the communal living movement and the latest trends in multi-family and single-family housing.
- Ivy Greener, Regional Vice President, FivePoint, San Francisco, Calif.
- Jim Leiferman, President, U.S. Group, Mattamy Homes USA, Orlando, Fla.
- Maureen McAvoy, Principal, McAvoy Consulting; Former Senior Fellow, ULI, Washington, D.C.
- Will Butler, President, REI-Real Estate InSync, Tallahassee, Fla.
- Session organized by the ULI Capital Region Leadership Council.

**Session D. Capital Market Conditions**
- Leading executives offer their insights on today’s competitive capital market environment, opportunities within the capital stack, and the outlook for the future.
- Marty Crupp, Senior Managing Director, Principal Real Estate Investors, Des Moines, Iowa
- Will McIntosh, Global Head of Research, USAA Real Estate Company, San Antonio, Texas
- Mitchell Resnick, Managing Director and Head of Capital Markets, Walker & Dunlop, Bethesda, Md.
- Chris Campbell, Managing Director, Eastdil Secured LLC, Charlotte, N.C.

### Closing Session

**12:30 - 2:00 PM**
- Lunch with Featured Speaker
- **Mark Zandi**, Chief Economist, Moody’s Analytics, New York, N.Y.

### Other Events

**6:00 - 10:00 PM**
- **“Downtown GetDown” at Adams Street Commons**
  - Adams Street Commons is located between Park Avenue and Jefferson Street on Adams Street.

**Saturday, October 15th**
- **FSU vs Wake Forest Football Game (Homecoming)**
  - Doak Campbell Stadium, Tallahassee, Florida / Time: TBA
The FSU Real Estate Center’s 22nd Real Estate Trends Conference | October 13 & 14, 2016 | Florida State University, Tallahassee, Florida

**CONFERENCE SCHEDULE**

Friday, October 14, 2016 • Turnbull Conference Center

**7:30 - 8:15 AM** Continental Breakfast

**8:15 - 8:30 AM** Opening Remarks  
- Kevin Collins, Managing Director, Head of Commercial Mortgage Credit, Invesco Mortgage Capital Inc., Louisville, Ky. (Conference Chair)

**8:30 - 9:00 AM** Global Perspectives  
A unique discussion of the geopolitical and global economic issues affecting the U.S. and the real estate market.  
- Rodger Baker, Vice President of Strategic Analysis, Stratfor, Austin, Texas

**9:00 - 9:45 AM** Rapid Fire!  
This session promises to be a quick-paced, free-wheeling, discussion of the macro-level conditions, trends, and opportunities in the market.  
- Paul Doocy, Managing Director – Head of Real Estate, H&G Capital Real Estate L.P., New York, N.Y.
- Drew Fung, Managing Director, Clarion Partners, New York, N.Y.
- Todd Liker, Managing Director, Oaktree Capital Management, New York, N.Y.
- Greg Michaud, Managing Director – Head of Real Estate Finance, Voya Investment Management, Atlanta, Ga.
- Carl Rieger, Managing Director, Eastdil Secured LLC, Irvine, Calif.
- Moderator: Richard Hill, Head of U.S. REIT Equity and CRE Debt Research, Morgan Stanley, New York, N.Y.

**10:00 - 11:00 AM** Strategies For Beyond Tomorrow  
A one-on-one discussion with Barry Sternlicht, Chairman & CEO, Starwood Capital Group, Greenwich, Conn. Moderated by Deirdre Bolton, Anchor and host of "Risk and Reward with Deirdre Bolton," FOX Business Network, New York, N.Y.

**11:15 - 12:15 PM** Hot Topics (continued)

**12:30 - 2:00 PM** Lunch with Featured Speaker

**2:00 - 2:30 PM** Session B. Disruptive Trends and Real Estate Markets  
This session focuses on emerging platforms and technologies disrupting traditional market paradigms and causing developers, investors, and users to examine their effects across the commercial real estate market.  
- Christopher Caltabiano, Senior Vice President, Shorevest Properties, New York, N.Y.
- Derrick Johnson, Vice President, Corporate Segment Marketing, UPS, Atlanta, Ga.
- Bob Rice, Managing Partner, Tangent Capital Partners, New York, N.Y.
- Stephanie Smith, Senior Public Policy Manager – Florida, Uber, Miami, Fla.
- Moderator: Anthony Graziano, Senior Managing Director, Integra Realty Resources, Miami, Fla.

**3:00 - 4:00 PM** Session D. Capital Market Conditions  
Leading executives offer their insights on today’s competitive capital market environment, opportunities within the capital stack, and the outlook for the future.  
- Marty Cropp, Senior Managing Director, Principal Real Estate Investors, Des Moines, Iowa
- Will McIntosh, Global Head of Research, USAA Real Estate Company, San Antonio, Texas
- Mitchell Resnick, Managing Director and Head of Capital Markets, Walker & Dunlop, Bethesda, Md.
- Moderator: Chris Campbell, Managing Director, Eastdil Secured LLC, Charlotte, N.C.

CLOSING SESSION

**6:00 - 10:00 PM** “Downtown GetDown” at Adams Street Commons

The FSU Real Estate Center’s 22nd Real Estate Trends Conference | October 13 & 14, 2016 | Florida State University, Tallahassee, Florida
Lewis V. Swezy, CEO of Centennial Management Corporation has over 37 years of experience in affordable housing development, construction, and management throughout South Florida.

Centennial Management is a full service real estate management company with development, management and certified general contractor entities.

Discovering Value. Developing Returns. Real Estate Excellence Since 1906

The Kislak name represents legendary leadership in business and philanthropy. Corporate achievement is paralleled by the Kislak family foundations’ contributions to education, arts and humanities, animal welfare and environmental preservation.

Learn more at www.kislak.com.

Successfully Navigating Worlds of Opportunity for More Than a Century

Detail of Martin Waldseemüller’s 1516 Carta Marina. Full map on view in the Jay I. Kislak Collection at the Library of Congress, Washington, D.C.
Lewis V. Swezy, CEO of Centennial Management Corporation has over 37 years of experience in affordable housing development, construction, and management throughout South Florida.

Centennial Management is a full service real estate management company with development, management and certified general contractor entities.

Discovering Value.
Developing Returns.
Real Estate Excellence Since 1906

Successfully Navigating Worlds of Opportunity for More Than a Century

The Kislak name represents legendary leadership in business and philanthropy. Corporate achievement is paralleled by the Kislak family foundations’ contributions to education, arts and humanities, animal welfare and environmental preservation.

Learn more at www.kislak.com.
BERKADIA
www.berkadia.com

CBRE Group, Inc. is the world’s largest commercial real estate services and investment firm, with 2015 revenues of $10.9 billion and more than 70,000 employees (excluding affiliates). CBRE has been included in the Fortune 500 since 2008, ranking #259 in 2016. It also has been voted the industry’s top brand by the Lipsey Company for 15 consecutive years, and has been named one of Fortune’s “Most Admired Companies” in the real estate sector. The company serves real estate investors and occupiers through 400+ offices (excluding affiliates) worldwide. CBRE offers a broad range of integrated services, including facilities, transaction and project management; property management; investment management; appraisal and valuation; property leasing; strategic consulting; property sales; mortgage services and development services.

CNL Financial Group (CNL) is a leading private management firm specializing in alternative investment products that endeavors to make a world of difference to their clients, partners, and the community. Anchored by over 40 years of thoughtful investing in relationships, CNL and/or its affiliates have formed or acquired companies with more than $33 billion in assets. Performance-driven, CNL strives to achieve consistent investment returns by identifying emerging trends, accessing capital through its national distribution channels, and investing shareholder capital in a variety of credit and real estate investment products.

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.

Berkadia, a joint venture of Berkshire Hathaway and Leucadia National Corporation, is a leader in the commercial real estate industry, offering a robust suite of services to our multifamily and commercial property clients. Through our integrated mortgage banking, investment sales and servicing platform, Berkadia delivers comprehensive real estate solutions for the entire life cycle of our clients’ assets.

CBRE Group, Inc. is the world’s largest commercial real estate services and investment firm, with 2015 revenues of $10.9 billion and more than 70,000 employees (excluding affiliates). CBRE has been included in the Fortune 500 since 2008, ranking #259 in 2016. It also has been voted the industry’s top brand by the Lipsey Company for 15 consecutive years, and has been named one of Fortune’s “Most Admired Companies” in the real estate sector. The company serves real estate investors and occupiers through 400+ offices (excluding affiliates) worldwide. CBRE offers a broad range of integrated services, including facilities, transaction and project management; property management; investment management; appraisal and valuation; property leasing; strategic consulting; property sales; mortgage services and development services.

CNL Financial Group (CNL) is a leading private management firm specializing in alternative investment products that endeavors to make a world of difference to their clients, partners, and the community. Anchored by over 40 years of thoughtful investing in relationships, CNL and/or its affiliates have formed or acquired companies with more than $33 billion in assets. Performance-driven, CNL strives to achieve consistent investment returns by identifying emerging trends, accessing capital through its national distribution channels, and investing shareholder capital in a variety of credit and real estate investment products.

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, research and technology, personal finance, law and small business. FloridaTrend.com attracts 90,000 unique visitors. The Daily Pulse e-newsletter reaches 44,000 subscribers.

Lennar Corporation, founded in 1954, is one of the nation’s largest builders of quality homes for all generations. The company builds affordable, move-up and retirement homes primarily under the Lennar brand name. Lennar’s Financial Services segment provides mortgage financing, title insurance and closing services for both buyers of the company’s homes and others. Lennar’s Rialto segment is a vertically integrated asset management platform focused on investing throughout the commercial real estate capital structure. Lennar’s multifamily segment is a nationwide developer of high-quality multifamily rental properties. Previous press releases and further information about the company may be obtained at the “Investor Relations” section of the company’s website www.lennar.com.

Ryan is an award-winning global tax services firm, with the largest indirect and property tax practices in North America and the seventh largest corporate tax practice in the United States. With global headquarters 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 2,100 professionals and associates serves over 12,000 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 ryan.com.

STR provides premium global data benchmarking, analytics and insights for multiple market sectors. Our data is confidential, reliable, accurate and actionable, and our solutions empower our clients to strategize and compete within markets. Founded in 1985, STR’s presence has expanded to 10 countries around the world with a corporate North American headquarters in Hendersonville, Tennessee, and an international headquarters in London, England. Our range of products and unrivalled market insights help our clients make better business decisions. But the work we do goes beyond the numbers. Every day, we empower people and their businesses to reach new heights.

Lennar Corporation, founded in 1954, is one of the nation’s largest builders of quality homes for all generations. The company builds affordable, move-up and retirement homes primarily under the Lennar brand name. Lennar’s Financial Services segment provides mortgage financing, title insurance and closing services for both buyers of the company’s homes and others. Lennar’s Rialto segment is a vertically integrated asset management platform focused on investing throughout the commercial real estate capital structure. Lennar’s multifamily segment is a nationwide developer of high-quality multifamily rental properties. Previous press releases and further information about the company may be obtained at the “Investor Relations” section of the company’s website www.lennar.com.

Founded in 2009, Osprey Capital is a private investment firm targeting time-sensitive commercial real estate structured finance transactions. Osprey primarily invests capital through senior bridge loans, mezzanine loans, and preferred equity. Osprey also participates in other opportunistic commercial real estate endeavors such as financing note purchases, purchasing notes, and on a select basis, purchasing commercial real estate. Osprey provides a reliable and dependable source of capital to middle market commercial real estate clients in an institutional and structured execution. Osprey’s team of professionals have directly financed in excess of $10 billion of commercial real estate transactions.
Berkadia, a joint venture of Berkshire Hathaway and Leucadia National Corporation, is a leader in the commercial real estate industry, offering a robust suite of services to our multifamily and commercial property clients. Through our integrated mortgage banking, investment sales and servicing platform, Berkadia delivers comprehensive real estate solutions for the entire life cycle of our clients’ assets.

CBRE Group, Inc. is the world’s largest commercial real estate services and investment firm, with 2015 revenues of $10.9 billion and more than 70,000 employees (excluding affiliates). CBRE has been included in the Fortune 500 since 2008, ranking #259 in 2016. It also has been voted the industry’s top brand by the Lpsypsum Company for 15 consecutive years, and has been named one of Fortune’s “Most Admired Companies” in the real estate sector. The company serves real estate investors and occupiers through 400+ offices (excluding affiliates) worldwide. CBRE offers a broad range of integrated services, including facilities, transaction and project management; property management; investment management; appraisal and valuation; property leasing; strategic consulting; property sales; mortgage services and development services.

CNL Financial Group (CNL) is a leading private management firm specializing in alternative investment products that endeavors to make a world of difference to their clients, partners, and the community. Anchored by over 40 years of thoughtful investing in relationships, CNL and/or its affiliates have formed or acquired companies with more than $33 billion in assets. Performance-driven, CNL strives to achieve consistent investment returns by identifying emerging trends, accessing capital through its national distribution channels, and investing shareholder capital in a variety of credit and real estate investment products.

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, research and technology, personal finance, law and small business. FloridaTrend.com attracts 90,000 unique visitors. The Daily Pulse e-newsletter reaches 44,000 subscribers.

Lennar Corporation, founded in 1954, is one of the nation’s largest builders of quality homes for all generations. The company builds affordable, move-up and retirement homes primarily under the Lennar brand name. Lennar’s Financial Services segment provides mortgage financing, title insurance and closing services for both buyers of the company’s homes and others. Lennar’s Rialto segment is a vertically integrated asset management platform focused on investing throughout the commercial real estate capital structure. Lennar’s multifamily segment is a nationwide developer of high-quality multifamily rental properties. Previous press releases and further information about the company may be obtained at the “Investor Relations” section of the company’s website www.lennar.com.

Founded in 2009, Osprey Capital is a private investment firm targeting time-sensitive commercial real estate structured finance transactions. Osprey primarily invests capital through senior bridge loans, mezzanine loans, and preferred equity. Osprey also participates in other opportunistic commercial real estate endeavors such as financing note purchases, purchasing notes, and on a select basis, purchasing commercial real estate. Osprey provides a reliable and dependable source of capital to middle market commercial real estate clients in an institutional and structured execution. Osprey’s team of professionals have directly financed in excess of $10 billion of commercial real estate transactions.

Ryan is an award-winning global tax services firm, with the largest indirect and property tax practices in North America and the seventh largest corporate tax practice in the United States. With global headquarters 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 2,100 professionals and associates serves over 12,000 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 ryan.com.

STR provides premium global data benchmarking, analytics and insights for multiple market sectors. Our data is confidential, reliable, accurate and actionable, and our solutions empower our clients to strategize and compete within markets. Founded in 1985, STR’s presence has expanded to 10 countries around the world with a corporate North American headquarters in Hendersonville, Tennessee, and an international headquarters in London, England. Our range of products and unrivaled market insights help our clients make better business decisions. But the work we do goes beyond the numbers. Every day, we empower people and their businesses to reach new heights.
Generous gifts from the Kislak Family Foundation, Inc. have enabled the FSU Real Estate Center to organize and host its Kislak Forums in South and Central Florida, as well as a featured session at our Trends conference in Tallahassee. The Kislak gift has served as a one-to-one match gift that is used to incentivize other sponsor donations. This past year, a combined total of nearly 1,000 people attended our Kislak forums and the sponsored conference session, including more than 160 of our 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 our students.

The Kislak Family Foundation, Inc., is a private philanthropic foundation established in 1993 by Jay and Joan Kislak to support education, arts and humanities, and other worthwhile charitable endeavors in the United States and abroad. Based in Miami Lakes, Fla., the fund provides donations to a wide range of nonprofit organizations and projects.

The Kislak Forums – Miami, Fla. and Orlando, Fla. – 2016 Student Participants:

- Katie Byers
- Alexandra Caplan
- Hanso Decembre
- Julian Factor
- Berardo Garcia
- Hannah Garcia
- Dante Gentile
- Christian Griffith
- Tyler Heeter
- Christopher Kelly
- Jake Kingsford
- Christopher Klinect
- Michelle Langborogh
- Casey Mancuso
- Jason McCormick
- Stanton Murray
- Laszlo Orosz
- Ricky Ostrofsky
- Joshua Rainey
- Jeffrey Thomas
- Austin Tomoser
- Nick Vinson
- Michael Walsh
- Alex Werner
- Craig Wiggins
- Cameron Wilson
- Shannon Wilson
- James Yacavone

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. Richer
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: Marshall Cohn
2015–2016: Brett Lindquist
2016–2017: To be announced

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
1999: Mark Capodilupo
2000: Edward Aguirre
2001: LeeAnn Sheldon
2002: Dion Warren
2003: Maria Sanson
2004: Erin Estallion
2005: Asher Gunter
2006: Patrick Joseph Greive
2007: Kevin Dover
2008: Jonathan Dickson
2009: Ahtoon Bhig
2010: Natalie Champion
2011: Blake Miller
2012: William Bumgardner
2013: Rebecca Bumgarner
2014: Evan Braming
2015: Joe Cuffel
2016: To be announced
2017: Joseph Kelley
2018: Paul Formella
2019: Samuel McCarter
2020: Kristie Milam
2021: Harvey Gonzalez
2022: Nick Vinson
2023: Joe Cuffel
2024: J.B. Boyard
2025: Mary Kate Michalak
2026: To be announced
2027: Andrea Torrico
Generous gifts from the Kislak Family Foundation, Inc. have enabled the FSU Real Estate Center to organize and host its Kislak Forums in South and Central Florida, as well as a featured session at our Trends conference in Tallahassee. The Kislak gift has served as a one-to-one match gift that is used to incentivize other sponsor donations. This past year, a combined total of nearly 1,000 people attended our Kislak forums and the sponsored conference session, including more than 160 of our students.

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, Fla., the fund provides donations to a wide range of nonprofit organizations and projects.

**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. Richay
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 Beshhears
2013–2014: Gregory Michaud
2014–2015: Marshall Cohn
2015–2016: Brett Lindquist
2016–2017: To be announced

**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. DePaulla
1997: Julie Holt
1998: Erin Rouse
1999: Mark Capodilupo
2000: Edward Aguilar
2001: LeeAnn Sheldon
2002: Dion Warren
2003: Maria Sanson
2004: Erin Elstadion
2005: Ashley Guntier
2006: Patrick Joseph Greive
2007: Keven Dover
2008: Jonathan Dickson

2009: Adrich Bligh
2010: Natalie Champion
2011: Blake Miller
2012: William Bumgarner
2013: Rebecca Bumgarner
2014: Eva Branning
2015: JB Bowyers
2016: To be announced

**BOB AND DARBY HOLD STUDENT LEADERSHIP PROGRAM**

A generous gift to the FSU Real Estate Center from Bob and Darby Hold has allowed our students to attend national events that enrich their educational experience, while showcasing the college’s brightest young men and women to industry leaders. In 2015, the Bob and Darby Hold Student Leadership Program provided the means for students to attend four major annual real estate industry events. The four annual events included: The ULI Fall Meeting, San Francisco, Calif.; The ULI Florida Summit, Ponte Vedra, Fla.; ICSC RECON, Las Vegas, Nev.; and ICSC Florida, Orlando, Fla. The gift reflects the university’s commitment to extend the classroom beyond the boundaries of campus. Students who attend these events have come away with contacts, lessons on how the industry works, invaluable advice from professionals, internships and jobs.

Hold Thyssen, Inc. and Hold Realty are commercial property firms specializing in the management and brokerage of investment properties on behalf of foreign investors and institutions. The Hold Thyssen companies have been managing commercial, office, and multi-family investment properties for the past 40 years. Its current portfolio consists of more than 100 commercial properties located throughout the United States.

**THE FSU REAL ESTATE CENTER’S 22nd REAL ESTATE TRENDS CONFERENCE**

**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. Richay
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 Beshhears
2013–2014: Gregory Michaud
2014–2015: Marshall Cohn
2015–2016: Brett Lindquist
2016–2017: To be announced

**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. DePaulla
1997: Julie Holt
1998: Erin Rouse
1999: Mark Capodilupo
2000: Edward Aguilar
2001: LeeAnn Sheldon
2002: Dion Warren
2003: Maria Sanson
2004: Erin Elstadion
2005: Ashley Guntier
2006: Patrick Joseph Greive
2007: Keven Dover
2008: Jonathan Dickson

2009: Adrich Bligh
2010: Natalie Champion
2011: Blake Miller
2012: William Bumgarner
2013: Rebecca Bumgarner
2014: Eva Branning
2015: JB Bowyers
2016: To be announced

**BOB AND DARBY HOLD STUDENT LEADERSHIP PROGRAM**

A generous gift to the FSU Real Estate Center from Bob and Darby Hold has allowed our students to attend national events that enrich their educational experience, while showcasing the college’s brightest young men and women to industry leaders. In 2015, the Bob and Darby Hold Student Leadership Program provided the means for students to attend four major annual real estate industry events. The four annual events included: The ULI Fall Meeting, San Francisco, Calif.; The ULI Florida Summit, Ponte Vedra, Fla.; ICSC RECON, Las Vegas, Nev.; and ICSC Florida, Orlando, Fla. The gift reflects the university’s commitment to extend the classroom beyond the boundaries of campus. Students who attend these events have come away with contacts, lessons on how the industry works, invaluable advice from professionals, internships and jobs.

Hold Thyssen, Inc. and Hold Realty are commercial property firms specializing in the management and brokerage of investment properties on behalf of foreign investors and institutions. The Hold Thyssen companies have been managing commercial, office, and multi-family investment properties for the past 40 years. Its current portfolio consists of more than 100 commercial properties located throughout the United States.

**The Bob and Darby Hold Student Leadership Program – 2016 Student Participants:**

- Juan Acuna
- Tyler Brunache
- Katlin Byers
- Adam Cohen
- Hanso Decembre
- Hunter DeWitt
- Jillian Dumerve
- Daniel Duque
- Charles Evers
- Oliva Faria
- Joshua Fern
- Justin Fletcher
- Alexander Grynneze
- Sixto Guerrero
- David Huey
- Thomas Howard
- Ivey Kelly
- Christopher Klinect
- Cassey Mancuso
- Jason McCormick
- Mary Kate Michalak
- Matthew Miller
- Brian Mullen
- Michael Riley
- Ricki Ostrofsky
- Andrew Sperling
- Anthony Suarez
- Nick Vinson
- James Walls
- Alex Werner
- Craig Wiggins

**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. Richay
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 Beshhears
2013–2014: Gregory Michaud
2014–2015: Marshall Cohn
2015–2016: Brett Lindquist
2016–2017: To be announced
THE FSU REAL ESTATE CENTER’S 22ND REAL ESTATE TRENDS CONFERENCE

1995-2016 SPEAKERS

1995  John R. Lewis, President & CEO, SuperLube, Inc. and former Professor of Real Estate, FSU
1996  Jeb Bush, President & COO, Codina Group, Inc.
1997  Dave Hart, Jr., Director of Intercollegiate Athletics, Florida State University
1998  John P. McCann, Chairman of Board/President/CEO, United Dominion Realty Trust
1999  Steve Robinson, Men’s Head Basketball Coach, Florida State University
       Sue Semrau, Women’s Head Basketball Coach, Florida State University
2000  Peter S. Rummell, Chairman & CEO, St. Joe Company
       James M. Seneff, Jr., Chairman & CEO, CNL Group, Inc.
2001  Daniel M. DuPree, President & COO, Cousins Properties Incorporated
       Peter Korpacz, PricewaterhouseCoopers
       Michael J. Swerdlow, Chairman & CEO, Swerdlow Real Estate Group, Inc.
2003  The Honorable John M. McKay, Senator and Florida Senate President
       Francis J. Nardozza, Managing Director, KPMG Consulting
2004  Frank Deford, Sr., Writer, Sports Illustrated & Commentator, ESPN
       Bruce Rendina, Chairman & CEO, The Rendina Companies
2005  Daniel M. DuPree, President & COO, Cousins Properties Incorporated
       Peter Korpacz, PricewaterhouseCoopers
2006  John R. Lewis, President & CEO, SuperLube, Inc. and former Professor of Real Estate, FSU
       Jeb Bush, President & COO, Codina Group, Inc.
2007  Dave Hart, Jr., Director of Intercollegiate Athletics, Florida State University
       John P. McCann, Chairman of Board/President/CEO, United Dominion Realty Trust
2008  Steve Robinson, Men’s Head Basketball Coach, Florida State University
       Sue Semrau, Women’s Head Basketball Coach, Florida State University
2009  Peter S. Rummell, Chairman & CEO, St. Joe Company
       James M. Seneff, Jr., Chairman & CEO, CNL Group, Inc.
2010  Daniel M. DuPree, President & COO, Cousins Properties Incorporated
       Peter Korpacz, PricewaterhouseCoopers
       Michael J. Swerdlow, Chairman & CEO, Swerdlow Real Estate Group, Inc.
2012  The Honorable John M. McKay, Senator and Florida Senate President
       Francis J. Nardozza, Managing Director, KPMG Consulting
2013  Frank Deford, Sr., Writer, Sports Illustrated & Commentator, ESPN
       Bruce Rendina, Chairman & CEO, The Rendina Companies
2014  John R. Lewis, President & CEO, SuperLube, Inc. and former Professor of Real Estate, FSU
       Jeb Bush, President & COO, Codina Group, Inc.
2015  Dave Hart, Jr., Director of Intercollegiate Athletics, Florida State University
       John P. McCann, Chairman of Board/President/CEO, United Dominion Realty Trust
2016  Steve Forbes, Chairman and Editor-in-Chief, Forbes Media
THE FSU REAL ESTATE CENTER’S 22ND REAL ESTATE TRENDS CONFERENCE

1995-2016 SPEAKERS

1995
John R. Lewis, President & CEO, SuperLube, Inc. and former Professor of Real Estate, FSU

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

2000
Henny Fishkind, Fishkind & Associates, Inc.

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.

Peter Rummell, Chairman & CEO, The St. Joe Company

2007
Joe Scarborough, Former Congressman and Host of MSNBC’s Morning Joe

The Honorable Alex Sink, CFO, State of Florida

2008
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 Sitterna, Managing Director, Banc of America Securities

2009
Bob Sasser, President & Chief Executive Officer, Dollar Tree, Inc.

Don Shula, Pro Football Hall of Fame Coach

2010
Mel Martinez, Chairman of Florida, Mexico, Central America and the Caribbean at JP Morgan 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, Holiday Fenoglio Fowler, L.P.

2011
Tucker Carlson, Veteran journalist, political commentator, Fox News; editor-in-chief, TheDaily Caller.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 Rostowski, Senior Managing Director, Southeastern/Midwest U.S., NXT Capital

Thomas Sitterna, 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

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

2013
Ash Williams, Executive Director & CIO, Florida State Board of Administration

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 of 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, Conrad 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

2015
Steve Forbes, Chairman and Editor-in-Chief, Forbes Media

Raymond Kelly, Former Commissioner of the NYPD, Current President, Risk Management Services, Cushman & Wakefield

Stephen Renna, President and Chief Executive Officer, CRE Finance Council

2016
Rodger Baker, Vice President, Strategic Analysis, Stratfor

Deirdre Bolton, Anchor, Fox Business Network

Richard Hill, Head of U.S. REIT Equity and Commercial Real Estate Debt Research, Morgan Stanley

Danny Kanell, College Football Analyst, ESPN Networks

Barry Sternlicht, Chairman & CEO, Starwood Capital Group

Mark Zandi, Chief Economist, Moody’s Analytics

The FSU Real Estate Center’s 22nd Real Estate Trends Conference | October 13 & 14, 2016 | Florida State University, Tallahassee, Florida – 15
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

Core curriculum
The MBA program consists of 39 credit hours. Current core curriculum includes the following 27 credit hours:

- ACCT 5206 — Financial Reporting and Managerial Control (3 hrs)
- BUL 5810 — The Legal and Ethical Environment of Business (3 hrs)
- FIN 5425 — Problems in Financial Management (3 hrs)
- ISM 5021 — Information and Technology Management (3 hrs)
- MAR 5125 — Marketing Strategy in the Global Environment (3 hrs)
- MAN 5245 — Organizational Behavior (3 hrs)
- MAN 5501 — Operations Management (3 hrs)
- MAN 5716 — Business Conditions Analysis (3 hrs)
- MGT 5121 — Strategy and Business Policy (2 hrs)

Real estate specialization
Students may customize their MBA with 9 hours of real estate elective courses:

- RREE 5105 — Real Estate Valuation (3 hrs)
- RREE 5205 — Real Estate Finance (3 hrs)
- RREE 5305 — Real Estate Investment (2 hrs)

Students then choose one additional course from the regular MBA elective options listed below:

- FIN 5107 — Investment Management and Analysis (3 hrs)
- MAR 5409 — Business to Business Marketing (3 hrs)
- MAR 5465 — Purchasing and Supply Chain Management (3 hrs)
- MGT 5217 — Fundamentals of Risk and Insurance (3 hrs)
- MAR 5957 — Global Business Seminar (3 hrs) (includes trip abroad; extra fees apply)

Prerequisites
Designed for professionals with extensive work experience, the Florida State MBA does not require prerequisite coursework. However, it is helpful to have a general knowledge of accounting, economics, finance and statistics when beginning the program. Please note: program requirements are subject to change.

Cost of a Florida State MBA
Students pay the same price, plus applicable fees, for courses regardless of location. For a complete list or estimated costs, see mba.fsu.edu

International Acclaim. Individual Attention.

Florida State University’s online Master of Business Administration (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 College of Business is home to the FSU Real Estate Center, which fosters interaction through a complement of activities including its annual Real Estate Trends Conference, the Evan D. Jennings Executive Speaker Series, Kisslak 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

Admission guidelines
Admission to the Master of Business Administration program is highly competitive. The decision is based on a portfolio of qualifications, including prior academic performance, work experience, entrance exam scores (such as the GRE or GMAT) and letters of recommendation. The entrance exam is a university requirement that may be waived if an applicant meets certain criteria. For exact criteria and instructions on requesting waivers, see business.fsu.edu/waive

Application process checklist
I. The following items should be submitted through the Florida State Graduate Application portal, available exclusively online at https://admissions.fsu.edu/gradapp:

- Applicant Statement (obtain form at mba.fsu.edu)
- Current resume/C.V., clearly indicating work experience including dates and positions held, noting full-time or part-time employment. Management, business and leadership experience should also be clearly detailed.
- Two (2) letters of recommendation from employers or former college professors who speak specifically to the applicant’s ability to successfully complete the MBA program (submitted by the recommenders in the online application).
- Nonrefundable application fee of $30.00 (see University Application or go to http://fsu.edu)

II. The following items should be sent to the Admissions Offices, PO Box 3062400, 282 Champions Way, Florida State University, Tallahassee, FL 32306-2400:

- One (1) official transcript from all colleges and universities attended
- Florida Resident Affidavit (if applicable, see University Application or go to http://admissions.fsu.edu/images/pdf/residency.pdf)
- Ultimate TOEFL/IELTS score(s) and, if applicable, TOEFL/IELTS code(s) (The TOEFL/IELTS score is a university requirement for international applicants; therefore, it cannot be waived). The code to send TOEFL scores to Florida State is PBNK667, and the code to send GRE or TOEFL scores is 59621.

Note to international applicants: For more information concerning financial responsibilities, degree equivalency, etc., please visit http://admissions.fsu.edu/international/admissions/graduate.cfm
Recently ranked No. 11 among the nation’s universities — No. 6 among public schools — by *U.S. News & World Report*, the Real Estate Program at Florida State prepares MBA graduates for careers in real estate finance and analysis.

**Pursue an MBA Online with a Specialization in Real Estate**

Florida State University’s online Master of Business Administration (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 College of Business is home to the FSU Real Estate Center, 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 seminars and other forums in which executives and scholars can exchange ideas and share insights.

**Creat curriculum**

The MBA program consists of 39 credit hours. Current core curriculum includes the following 27 credit hours:

- ALB 5028: Financial Reporting and Managerial Control (3 hrs)
- BLJ 5810: The Legal and Ethical Environment of Business (3 hrs)
- FIN 5425: Problems in Financial Management (3 hrs)
- ISM 5021: Information and Technology Management (3 hrs)
- MAR 5125: Marketing Strategy in the Global Environment (3 hrs)
- MAN 5245: Organizational Behavior (3 hrs)
- MAN 5501: Operations Management (3 hrs)
- MAN 5716: Business Conditions Analysis (3 hrs)
- MAN 5721: Strategy and Business Policy (3 hrs)

**Real estate specialization**

Students may customize their MBA with 9 hours of real estate elective courses:

- REE 5105: Real Estate Valuation (3 hrs)
- REE 5205: Real Estate Finance (3 hrs)
- RIE 5202: Real Estate Investment (2 hrs)

Students then choose one additional course from the regular MBA elective options listed below:

- FIN 5010: Investment Management and Analysis (3 hrs)
- MAR 5409: Business to Business Marketing (3 hrs)
- MAR 5465: Purchasing and Supply Chain Management (3 hrs)
- MAR 5477: Fundamentals of Risk and Insurance (3 hrs)
- MAR 5957: Global Business Seminar (3 hrs) (Includes trip abroad; extra fees apply)

**Prerequisites**

Designed for professionals with extensive work experience, the Florida State MBA does not require prerequisite coursework. However, it is helpful to have a general knowledge of accounting, economics, finance and statistics when beginning the program. Please note: program requirements are subject to change.

**Cost of a Florida State MBA**

Students pay the same price, plus applicable fees, for courses regardless of location. For a complete list of estimated costs, visit mba.fsu.edu

**Admission guidelines**

Admission to the Master of Business Administration program is highly competitive. The decision is based on a portfolio of qualifications, including prior academic performance, work experience, entrance exam scores (such as the TOEFL or IELTS) and letters of recommendation. The entrance exam is a university requirement that may be waived if an applicant meets certain criteria. For exact criteria and instructions on requesting waivers, visit mba.fsu.edu/waive

**Application process checklist**

I. The following items should be submitted through the Florida State Graduate Application portal, available exclusively online at https://admissions.fsu.edu/gradapp:

- Applicant Statement (obtain form at mba.fsu.edu)
- Current resume/C.V., clearly indicating work experience including dates and positions held, noting full-time or part-time employment. Management, business and leadership experience should also be clearly detailed.
- Two (2) letters of recommendation from employers or former college professors that speak specifically to the applicant’s ability to successfully complete the MBA program (submitted by the recommenders in the online application).
- Nonrefundable application fee of $30.00 (see University Application or go to http://fees.fsu.edu)

II. The following items should be sent to the Admissions Offices, PO Box 3002400, 282 Champions Way, Florida State University, Tallahassee, FL 32310-2400:

- One (1) official transcript from all colleges and universities attended
- Florida Resident Affidavit (if applicable; see University Application or http://admissions.fsu.edu/images/pdf/requirements.pdf)

- TOEFL/IELTS score(s) (The TOEFL/IELTS score is a university requirement for international applicants; therefore, it cannot be waived). The code to send TOEFL/IELTS scores to Florida State is PNNK567, and the code to send GRE or TOEFL scores is 5219.

Note to international applicants: for more information concerning financial responsibilities, degree equivalencies, etc., please visit http://admissions.fsu.edu/international/admissions/graduate.cfm

---

“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

---

**International Acclaim. Individual Attention.™**

---

**mba.fsu.edu**
The FSU Real Estate Program is ranked 6th in the nation among public institutions; 15th 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, 2017 edition.


C.F. Simans, Francis J. Nardozza Scholar, Distinguished Research Fellow and Eminent Scholar Emeritus, ranked No. 1, and G. Stacy Simans, the J. Harold and Barbara M. Chastain Eminent Scholar in 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.

Program Partners

Donna Abood
Beth Azor
Kenneth G. Bacheller
Mark C. Bane
Bobby Byrd
J. Harold and Barbara M. Chastain
Marshall Cobb
John Crossman/Crossman & Company
Scott Darling

Florida State Real Estate Network, Inc.
Mark Hills & Nan Casper Hills
Evon D. Jennings
The Kislak Family Foundation, Inc.
Brett C. Lindquist
George Livingston
Shawn McIntyre/North American Properties
Greg Michaud
Francis J. Nardozza

Major Gifts to Endow the Real Estate Program

Donna Abood Endowed Leadership Fund
Kenneth G. Bacheller Professorship in Real Estate
Mark C. Bane, Sr. Professorship in Business Administration
Bartlemy Family Endowment for Excellence in Real Estate
Leonard Caplin Endowment for Excellence in Real Estate
J. Harold and Barbara M. Chastain Eminent Scholar Chair in Real Estate
Bryan and Karen Cohen Family Endowment for Excellence in Real Estate
Crossman & Company Endowed Scholarship Fund for Real Estate
Scott & Marion Darlington Endowment for Excellence in Real Estate
Barry A. Diskin Endowed Fund for Excellence in Real Estate Valuation
Mark Hills & Nan Casper Hills Endowed Scholarship Fund for Real Estate

Program Rankings & Recognitions

MAJOR GIFTS TO ENDDOW THE REAL ESTATE PROGRAM

■ Billy Teel, Clara J. Milligan Teel, and Ann Teel Hatcher Endowed Scholarship Fund
■ Francis J. Nardozza Endowed Scholars’ Fund
■ Lindquist Endowed Real Estate Scholarship Fund
■ Evan D. Jennings Executive Speaker Series in Real Estate
■ Mark C. Bane, Sr. Professorship in Business Administration
■ Kenneth G. Bacheller Professorship in Real Estate
■ Donna Abood Endowed Leadership Fund

Major Gifts to Endow the Real Estate Program

■ J. Harold and Barbara M. Chastain
■ Bobby Byrd
■ Donna Abood

PROGRAM RANKINGS & RECOGNITIONS

■ C.F. Sirmans, Francis J. Nardozza Scholar, Distinguished Research Fellow and Eminent Scholar Emeritus, ranked No. 1, and G. Stacy Sirmans, the J. Harold and Barbara M. Chastain Eminent Scholar in Real Estate, ranked No. 20, in research published in the three core real estate journals.

■  C.F. Sirmans, Francis J. Nardozza Scholar, Distinguished Research Fellow and Eminent Scholar Emeritus, ranked No. 1, and G. Stacy Sirmans, the J. Harold and Barbara M. Chastain Eminent Scholar in Real Estate, ranked No. 20, in research published in the three core real estate journals.

■ Florida State Real Estate Network, Inc.
■ Mark Hills & Nan Casper Hills
■ Evon D. Jennings
■ The Kislak Family Foundation, Inc.
■ Brett C. Lindquist
■ George Livingston
■ Shawn McIntyre/North American Properties
■ Greg Michaud
■ Francis J. Nardozza

The Florida State University Foundation recognizes gifts to FSU academic programs through additional donor recognition societies based on level and 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.

Larry Baum, Managing Partner: STELLAR HOMES GROUP INC., Ft. Lauderdale, FL
Peter Burstein, Senior Vice President: BELLWETHER ENTERPRISE REAL ESTATE CAPITAL, LLC, Pembroke P., FL
Stephen Braun, Senior Vice President: THE KISLAK ORGANIZATION, Miami Lakes, FL
Carlos Bruno, Director: FSR - Real Estate Practice and PwC, Tampa, FL
Brandon Buck, Real Estate Capital Markets: WELLS FARGO BANK, N.A., Charlotte, NC
Chris Campbell, Director: EASTDIL SECURED LLC, Charlotte, NC
Brian DePottor, Senior Manager: Prophecy Tax: FIRSTPOINT ADVISORS, LLC, Coral Springs, FL
Eric Eitzheim, Assistant Vice President: Capital Markets: WALKER & DUNLAP, Weston, FL
Eve Elman, President: Development and Investments: FOUNDRY COMMERCIAL, Boca Raton, FL
Lauren Hanley, Vice President: NORTHMARQ CAPITAL, LLC, Tampa, FL
Matthew Harrell, Managing Director: FRANKLIN STREET INSURANCE SERVICES, Tampa, FL
George Aue, CFO: 5 LOGISTIC PARKS, Phoenix, Ariz.
Donna Aboud, Principal: Managing Director - Miami AVIVON YOUNG, Coral Gables, FL
James Alderman, Chief Development Officer: KIMPTON HOTELS & RESTAURANTS, Rosseland, GA
Belinda Ann, President: AZO ADVISORY SERVICES, Inc., Doral, FL
Tom Bartelmo, President and CEO: THE KISLAK ORGANIZATION, Miami Lakes, FL
Daniel Bass, CFO: FORTUNE INVESTMENT GROUP LLC, New York, NY
David Bechmok, Principal: BESHEARS & ASSOCIATES, Tampa, FL
Rob Bass, President and CFO: BOIS DEVELOPMENT GROUP, Inc., Clearwater, FL
Reggie Bouthilier, Shareholder: STEANS WEAVER MILLER WEISSER ALHADEFF & SITTERSON, P.A., Tallahassee, FL
Edward Baro, President: GREENPOINTE HOLDINGS, LLC, Jacksonville, FL
Bill Butlin, President: REI - REAL ESTATE INSIGHTS, Tallahassee, FL
Jay Caplin, Managing Principal: STELBROCK CAPITAL, LLC, Miami, FL
Michael Cheezem, Managing Principal: CENTENNIAL MANAGEMENT CORP., Ft. Lauderdale, FL
Kevin Collins, Managing Principal: EASTDIL SECURED LLC, Irvine, CA
Michael De Zarraga, President: AMERICAN REALTY ADVISORS, Glendale, CA
Manuel de Zarraga, President and Executive Managing Partner: STELLAR HOMES GROUP, INC., Ft. Lauderdale, FL
Scott Darling, President: INVESCO MORTGAGE CAPITAL INC., Louisville, KY
Kevin Colvin, Managing Director: REDSTONE COMMERCIAL, Tampa, FL
Charles Johnson, President: HOOPER CONSTRUCTION, INC., Ft. Lauderdale, FL
Byron Holmes, CEO and President: HOLD THYSSEN, INC., Winter Park, FL
Robert Hold, President: REH CAPITAL PARTNERS, LLC, Ft. Lauderdale, FL
Mark Hills, (Retired): SOUTHWEST GEORGIA OIL CO., INC., Bainbridge, GA
Lawrence “Chip” Hartung, President: COLDWELL BANKER HARTUNG & HOBIN, INC., Tallahassee, FL
Robert Henderman, Managing Director: NORTHMARQ CAPITAL, LLC, Tampa, FL
Mark Hillis, (Retired): WALKER & DUNLOP, Tampa, FL
Steven Lemi, Chairman: GREENPOINTE HOLDINGS, LLC, Jacksonville, FL
William Lloyd, President: VOYA INVESTMENT MANAGEMENT, Atlanta, GA
E. Edward Murray, Jr., President/Broker: BERKOWITZ DEVELOPMENT GROUP, INC., Winter Park, FL
Kyle D. Rivera, CEO and President: AIG: LAND & COMMERCIAL INVESTMENTS, INC., Winter Park, FL
James Rednich, Owner: REDSTONE COMMERCIAL, Tampa, FL
Cyrus Sharp, CEO: PARTNER, LLC, Tallahassee, FL
James Shindell, Partner: BILZEN SUMBERG, Miami, FL
David Singer, CEO: BERKOWITZ DEVELOPMENT GROUP, INC., Coconut Grove, FL
Randall Smith, CEO and Co-Founder: STR, INC., Richardson, TX
Heather Turner, Managing Director: DINAPOLI CAPITAL PARTNERS, EI Seguido, CA
Ashley ‘Aki’ Williams, Jr., Executive Director and COO: FLORIDA STATE BOARD OF ADMINISTRATION, Tallahassee, FL

The Executive Board advises and assists the Center in its work to support student success and opportunity; to advance the program's academic mission, research, and service; to enhance the program’s resources; and to raise the program’s national standing.

The FSU Real Estate Center's 22nd Real Estate Trends Conference | October 13 & 14, 2016 | Florida State University, Tallahassee, Florida

THE EXECUTIVE BOARD, FSU REAL ESTATE CENTER
The FSU Real Estate Program is ranked 6th in the nation among public institutions, 11th 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, 2017 edition.


C.F. Simans, Francis J. Nardozza Scholar, Distinguished Research Fellow and Eminent Scholar Emeritus, ranked No. 1, and G. Stacy Simans, the J. Harold and Barbara M. Chastain Eminent Scholar in 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.

Program Partners

- Donna Abood
- Beth Azor
- Kenneth G. Bacheller
- Mark C. Bane
- Bobby Byrd
- J. Harold and Barbara M. Chastain
- Marshall Cohn
- John Crossman/Crossman & Company
- Scott Darling

Major Gifts to Endow the Real Program

- Donna Abood Endowed Leadership Fund
- Kenneth G. Bacheller Professorship in Real Estate
- Mark C. Bane, Sr. Professorship in Business Administration
- Bartelmo Family Endowment for Excellence in Real Estate
- Leonard Caplin Endowment for Excellence in Real Estate
- J. Harold and Barbara M. Chastain Eminent Scholar Chair in Real Estate
- Bryan and Karen Cohen Family Endowment for Excellence in Real Estate
- Crossman/Crossman & Company Endowed Scholarship Fund for Real Estate
- Scott & Marion Darling Endowment for Excellence in Real Estate
- Barry A. Diskin Endowed Fund for Excellence in Real Estate Valuation
- Mark Hills & Nan Casper Hills Endowed Scholarship Fund for Real Estate
- Florida State Real Estate Network, Inc.
- Mark Hills & Nan Casper Hills
- Evan D. Jennings
- The Kislak Family Foundation, Inc.
- Brett C. Lindquist
- George Livingston
- Shawn McIntyre/North American Properties
- Greg Michaud
- Francis J. Nardozza

Program TRENDS CONFERENCE

- The FSU Real Estate Program is the center of its work in student success and opportunity; to advance the program's academic mission, research, and service; to enhance the program's resources; and to raise the program's national standing.

THE EXECUTIVE BOARD, FSU Real Estate Center

The Executive Board advises and assists the Center in its work to support student success and opportunity; to advance the program's academic mission, research, and service; to enhance the program's resources; and to raise the program's national standing.

REAL ESTATE TRENDS CONFERENCE

THE EXECUTIVE COMMITTEE

Larry Baum, Managing Partner STELLAR HOMES GROUP, INC., Ft. Lauderdale, FL
Peter Butterwitz, Senior Vice President BELLWETHER ENTERPRISE REAL ESTATE CAPITAL, LLC, Pittsburgh, PA
Stephen Braun, Senior Vice President THE KISLAK GROUP, Miami Lakes, FL
Carlos Bruno, Director, FSR - Real Estate Practice PC, Tampa, FL
Bruno F. Burke, Real Estate Capital Markets WELLS FARGO BANK, N.A., Charlotte, NC
Chris Campbell, Director EASTSOL SECURED LLC, Charlotte, NC
Brian DePotter, Senior Manager, Property Tax FIRSTPOINTE ADVISORS, LLC, Coral Springs, FL
Erin Eitzman, Assistant Vice President, Capital Markets WALKER & DUNLAP, Weston, FL
Pryce Elam, President, Development and Investments FOUNDATION COMMERCIAL, Boca Raton, FL
Lauren Hanley, Vice President NORTHMARQ CAPITAL, LLC, Tampa, FL
Matthew Harrwell, Managing Director FRANKLIN STREET INVESTMENT SERVICES Tampa, FL

George Aune, CFO PY LOGISTIC PARKS, Phoenix, Arizona
Donna Aboud, President, Managing Director - Miami AVIVIION YOUNG, Coral Gables, FL
James Alderman, Chief Development Officer KIMPTON HOTELS & RESTAURANTS, Rosslyn, VA
Brett Bencase, President AZOR ADVISORY SERVICES, Irvine, CA
John Berman, President and CEO THE KISLAK ORGANIZATION, Miami Lakes, FL
Daniel Boso, CFO FORTRESS INVESTMENT GROUP LLC, New York, NY
David Buschman, President BESEARS & ASSOCIATES, Tampa, FL
Bob Boss, President and CFO BOOS DEVELOPMENT GROUP, INC., Clearwater, FL
Reggie Boulouch, Shareholder STEAKS WEATHER MELPER WEISSER ALHAEFF & SITTERSON, P.A., Tallahassee, FL
Edward Bucar, President & CEO GREENPOINTE HOLDINGS, LLC, Jacksonville, FL
Will Butlin, President REI - REAL ESTATE INSYSV, Tallahassee, FL
Jay Caplin, Managing Principal STEELBRODIE CAPITAL, LLC, Miami, FL
Michael Cheezen, CEO JMC COMMUNITIES, St. Petersburg, FL
Kevin Collum, Managing Director, Head of Commerical Mortgage Credit (Conference Chair) INVESTMENT MORTGAGE CAPITAL LLC, Louisville, KY
JohnCrossman, Managing Director CROSSMAN & COMPANY, Orlando, FL
Scott Darling, President and Executive Managing Director Portfolio Management American Realty Advisors, Glendale, CA
Manuel de Zárraga, Executive Managing Director HFF, Miami, FL

Livingston Hessam, Vice President - Capital Markets WALKER & DUNLAP, Tampa, FL
Hunter Jones, President WHEELOCK STREET CAPITAL, Greenwich, CT
Karen Joiner-Smith, Director of Retail Management CITY OF TALLAHASSEE, Tallahassee, FL
Jeffery Kinney, Senior Managing Director BERKSHIRE COMMERCIAL MORTGAGE, LLC Jacksonville, FL
Christopher Marion, Portfolio Manager - Real Estate Acquisitions FLORIDA STATE BOARD OF ADMINISTRATION Tallahassee, FL
Jonathan Matus, Senior Business Development Manager - North American Real Estate ABERDEEN ASSET MANAGEMENT, Inc.
New York, NY
Aileen Messinger, Vice President, Retail Brokerage KAZ & ASSOCIATES, Miami Beach, FL
Mark Metzger, Division President - Central Florida LENNAR, Tampa, FL
Austin Newsom, Head of Capital Markets STARWOOD CAPITAL GROUP, Greenwich, CT

Martin Engelsmann, President FRANKLIN STREET VALUATION ADVISORY, Tampa, FL
Rocco Ferraro, CFO STILES, Ft. Lauderdale, FL
Ivy Z. Greeman, Regional Vice President FIVEPOINT, San Francisco, CA
Michael Harrwell, President SOUTHWEST GEORGIA OIL, CO., INC., Bainbridge, GA
Lawrence “Chip” Hartung, President COLDWELL BANKER HARTUNG & HOBINIC, Tallahassee, FL
Robert Henderson, Managing Director NORTHMARQ CAPITAL, LLC, Tampa, FL
Mark Hills, (Retired) SUNTRUST BANK ATLANA, Tallahassee, FL
Robert Holz, President HOLD THYSSEN, INC., Winter Park, FL
Byron Holmes, Consultant SORRENSON, Ft. Lauderdale, FL
Alan Howser, Founder and President HOOPER CONSTRUCTION, INC., Ft. Lauderdale, FL
Greg Ickes, Manager - North American Real Estate EASTDIL SECURED LLC, Irvine, CA
Carl Rieger, Jr., Managing Director FOUNDRY COMMERCIAL, Orlando, FL
Elizabeth Roque-Swezy, Managing Director CLARION PARTNERS LLC, Atlanta, GA

Edward Murray, Jr., President/Broker NAT TALCOUR, Tallahassee, FL
Frances Ordal, Managing Director, CEO REH CAPITAL PARTNERS, LLC, Ft. Lauderdale, FL
Lauri Nelson, President/Secretary SHUT’S & BOWLP, Tallahassee, FL
Rory Neary, Senior Managing Director CIVIC INC, Atlanta, GA
Michael Pou, President HABERSHAM CAPITAL ADVISORS, Atlanta, GA
Larry Riches, Senior Managing Director - Florida Market Leader CUSHMAN & WAKEFIELD, Tampa, FL
Carl Rings, Managing Director ESTAHL SECURED LLC, Irvine, CA
Kyle D. Riva, CEO and President ALCOA, Downtown, FL
James Roesch, President/CEO MORTGAGE INVESTMENTS INTERNATIONAL, Inc., Winter Park, FL
James Rudnick, Owner REDSTONE COMMERCIAL, Tallahassee, FL
Cyrus Sharp, CEO C. H. SHARP ENTERPRISES, LLC, Atlanta, GA
James Shindell, Partner BILZEN SUMBERG, Miami, FL
David Singer, CEO BERKOWITZ DEVELOPMENT GROUP, Inc. Coconut Grove, FL
Randall Smith, CEO and Co-Founder STR, INC., Brandon, FL
Heather Turner, Managing Director EBROSS CAPITAL ADVISORS, LLC, Boca Raton, FL

Michael Pacca, Senior Director LEADING FELLOW INVESTMENT MANAGEMENT COMPANY, Boston, MA
Christopher Rebis, Senior Financial Analyst CHASER PARTNERS, LLC, Atlanta, GA
Elisabeth Roqua-Swezy CENTENNIAL MANAGEMENT CORP. Miami Lakes, FL
Marc Shuster, Attorney/Partner BERGER WATTS MANLLP, Miami, FL
Russell Smith, Vice President Land Development LEAGUE PARTNERS, LLC, Ft. Myers, FL
Stefanie Stewart, Vice President - Real Estate Finance VOYA INVESTMENT MANAGEMENT, Atlanta, GA
Levin Soony, President CENTENNIAL MANAGEMENT CORP. Miami Lakes, FL
Katie Trout, Vice President of Brokerage Services FOUNDRY COMMERCIAL, Tampa, FL
Daniel Waggon, Principal STRUCTURED REAL ESTATE & PROPERTY MANAGEMENT, Tallahassee, FL
Trace Worrall, Senior Associate CROSSMAN & COMPANY, Orlando, FL

THE EXECUTIVE BOARD, FSU REAL ESTATE CENTER

The FSU Real Estate Center’s 21st Real Estate Trends Conference | October 13 & 14, 2016 | Florida State University, Tallahassee, Florida

THE EXECUTIVE BOARD, FSU REAL ESTATE CENTER

The FSU Real Estate Center’s 22nd Real Estate Trends Conference | October 13 & 14, 2016 | Florida State University, Tallahassee, Florida
## Thursday, October 13, 2016

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>1:00 – 1:30 PM</td>
<td>Networking Keys! (student-only forum)</td>
<td>3rd Floor Ballroom</td>
</tr>
<tr>
<td>1:45 – 3:15 PM</td>
<td>“If I Were 21” Student/Mentor Roundtable and Q&amp;A</td>
<td>3rd Floor Ballroom</td>
</tr>
<tr>
<td>3:30 – 5:30 PM</td>
<td>Seminole Real Estate Speed Connections</td>
<td>3rd Floor Ballroom</td>
</tr>
<tr>
<td>3:30 – 5:00 PM</td>
<td>Insider’s Tour of FSU Football Facilities (Legacy Leaders, Gold and Garnet Sponsors)</td>
<td>3rd Floor Ballroom</td>
</tr>
</tbody>
</table>

### Registration, Reception and Opening Program

5:00 – 7:30 PM

REGISTRATION, RECEPTION AND OPENING PROGRAM

- Danny Kanell, ESPN Networks

7:30 – 10:00 PM

Cocktail and Jazz Reception (non-student event)

## Friday, October 14, 2016

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30 AM</td>
<td>Registration Opens</td>
<td>1st Floor - Looby</td>
</tr>
<tr>
<td>7:30 – 8:15 AM</td>
<td>Continental Breakfast</td>
<td>2nd Floor - Atrium</td>
</tr>
<tr>
<td>8:15 – 8:30 AM</td>
<td>Opening Remarks and Announcements</td>
<td>2nd Floor - Auditorium</td>
</tr>
<tr>
<td>8:30 – 9:00 AM</td>
<td>Global Perspectives</td>
<td>2nd Floor - Auditorium</td>
</tr>
<tr>
<td>9:00 – 9:45 AM</td>
<td>Rapid Fire!</td>
<td>2nd Floor - Auditorium</td>
</tr>
<tr>
<td>10:00 – 11:00 AM</td>
<td>Strategies For Beyond Tomorrow</td>
<td>2nd Floor - Auditorium</td>
</tr>
<tr>
<td>11:15 AM – 12:15 PM</td>
<td>Hot Topics (concurrent sessions)</td>
<td>1st Floor - 103</td>
</tr>
<tr>
<td></td>
<td>Session A: Chasing Yield: Thinking Outside the Box in a Risk-Reward Environment</td>
<td>1st Floor - 103</td>
</tr>
<tr>
<td></td>
<td>Session B: Disruptive Trends and Real Estate Markets</td>
<td>2nd Floor - Auditorium</td>
</tr>
<tr>
<td></td>
<td>Session C: Redefining the American Dream?</td>
<td>1st Floor - 101</td>
</tr>
<tr>
<td></td>
<td>Session D: Capital Market Conditions</td>
<td>2nd Floor - 214</td>
</tr>
<tr>
<td>12:30 – 2:00 PM</td>
<td>Lunch with Featured Speaker</td>
<td>1st Floor - Dining Room and Room 114</td>
</tr>
<tr>
<td></td>
<td>Mark Zandi, Moody’s Analytics</td>
<td>Adams Street Commons</td>
</tr>
<tr>
<td>6:00 – 10:00 PM</td>
<td>“Downtown GetDown”</td>
<td>Adams Street Commons</td>
</tr>
</tbody>
</table>

## Saturday, October 15, 2016

<table>
<thead>
<tr>
<th>Time: TBA</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>FSU vs. Wake Forest Football Game (Homecoming)</td>
<td>Doak Campbell Stadium</td>
</tr>
</tbody>
</table>