

THE FSU REAL ESTATE CENTER'S

25TH REAL ESTATE
TRENDS CONFERENCE



FSU REAL ESTATE CENTER
COLLEGE OF BUSINESS

OCTOBER 24 & 25, 2019 | TALLAHASSEE, FLORIDA



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

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FEATURED SPEAKERS & PANELISTS



DAVID RUBENSTEIN

Co-Founder and Co-Executive Chairman
The Carlyle Group
Washington, District of Columbia

David M. Rubenstein is a co-founder and co-executive chairman of The Carlyle Group, one of the world's largest and most successful private investment firms. He is a 1970 graduate of Duke University and a 1973 graduate of the University of Chicago Law School. Rubenstein served as the deputy assistant to the president for Domestic Policy during the Carter Administration. He also practiced law in both New York City and D.C.

Rubenstein is chairman of the Boards of Trustees of the John F. Kennedy Center for the Performing Arts, the Smithsonian Institution and the Council on Foreign Relations; a fellow of the Harvard Corporation; a trustee of the National Gallery of Art, the University of Chicago,

Memorial Sloan-Kettering Cancer Center, Johns Hopkins Medicine, Lincoln Center for the Performing Arts, the Institute for Advanced Study, the Brookings Institution and the World Economic Forum; a member of the American Academy of Arts and Sciences; and president of the Economic Club of Washington.

He is an original signer of The Giving Pledge, and a recipient of the Carnegie Medal of Philanthropy, among other philanthropic awards. He is also the host of The David Rubenstein Show: Peer-to-Peer Conversations.

Rubenstein has been a leader in the area of patriotic philanthropy, having made transformative gifts for the restoration or repair of the Washington Monument, the Kennedy Center, the National Archives, the National Zoo, the Library of Congress and the African-American History and Culture Museum, among other historic sites. He has also provided to the U.S. government long-term loans of his rare copies of the Magna Carta, the Declaration of Independence, the U.S. Constitution, the Bill of Rights, the Emancipation Proclamation, the 13th Amendment and the first map of the U.S. (Abel Buell map), among other historical documents.



DAN QUAYLE

Chairman
Cerberus Global Investments, LLC
and former Vice President of the United States
New York, New York

Vice President Quayle is chairman of Cerberus Global Investments and a member of the Firm's senior leadership team. He joined Cerberus in 1999 and has served as the Global Investments chairman since 2001.

Quayle was the 44th vice president of the United States of America to President George H. W. Bush from 1989 through 1993. In 1976, he was elected to the U.S. House of Representatives and re-elected in 1978. In 1980, he was elected to the U.S. Senate and was the youngest Senator from Indiana. He was re-elected to the U.S. Senate in 1986.

Prior to joining Cerberus and after his vice presidency, he authored three books, including "Standing Firm: A Vice-Presidential Memoir," which was on The New York Times' Best Seller list for 15 weeks. He was a distinguished visiting professor at Arizona State University's Thunderbird School of Global Management for two years. He was also active for many years on the lecture circuit in the United States and internationally. He has served on numerous boards of directors for both private and public entities as well as charities.

Vice President Quayle graduated DePauw University and the Indiana University School of Law (Indianapolis). He is married to Marilyn Tucker with three children and eight grandchildren.

FEATURED SPEAKERS & PANELISTS



DONNA ABOOD

Principal and
Managing
Director of Miami
Avison Young

Coral Gables, Fla.



HOLLY BELL

Director of Cannabis
Florida Department
of Agriculture and
Consumer Services

Tallahassee, Fla.



REGGIE BOUTHILLIER

Shareholder
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MICHAEL BRUNO

Attorney
McDermott
Will & Emery LLP

Miami, Fla.



PETER COLLINS

Co-Founder and
Managing Principal
Forge Capital Partners

Tampa, Fla.



JOHN CROSSMAN

CEO
Crossman
& Company

Orlando, Fla.



KEVIN DARMODY

COO
Trulieve
Cannabis Corp.

Quincy, Fla.



LESLEY DEUTCH

Principal
John Burns Real
Estate Consulting

Boca Raton, Fla.



NICOLE "NIKKI" FRIED

Commissioner
Florida Department
of Agriculture and
Consumer Services

Tallahassee, Fla.



JOSH HARTMANN

CEO
NexMetro
Communities

Phoenix, Ariz.



MARY ELLEN KLAS

Capital
Bureau Chief
Miami Herald

Tallahassee, Fla.



WESLEY LEPATNER

Global COO,
Core+ and BREIT
Blackstone

New York, N.Y.



CHRIS MARINO

Portfolio Manager,
Real Estate
Acquisitions
Florida State Board
of Administration

Tallahassee, Fla.



JIM MCKEE

Partner
Foley
& Lardner LLP

Tallahassee, Fla.



BRUCE MCNEILAGE

CEO
and Co-Founder
Kinloch Partners, LLC

Kennesaw, Ga.

FEATURED SPEAKERS & PANELISTS



KEVIN MULHALL
Managing Principal and CIO
 Creek Lane Capital
 Chicago, Ill.



MARK ROSE
CEO
 Avison Young
Chairman
 Avison Young
 (Canada)
 Toronto, Ont.



BENJAMIN SCHALL
President and CEO
 Seritage Growth Properties
 New York, N.Y.



PAUL TANNER
Founder and Managing Director
 Las Olas Capital Advisors
 Fort Lauderdale, Fla.



CHUCK TAYLOR
Senior Vice President, Leasing
 Madison Marquette
 Fort Lauderdale, Fla.



MICHAEL TILLMAN
CEO
 PTM Partners
 Miami, Fla.



MAURY TOGNARELLI
CEO
 Heitman
 Chicago, Ill.



JAMES WHITCOMB
Executive Director of Corporate Development and M&A
 Surterra Holdings
 Atlanta, Ga.



KNOX WHITE
Mayor
 City of Greenville
 Greenville, S.C.



ASHBEL "ASH" WILLIAMS JR.
Executive Director and CIO
 Florida State Board of Administration
 Tallahassee, Fla.



BRAD WOLFE
Managing Director of Development
 908 Group
 Tampa, Fla.

CONFERENCE SCHEDULE

THURSDAY, OCTOBER 24, 2019 • UNIVERSITY CENTER, BUILDING B

PRE-CONFERENCE STUDENT EVENTS

Student events are held at the College of Business and the University Center, Building B, 4th Floor, Champions Club at Doak Campbell Stadium.

11:00 AM – 12:00 PM

“Leading with Purpose: Building an Inclusive Organization”
 College of Business, RBB 214 - Starry Conference Room

Wesley LePatner, Blackstone, and Donna Abood, Avison Young, discuss “Leading with Purpose: Building an Inclusive Organization” as part of the Charles A. Bruning Distinguished Speaker Series. Open to the public.

Wesley LePatner, Blackstone, New York, N.Y.
 Donna Abood, Avison Young, Coral Gables, Fla.

1:00 – 1:30 PM

Networking Keys (student-only forum)
 UCC 4th Floor - Champions Club

This session is designed to help students prepare for the conference.

Organized by: John Crossman, Crossman & Company, Orlando, Fla.

1:45 – 3:15 PM

“If I Were 21” Student/Mentor Roundtable (confirmed participants only)
 UCC 4th Floor - Champions Club

This session is designed specifically for students of the FSU Real Estate Program to discuss career options and opportunities with a select panel of executives.

Moderator: John Crossman, Crossman & Company, Orlando, Fla.

Panelists: James Agner, CBRE, James Alderman, Extended Stay America, David Beshears, Beshears & Associates, Bryan Cohen, Cohen Commercial Realty, Inc., Michael Dreiling, Ares Management, LLC, Bill Eshenbaugh, Eshenbaugh Land Company, Rocco Ferrera, Stiles, John Harmon, Publix Super Markets, Inc., Matthew Harrell, Franklin Street, Alan Kleber, JLL, Brett Lindquist, The Mortgage Firm, Inc., Shawn McIntyre, North American Properties, Mark Metheny, Lennar Homes, Frank Nardoza, REH Capital Partners, LLC, Lee Nelson, Shutts & Bowen LLP, Bridgid O'Connor, Publix Super Markets, Inc., John Mark Ramsey, Sentio., Elizabeth Roque-Swezy, Centennial Management Corp., Terry Salzman, Salzman Real Estate Advisors, Thekla Salzman, Salzman Real Estate Advisors, Greg Spencer, Timbers Resorts, Lewis Swezy, Centennial Management Corp., Imran Thobani, Ryan, LLC, Erin Timko, Trepp, LLC, David Tyson, Tyson Capital Group, Robert Tyson, Tyson Capital Group

3:30 – 5:00 PM

Speed Connections (confirmed participants only)
 UCC 4th Floor - Champions Club

Moderated by Coleman Carlisle, FSU Career Center, and Scott Maynard, FSU Career Center, this session enables prospective employers to briefly meet with real estate students for recruitment.

CONFERENCE REGISTRATION AND OPENING PROGRAM

Thursday events are held at the University Center, Building B, 3rd Floor Ballroom & 6th Floor Terrace at Doak Campbell Stadium

3:00 – 5:00 PM

ULI Urban Project Hop
 UCC Building B, Gateway - 288 Champions Way

ULI North Florida's Capital Region Leadership Council hosts an engaging mobile tour of innovative projects that have attracted national attention. The tour concludes at the conference site, just prior to the opening reception. Separate registration and fee required. See northflorida.uli.org for more information.

5:00 – 7:00 PM

Registration and Opening Reception
 UCC 6th Floor Terrace - Champions Club

This rooftop event promotes social networking among leading industry professionals while overlooking Bobby Bowden Field at Doak Campbell Stadium.

Sponsored by:



7:00 – 9:00 PM

TRENDS25 Celebration
 UCC 3rd Floor - Grande Ballroom

This celebration highlights the 25th anniversary of the TRENDS Conference with a “Coming Home to FSU” theme featuring gourmet food stations and Southern delicacies, champagne, signature cocktails and entertainment by The Bushmen (with Professor Stacy Sirmans on keyboards) and a special appearance by FSU alumna and Grammy Award winner, Rita Coolidge. A separately ticketed networking event with plenty of great food, drink and entertainment.

Presiding: Donna Abood, Avison Young, Coral Gables, Fla. (Executive Board Chair)

Friday events are held at the FSU Turnbull Conference Center, 555 W. Pensacola Street

7:30 AM Registration Opens
1st Floor - Lobby

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

8:00 – 8:10 AM Opening Remarks
2nd Floor - Auditorium

Presiding: **Chris Marino**, Florida State Board of Administration, Tallahassee, Fla. (Conference Co-Chair)

8:10 – 8:50 AM Embrace the Transformation
2nd Floor - Auditorium

A discussion of the intensive redevelopment of retail sites into vibrant retail and mixed-use environments. A look at the unique challenges and the potential for opportunistic returns involved in the retail segment.

Benjamin Schall, Seritage Growth Properties, New York, N.Y.

The conference thanks JLL for its sponsorship of this session.



9:00 – 9:50 AM Rapid Fire
2nd Floor - Auditorium

This session delivers a quick-paced, rapid-fire, discussion of the macro-level conditions and trends affecting today's markets.

Peter Collins, Forge Capital Partners, Tampa, Fla.

Mark Rose, Avison Young, Toronto, Ont.

Maury Tognarelli, Heitman, Chicago, Ill.

Ashbel "Ash" Williams Jr., Florida State Board of Administration, Tallahassee, Fla.

Moderator: **Wesley LePatner**, Blackstone, New York, N.Y.

The conference thanks Centennial Management Corp. for its sponsorship of this session.



10:00 – 10:50 AM Strategies for Beyond Tomorrow
2nd Floor - Auditorium

A one-on-one conversation with David Rubenstein.

David Rubenstein, The Carlyle Group, Washington D.C.

Moderator: **Ashbel "Ash" Williams Jr.**, Florida State Board of Administration, Tallahassee, Fla.

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



CONCURRENT SESSIONS

11:00 – 11:50 AM HOT TOPICS

Session A. Opportunity Zones
2nd Floor - Auditorium

A discussion of the operating framework, impact and potential windfalls available to low-income communities and investors alike.

Kevin Mulhall, Creek Lane Capital, Chicago, Ill.

Paul Tanner, Las Olas Capital Advisors, Fort Lauderdale, Fla.

Michael Tillman, PTM Partners, Miami, Fla.

Moderator: **Michael Bruno**, McDermott Will and Emery, LLP, Miami, Fla.

Session B. Blazing New Trails: The Impact of Legalized Marijuana on Real Estate
1st Floor - Room 114

A discussion of the rising effects of the cultivation, manufacture, distribution and sale of legalized marijuana on real property markets.

Nicole "Nikki" Fried, Florida Department of Agriculture and Consumer Services, Tallahassee, Fla.

Holly Bell, Florida Department of Agriculture and Consumer Services, Tallahassee, Fla.

Kevin Darmody, Trulieve Cannabis Corp., Tallahassee, Fla.

Jim McKee, Foley & Lardner LLP, Tallahassee, Fla.

James Whitcomb, Surterra Holdings, Atlanta, Ga.

Moderator: TBA.

Session C. Emerging Concepts in Residential Real Estate
2nd Floor - Room 214

A discussion of the key changes in demand, preferences and practices affecting the single and multifamily residential property segments.

Josh Hartmann, NexMetro Communities, Phoenix, Ariz.

Bruce McNeilage, Kinloch Partners, LLC, Nashville, Tenn.

Brad Wolfe, 908 Group, Tampa, Fla.

Moderator: **Lesley Deutch**, John Burns Real Estate Consulting, Boca Raton, Fla.

Session D. Creating Vibrant Downtowns and Urban Districts
1st Floor - Room 103

A discussion of the ideas, critical components and opportunities for investment in creating vibrant urban centers.

Mayor Knox White, City of Greenville, Greenville, S.C.

Chuck Taylor, Madison Marquette, Fort Lauderdale, Fla.

Moderator: **Reggie Bouthillier**, Stearns Weaver Miller, Tallahassee, Fla.

The conference thanks the ULI Capital Region Leadership Council for its sponsorship of this session.



CLOSING SESSION

12:00 – 1:30 PM Lunch with Featured Speaker
1st Floor - Dining Room and Room 101

Dan Quayle, Cerberus Global Investments, LLC, and former Vice President of the United States, New York, N.Y.

Moderator: **Mary Ellen Klas**, Miami Herald, Tallahassee, Fla.

Presiding: **Chris Marino**, Florida State Board of Administration, Tallahassee, Fla. (Conference Co-Chair)

The conference thanks SROA Capital for its sponsorship of this session.



OTHER OPTIONAL EVENTS

5:00 – 10:00 PM "Friday Night Block Party"
CollegeTown

The official tailgate event of Florida State football featuring live music along with onsite vendors and special appearances. This event is located on the corner of Madison Street and Woodward Avenue.

6:00 – 10:00 PM "Downtown GetDown"
Adams Street Commons

A community pep rally where football fans enjoy a street festival tradition with live music, local vendors and family fun. Adams Street Commons is located between Park Avenue and Jefferson Street on Adams Street. Proceeds benefit the Big Bend United Way.

**Saturday
October 26
Time: TBA**

Syracuse vs. FSU Football Game - Doak Campbell Stadium

Single game tickets may be purchased from the FSU Athletic Ticket Office, (850) 644-1830, or at Seminoles.com.



Lewis V. Swezy, CEO of Centennial Management Corporation has over 40 years of experience in affordable housing development, construction, and management throughout South Florida.



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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.

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The Dunhill Companies is a Florida-based regional commercial real estate and property management group, based in Orlando, Fla. 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.

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www.KevinWattenbarger.com

Kevin Wattenbarger & Associates | SVN Southland Commercial is based in Panama City, Fla. and focuses on providing the highest level of commercial real estate services to Bay, Walton and surrounding counties along Northwest Florida's Gulf Coast. Wattenbarger & Associates services include commercial real estate brokerage, leasing and management services tailored to meet the needs of commercial real estate users, developers, investors and tenants in the region. To learn more, please visit www.KevinWattenbarger.com or connect on Facebook @PanamaCityCRE.

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Newmark Knight Frank ("NKF"), operated by Newmark Group, Inc. ("Newmark Group") (NASDAQ: NMRK), is one of the world's leading and most trusted commercial real estate advisory firms, offering a complete suite of services and products for both owners and occupiers. Together with London-based partner Knight Frank and independently-owned offices, NKF's 16,000 professionals operate from approximately 430 offices on six continents. NKF's investor/owner services and products include investment sales, agency leasing, property management, valuation and advisory, diligence, underwriting, government-sponsored enterprise lending, loan servicing, debt and structured finance and loan sales. Occupier services and products include tenant representation, real estate management technology systems, workplace and occupancy strategy, global corporate services consulting, project management, lease administration and facilities management.

www.ospreycre.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 investments. Osprey also participates in other opportunistic commercial real estate endeavors such as the financing and acquisition of 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 throughout the southeast in an institutional and structured execution. Osprey's team of professionals have directly financed and structured in excess of \$10 billion of commercial real estate transactions.

www.ryan.com

Ryan, an award-winning global tax services and software provider, is the largest firm in the world dedicated exclusively to business taxes. With global headquarters in Dallas, Texas, the firm provides an integrated suite of federal, state, local and international tax services on a multi-jurisdictional basis, including tax recovery, consulting, advocacy, compliance and technology services. Ryan is a five-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 award-winning culture and myRyan work environment, Ryan's multi-disciplinary team of more than 2,100 professionals and associates serves over 14,000 clients in more than 45 countries, including many of the world's most prominent Global 5000 companies. More information about Ryan's services and culture can be found at www.Ryan.com.

www.walkerdunlop.com

Walker & Dunlop is one of the largest commercial real estate finance companies in the U.S. providing financing and investment sales to owners of multifamily and commercial properties. Walker & Dunlop offers deep industry knowledge, an unparalleled team of financing professionals, broad market coverage and excellent customer service — all inside a public company with a family company culture. A comprehensive suite of financing solutions allows Walker & Dunlop to originate loans for the company's balance sheet and investment partnerships or for sale to Fannie Mae, Freddie Mac, HUD, life insurance companies, banks and CMBS providers. The financing expertise, scaled lending platform and unyielding commitment to client satisfaction make Walker & Dunlop a great choice for commercial real estate financing needs.

FEATURED SPEAKERS 1995-2019

- | | |
|---|--|
| <p>1995 John R. Lewis, President & CEO, SuperLube, Inc. and former Professor of Real Estate, FSU</p> <p>1996 Jeb Bush, President & COO, Codina Group, Inc.</p> <p>1997 John P. McCann, Chairman of Board, President, CEO, United Dominion Realty Trust</p> <p>1998 Peter S. Rummell, Chairman & CEO, St. Joe Company
James M. Seneff Jr., Chairman & CEO, CNL Group, Inc.</p> <p>1999 Daniel M. DuPree, President & COO, Cousins Properties Incorporated
Peter Korpacz, PricewaterhouseCoopers</p> <p>2000 Henry Fishkind, Fishkind & Associates, Inc.
Michael J. Swerdlow, Chairman & CEO, Swerdlow Real Estate Group, Inc.</p> <p>2001 John M. McKay, Senator and Florida Senate President
Francis J. Nardoza, Managing Director, KPMG Consulting</p> <p>2002 Frank Deford, Sr., Writer, Sports Illustrated, and Commentator, ESPN, NPR & HBO's Real Sports
Bruce Rendina, Chairman & CEO, The Rendina Companies</p> <p>2003 Dave Barry, Author & Columnist, The Miami Herald
Dick Greco, Sr., Vice President, DeBartolo Property Group & former Mayor of Tampa</p> <p>2004 Herb Cohen, Negotiation Expert and Author of Negotiate This!
Nancy Walters, President, Very Special Events, Inc.</p> <p>2005 Stuart Varney, Financial & Economic Journalist, Fox News
Randell Smith, Co-Founder & CEO, Smith Travel Research</p> <p>2006 Shelley Broader, President & CEO, Sweetbay Supermarkets
Lee Corso, College Football Analyst, ESPN
Bruce Mosler, President & CEO, Cushman & Wakefield, Inc.
Peter Rummell, Chairman & CEO, The St. Joe Company</p> <p>2007 Joe Scarborough, former Congressman and Host of MSNBC's Morning Joe
The Honorable Alex Sink, CFO, State of Florida</p> <p>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.</p> <p>2009 Bob Sasser, President & CEO, Dollar Tree, Inc.
Don Shula, Pro Football Hall of Fame Coach</p> | <p>2010 Todd Buchholz, former White House Economic Advisor
Mel Martinez, JP Morgan Chase & Co.; former U.S. Senator and Secretary of Housing & Urban Development
Hap Stein, Chairman & CEO, Regency Centers Corporation
Terry Stiles, Chairman & CEO, Stiles</p> <p>2011 Tucker Carlson, Veteran Journalist, Political Commentator, FOX News
Thomas D'Arcy, President, CEO, Director, Grubb & Ellis Company
Thomas Sittima, CEO, CNL Financial Group
Christine Romans, Journalist and Anchor, CNN</p> <p>2012 Scott Dennis, Managing Director & CEO, Invesco Real Estate
Jack Nicklaus, Golf Legend & Chairman, Nicklaus Companies
Wilbur Ross, Chairman & CEO, WL Ross & Co. LLC
Ash Williams, Executive Director & CIO, State Board of Administration of Florida</p> <p>2013 Jonathan D. Gray, Global Head of Real Estate, Blackstone
Ethan Penner, Managing Partner, Monday Capital Partners
Senator Alan Simpson, former U.S. Senator (Wyoming)</p> <p>2014 Stephen J. Dubner, Bestselling Author, Freakonomics;
Host of Freakonomics Radio
Ronald Kravit, Head of Real Estate Investing,
Cerberus Real Estate Capital Management, LLC
Deirdre Bolton, Anchor, FOX Business Network</p> <p>2015 Steve Forbes, Chairman & Editor-in-Chief, Forbes Media
Raymond Kelly, former Commissioner of the NYPD, President, Risk Mgmt., Cushman & Wakefield
Stephen Renna, President & CEO, CRE Finance Council</p> <p>2016 Danny Kanell, College Football Analyst, ESPN Networks
Barry Sternlicht, Chairman & CEO, Starwood Capital Group
Mark Zandi, Chief Economist, Moody's Analytics</p> <p>2017 Bobby Bowden, FSU Coaching Legend
Daniel Bass, CFO, Fortress Investment Group LLC
Scott Darling, President, American Realty Advisors
Robert Merck, Senior Managing Director, Global Head of Real Estate, MetLife, Inc.</p> <p>2018 John Heilemann, NBC and MSNBC National Affairs Analyst, Creator and Host of Showtime's "The Circus"
Mark McKinnon, Political Advisor, TV Producer, Creator and Host of Showtime's "The Circus"
Brett White, Executive Chairman & CEO, Cushman & Wakefield</p> <p>2019 Dan Quayle, Chairman, Cerberus Global Investments, LLC and former Vice President of the United States
David Rubenstein, Co-Founder & Co-Executive Chairman, The Carlyle Group</p> |
|---|--|

BUILDING MAXIMUM POTENTIAL

Blend Real Estate with Finance at the Florida State University College of Business and build yourself a broader set of career options. Specialize in Real Estate while pursuing an MBA online or a master's degree in Finance on campus. Or, accelerate your studies in graduate Finance while still an undergraduate Real Estate major.

Ranked and Relevant

- Top 10 among Real Estate programs at all universities
- Top 20 among public Online MBA programs
- Shaped by feedback from industry leaders

High Industry Demand

- Employment in the business and financial operations sector is expected to grow 10 percent over the next decade – faster than the average of other occupations
- Rapidly expanding career opportunities in real estate acquisitions and development, investment sales, leasing, property and asset management, valuation and capital market services

Degree Opportunities

- Online Master of Business Administration (MBA) with Real Estate Specialization for working professionals
- Master of Science in Finance (MSF) with Real Estate Specialization for full-time, graduate Finance students
- Combined Bachelor of Science in Real Estate/Master of Science in Finance (BS-RE/MSF) for undergraduate Real Estate majors



FLORIDA STATE UNIVERSITY
COLLEGE OF BUSINESS
Graduate Programs

Learn more at graduatebusiness.fsu.edu



PROGRAM HIGHLIGHTS

- The FSU Real Estate Program is ranked 6th in the nation among programs at public institutions (9th among all universities, public and private) by U.S. News & World Report, 2020 ed.
- Approximately 300 students (250 undergraduate students and 50 graduate students) are currently majoring in real estate or pursuing real estate interests within the FSU College of Business.
- The program recently launched three new graduate program initiatives: (1) a real estate specialization within the Master's in Finance program (MSF), (2) a "jump start" program for high achieving undergraduate students considering the MSF real estate specialization; and (3) an on-campus real estate specialization within the MBA program.
- More than 2,000 attended Center organized conferences, forums and events last year (e.g., the annual TRENDS Conference; FSU-Kislak forums; the Evan Jennings Executive Speaker Series; the Real Deals & Entrepreneurs Series; hosted receptions; research symposia; and Argus seminars).

MAJOR GIFTS

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

PROGRAM PARTNERS

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

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
- 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
- Peter and Jennifer Collins Real Estate Graduate Fellowship
- Crossman & Company Endowed Scholarship Fund for Real Estate
- Scott and Marion Darling Endowment for Excellence in Real Estate
- Barry A. Diskin Endowed Fund for Excellence in Real Estate Valuation
- Mark Hillis and Nancy Casper Hillis Endowed Scholarship Fund for Real Estate
- Mark Hillis and Nancy Casper Hillis Professorship in Real Estate
- Evan D. Jennings Executive Speaker Series in Real Estate
- Lindquist Endowed Fund for Real Estate Excellence
- Lindquist Endowed Graduate Fellowship in Real Estate
- William and Stephanie Lloyd Endowment for Excellence in Real Estate
- Michaud Endowment for Excellence in Real Estate
- Mowitz Family Endowment for Excellence in Real Estate
- Francis J. Nardozza Endowed Scholars' Fund
- Renegades of Real Estate Scholarship in Real Estate
- Riva Family Endowment for Excellence in Real Estate
- Edgar L. and Marguerite M. Schlitt Family Endowed Fund
- Billy Teel, Clara Jo 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.

SCHOLARSHIPS

THE KISLAK FAMILY FOUNDATION FUND

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. This past year, a combined total of nearly 1,000 people attended our Kislak forums and the sponsored conference session, including more than 150 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 1992 by Jay and Jean Kislak to support education, arts and humanities, animal welfare, environmental preservation and other worthwhile charitable endeavors in the United States and abroad. Based in Miami Lakes, Fla., the foundation provides funding to a wide range of nonprofit organizations and projects.

The FSU Kislak Forums – Miami, Fla. and Tampa, Fla. – 2019 Student Participants:

Daniela Bermudez	Roman Federico	Justin LeVine	Austin Saffer
David Beshears	Brian Flanagan	Haley Lyons	Kalayah Sargeant
Piper Bolt	Jeremy Gannon	Jacob Middleton	Bailey Smith
Ben Borysiewicz	Louis Giordano	Joseph Nieporte	Alec Tatum
Camille Briegel	Richard Kazmi	Brooke Oman	Bryan Velasco
Olivia Diaz	Taylor Klinge	Wilson Palencia	Jennifer Ward
Eric Erhard	Seth Krepistman	Jeff Roberts	
Cole Evans	Olivia Lantagne	Carlos Rodriguez	

STUDENT INVOLVEMENT IN PROFESSIONAL MEETINGS

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

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

Student Involvement in Professional Meetings – 2019 Student Participants:

Emily Alonso	Olivia Diaz	Cameron Karimipour	Jakob Roney
Sara Barnhill	Cole Evans	Seth Krepistman	Kalayah Sargeant
Piper Bolt	Roman Federico	Justin LeVine	Carly Seaman
Camille Briegel	Brian Flanagan	Haley Lyons	Bailey Smith
Taylor Buchberger	Javier Grevely	Alexandra Morse	John Vann
Alec Carreras	Dash Hicks	Juan Robalino	
William Collins	Wyatt Kalapp	Carlos Rodriguez	

SCHOLARSHIPS

Billy Teel, Clara Jo Milligan Teel, and Ann Teel Hatcher Scholarship

Tyler Hicks
Angelina Lam
Donald Sizemore
Daniel Smith
Alexandra Sulte

Mark and Nancy Casper Hillis Endowed Scholarship in Real Estate

Austin Webb

Crossman & Company Endowed Scholarship in Real Estate

Joshua Marc
Alexandra Morse

Michael Baldwin Scholarship in Real Estate Appraisal

To be named

Lindquist Endowed Graduate Fellowship in Real Estate

Brian Flanagan
Cameron Thatcher

Peter and Jennifer Collins Real Estate Graduate Fellowship

Matthew Allen
Christian Lalani

The ICSC Foundation's Undergraduate Real Estate Award

Piper Bolt
Haley Lyons

Society for Real Estate Professionals (SOREP) Scholarship

Daniela Bermudez
Austin Hammer
Cameron Thatcher

The Barry A. Diskin Award

This award is given annually in recognition of exemplary performance in real estate market analysis and valuation

Taylor Buchberger

THE NETWORK'S AWARD

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

1996:	Andy Hawkins
1997:	Larry D. Richey
1998:	Robert P. Hernandez
1999:	E. Edward Murray Jr.
2000:	Andrew G. Diaz
2001:	Bobby Byrd
2002:	Beth Azor
2003:	Francis J. Nardozza
2004:	Cyrus H. Sharp III
2005:	John M. Crossman
2006:	Evan D. Jennings
2007:	J. Harold Chastain
2008:	Patrick Kelly
2009:	Robert Breslau
2010:	Jay I. Kislak
2011:	Kyle Riva
2012:	David Beshears
2013:	Gregory Michaud
2014:	Marshall Cohn
2015:	Brett Lindquist
2016:	William F. Butler
2017:	Mark and Nan Casper Hillis
2018:	Peter Collins and Jennifer Collins
2019:	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	2010:	Natalie Champion Harvey Gonzalez Brad Wolfe
1997:	Julie Holt	2011:	Blake Miller Jonathan Sieg Tom Speno
1998:	Erin Rouse Randall Planthaber	2012:	William Bumgarner Joe Cuffel Paul Formella
1999:	Mark Capodilupo	2013:	Rebecca Bumgarner Joseph Kelley Samuel McCarter Kristie Milam
2000:	Edward Aguiar Terry Cooper	2014:	Eva Branning Michael Brewster Emily Moallem
2001:	LeeAnn Sheldon	2015:	JB Bowers Alexis Smith
2002:	Dion Warren Stephanie Martin	2016:	Nick Vinson
2003:	Maria Sanson Garrett Williams	2017:	Sarah Flemister Michelle Langborgh Race Smith Michael Walsh
2004:	Erin Efstathion	2018:	Anna Landon Rebekah Whittington
2005:	Asher Gunter Nataly Restrepo	2019:	To be announced
2006:	Patrick Joseph Greive Lauren Hanley		
2007:	Kevin Dover Nicholas Mau Melissa McRoy		
2008:	Jonathan Dickson Jordan Donaldson Andrea Torrico		
2009:	Ashton Bligh David Hector Tim Sportschuetz Claire Thomas		

THE EXECUTIVE BOARD, FSU REAL ESTATE CENTER

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

CONFERENCE COMMITTEE

NATALIE BATTISTI, Director, Leasing, Washington Prime Group, Atlanta, Ga.

TED BOLLMANN, Portfolio Manager, Real Estate (Conference Co-chair), Florida State Board of Administration, Tallahassee, Fla.

PETER BORSTELMANN, Senior Vice President, Bellwether Enterprise Real Estate Capital, LLC, Pittsburgh, Pa.

BRENDAN BURKE, Investment Manager, Principal Real Estate Investors, Des Moines, Iowa

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HUNTER JONES, Vice President, Wheelock Street Capital, Greenwich, Conn.

JOHN MOGG, Senior Portfolio Manager, Strategic Investments (Conference Co-Chair), Florida State Board of Administration, Tallahassee, Fla.

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ROCCO FERRERA, CIO, Stiles, Fort Lauderdale, Fla.

DAVID GABBAI, Executive Managing Director, Colliers International - Central Florida, Orlando, Fla.

IVY GREANER, COO, InvenTrust Properties Corp., Downers Grove, Ill.

MICHAEL HARRELL, President & CEO, Southwest Georgia Oil Co., Inc., Bainbridge, Ga.

LAWRENCE "CHIP" HARTUNG, President, Coldwell Banker Hartung and Noblin, Inc., Tallahassee, Fla.

ROBERT HERNANDEZ, Managing Director, NorthMarq, Tampa, Fla.

MARK HILLIS, (Retired), SunTrust Bank Atlanta, Tallahassee, Fla.

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PATRICK KELLY, President, Redstone Commercial, Tampa, Fla.

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STEVEN LEONI, Chairman, Student Housing Partners, LLC, Tallahassee, Fla.

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WILLIAM LLOYD, President, R.K.M. Development Corp., St. Petersburg, Fla.

CHRISTOPHER MARINO, Portfolio Manager, Real Estate Acquisitions Management (Conference Co-chair), Florida State Board of Administration, Tallahassee, Fla.

SHAWN MCINTYRE, Managing Partner, North American Properties, Fort Myers, Fla.

MARK METHENY, Division President, Central Florida, Lennar Homes, Tampa, Fla.

GREGORY MICHAUD, Managing Director / Head of Real Estate Finance, Voya Investment Management, Atlanta, Ga.

GREG MORRISON, Principal, Managing Director - Orlando, Avison Young, Orlando, Fla.

E. EDWARD MURRAY JR., President & Broker, NAI TALCOR, Tallahassee, Fla.

FRANCIS "FRANK" NARDOZZA, Chairman & CEO, REH Capital Partners, LLC, Fort Lauderdale, Fla.

LEE NELSON, Partner, Shutts & Bowen LLP, Tampa, Fla.

BRIGID O'CONNOR, Director of Real Estate Strategy, Publix Super Markets, Inc., Lakeland, Fla.

MICHAEL POU, President, Habersham Capital Advisors, Inc., Atlanta, Ga.

JOHN MARK RAMSEY, CEO & Founder, Sentio., Orlando, Fla.

LARRY RICHEY, Managing Principal, Cushman & Wakefield, Tampa, Fla.

CARL RIEGER JR., San Clemente, Calif.

DOUGLAS RILLSTONE, Partner, Nelson Mullins Broad and Cassel, Tallahassee, Fla.

KYLE D. RIVA, CEO & President, Alexander Investments International, Winter Park, Fla.

JAMES RUDNICK, Owner, Rudnick Development, Tallahassee, Fla.

THEKLA SALZMAN, Principal, Salzman Real Estate Advisors, Dania Beach, Fla.

CYRUS SHARP, President, C.H. Sharp Enterprises, LLC, Atlanta, Ga.

JAMES SHINDELL, Partner, Bilzin Sumberg, Miami, Fla.

DAVID SINGER, CEO & CFO, Berkowitz Development Group, Inc., Coconut Grove, Fla.

RANDELL SMITH, CEO & Co-Founder, STR, Inc., Hendersonville, Tenn.

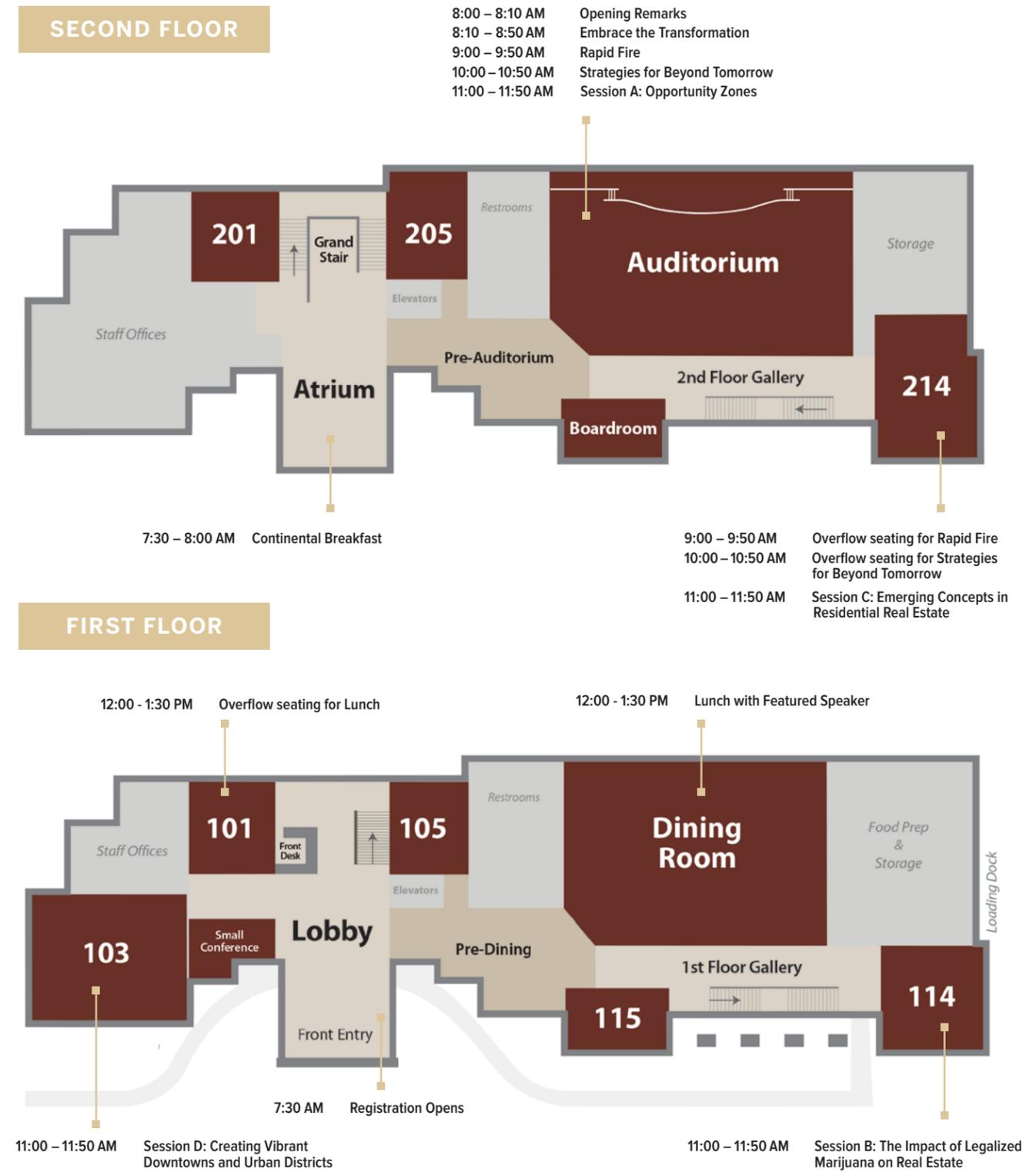
GREG SPENCER, CEO, Timbers Resorts, Winter Park, Fla.

LEWIS SWEZY, CEO, Centennial Management Corp., Miami Lakes, Fla.

HEATHER TURNER, CEO & Co-Founder, Tamarack Capital Partners, Los Angeles, Calif.

TURNBULL CONFERENCE CENTER MAP

Turnbull Conference Center, 555 W. Pensacola St., Tallahassee, FL 32306



THE FSU REAL ESTATE CENTER'S 25TH REAL ESTATE TRENDS CONFERENCE
SCHEDULE AT A GLANCE

THURSDAY, OCTOBER 24, 2019

Location: College of Business

11:00 AM – 12:00 PM Leading with Purpose: Building an Inclusive Organization RBB 214 – Starry Conference Room

Location: University Center, Bldg. B

1:00 – 1:30 PM Networking Keys (student-only forum) 4th Floor - Champions Club

1:45 – 3:15 PM “If I Were 21” Student/Mentor Roundtable 4th Floor - Champions Club

3:30 – 5:00 PM Speed Connections 4th Floor - Champions Club

3:00 – 5:00 PM The ULI Urban Project Hop UCC Gateway

5:00 – 7:00 PM REGISTRATION AND OPENING RECEPTION 6th Floor - Champions Club

7:00 – 9:00 PM TRENDS25 Celebration 3rd Floor - Grande Ballroom

FRIDAY, OCTOBER 25, 2019

Location: FSU Turnbull Conference Center

7:30 AM Registration Opens 1st Floor - Lobby

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

8:00 – 8:10 AM Opening Remarks 2nd Floor - Auditorium

8:10 – 8:50 AM Embrace the Transformation
Benjamin Schall, Seritage Growth Properties 2nd Floor - Auditorium

9:00 – 9:50 AM Rapid Fire 2nd Floor - Auditorium (Room 214 for overflow seating)

10:00 – 10:50 AM Strategies for Beyond Tomorrow 2nd Floor - Auditorium (Room 214 for overflow seating)

11:00 – 11:50 AM HOT TOPICS (CONCURRENT SESSIONS)

SESSION A Opportunity Zones 2nd Floor - Auditorium

SESSION B Blazing New Trails: The Impact of Legalized Marijuana
on Real Estate 1st Floor - Room 114

SESSION C Emerging Concepts in Residential Real Estate 2nd Floor - Room 214

SESSION D Creating Vibrant Downtowns and Urban Districts 1st Floor - Room 103

12:00 – 1:30 PM Lunch with Featured Speaker
Dan Quayle, Cerberus Global Investments, LLC 1st Floor - Dining Room and Room 101

5:00 – 10:00 PM “Friday Night Block Party” CollegeTown

6:00 – 10:00 PM “Downtown GetDown” Adams Street Commons

SATURDAY, OCTOBER 26, 2019

Location: Doak Campbell Stadium

TIME: TBA Syracuse vs. FSU Football Game