



The FSU Real Estate Network's 14th Annual **REAL ESTATE TRENDS NETWORKING CONFERENCE**

Florida State University, Tallahassee, Florida

November 6 & 7, 2008

We Build the Future ...

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Featured Speakers

P.J. O'Rourke, Political Satirist and Best-Selling Author
James M. Seneff, Jr., CNL Financial Group, Inc.
Thomas K. Sittema, Banc of America Securities
Robert D. Basham, OSI Restaurant Partners, LLC

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■ CONFERENCE ORGANIZERS

The Real Estate Center / Florida State University
The Real Estate Network / Florida State University
The Real Estate Society / Florida State University

The FSU Real Estate Trends & Networking Conference is organized to inform participants of the emerging trends and issues facing the real estate industry. The conference focuses on factors affecting markets in the southeast region of the U.S.

Plenary and concurrent "hot topic" sessions are planned that highlight the critical issues affecting real estate investment and development. Top executives will discuss key trends affecting the retail, office/industrial, hospitality, multi-family and single-family market segments.

■ CONFERENCE REGISTRATION

Register online at www.fsurealestate.com or complete the enclosed registration form and mail, or fax, it to the address indicated. The cost of the conference is \$290 (\$325 for late registration). The registration fee includes the Thursday evening dinner, Friday breakfast, luncheon and keynote address, all conference sessions, and conference materials. **Registrations must be received by October 16, 2008.** (*Late registrations will be accepted until October 31, 2008.*) **Cancellation Policy:** Full refunds will be made for cancellations prior to October 31, 2008. Refunds cannot be made for cancellations after this date.

■ CONFERENCE LOCATION

All conference events and sessions will be held at the FSU University Center Club in Tallahassee. The University Center Club is located on the third, fifth, and sixth floors at the southeast end of Doak Campbell Stadium, (850) 644-8528.

■ ACCOMMODATIONS & ATTIRE

Hotel information has been enclosed and can be found at: www.fsurealestate.com.

The attire for all conference events is business or business casual. University Center Club policies apply.

■ THE FSU REAL ESTATE NETWORK

The FSU Real Estate Network is an alliance of the alumni and friends of the FSU Real Estate Program. The Network's purpose is to enhance the professional relationships among the Program's alumni, friends and students. Over 3,700 individuals are current participants of the Network.

■ FOR MORE INFORMATION

www.fsurealestate.com • Ms. Loreen Yerger Kollar
Phone: (850) 644-4070 • Fax: (850) 644-4077 • lkollar@fsu.edu

CONFERENCE

THURSDAY, NOVEMBER 6, 2008

Thursday registration in the lobby (1st floor) of the University Center Club, FSU

- 3:30 - 4:30 pm** **Networking Keys! (Student Event)** John Crossman, Crossman & Company
- 5:00 - 6:00 pm** **"If I Were 21"**
This Q&A session is designed specifically for students of the FSU Real Estate Program to discuss career opportunities and strategies. Employers and recruiters are invited to attend to meet students and discuss opportunities.
Panelists: **Kyle Armentrout**, Duke Realty Corporation; **Robert Breslau**, Stiles Retail Group;
Kim Ellis, RP Realty Partners; **Martin Engelmann**, Tropical Realty Appraisal Services; **Justin Greider**, Holliday Fenoglio Fowler, L.P.; **Deryck Harmer**, CNL Private Equity Corp.; **Thomas Harmer**, The Pizzuti Companies;
Raymond Hayhurst, Grubb & Ellis I Commercial Florida; **Gregg Ickes**, CNL Commercial Real Estate; **David Kowalchuk**, Carter; **Randall Matheny**, O.R. Colan Associates; **Nabil May**, CNL Bank; **Scott Renaud**, CNL Commercial Real Estate; **Dale Scott**, SIKON Construction Corporation; **Chuck Taylor**, Madison Marquette
Moderator: John Crossman, Crossman & Company
- 6:00 - 7:00 pm** **Registration and Reception**
Sponsor: Economic Development Council of Tallahassee/Leon County, Inc.
- 7:00 - 9:00 pm** **Dinner and Conference Opening**
P.J. O'Rourke, Political Satirist and Best-Selling Author
Presiding: Jim Bobbitt, CB Richard Ellis, Inc.
- 9:00 - 11:30 pm** **Cocktail and Jazz Reception**
Sponsors: Brigham Moore, LLP – Eminent Domain & Property Rights Lawyers;
SouthLand Commercial, Inc.; and Tropical Realty Appraisal Services

FRIDAY, NOVEMBER 7, 2008

Friday registration on the 3rd floor of the University Center Club, FSU

- 7:45 - 8:15 am** **Breakfast** (informal continental breakfast)
- 8:15 - 8:30 am** **Opening Remarks and Announcements**
Presiding: Gregg Ickes, CNL Commercial Real Estate
- 8:30 - 9:15 am** **2009 U.S. Market Outlook – The Credit Crunch, The Election, and The Economy: Where Florida Stands and What Lies Ahead**
Mark Vitner, Director and Senior Economist, Wachovia Corporation
- 9:15 - 10:15 am** **CEO Session: Core and Emerging Opportunities Beyond Tomorrow**
Top executives candidly discuss market conditions, short- and long-term strategies and emerging opportunities.
■ **James Seneff**, Founder, Chairman and CEO, CNL Financial Group, Inc.
■ **Thomas Sittima**, Managing Director, Sector Head of Real Estate & Lodging Investment Banking, Banc of America Securities
■ **Others TBA**
Guest Moderator: **John Resnick**, Legends of Success, LLC
- 10:45 - 11:45 am** **Hot Topics** (concurrent sessions)
- Session I** **Office & Industrial Markets: Challenges to the Finish Line**
An in-depth look at how recent economic changes have created additional challenges in our industry and what is being done to close deals.
■ **Mike Davis**, Cushman & Wakefield of Florida, Inc.
■ **Susan McDonald**, Rogers Towers, P.A.
■ **Moses Salcido**, Panattoni Development Company
Moderators: **Ron Barton**, Jacksonville Economic Development Commission
Chase Collier, Highwoods Properties, Inc.
Jeff Sweeney, Grubb & Ellis I Commercial Florida

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SCHEDULE

Session II

Capital Markets: Financing Forecast

The Panelists discuss where they see the capital markets now, their projections of what the future holds, and the impact on the real estate market as a whole.

- Don Dibble, Delaware Investments
- Greg Michaud, ING Investment Management Americas
- Cyrus Sharp, Natixis Real Estate Capital Inc.
- Ted Starkey, Wachovia Securities – Real Estate Americas
- Kent Waltman, Grandbridge Real Estate Capital, LLC

Moderators:

Chuck Ernst

Mike Wallace, Grandbridge Real Estate Capital, LLC

Lee Weaver, NorthMarq Capital, Inc.

Session III

Retail Roundtable: Current Trends, Strategies and Forecasts

Market participants discuss the challenges and potential opportunities facing the retail, brokerage and development industry.

- Don DeWoody, Compass Realty Advisors, Inc.
- Paco Diaz, CB Richard Ellis, Inc.
- David Gabbai, The Shopping Center Group
- Alan Karrh, Stiles Retail Group
- Ronald Neyhart, CB Richard Ellis, Inc.
- Brenden O'Brien, Walgreen Company

Moderators:

Marlon Champion, The Ferber Company, Inc.

Adrienne Kelley, AFS, Inc.

Session IV

The Multi-Housing Market: Soft Markets Yield Great Opportunities

A look at conditions in the multi-family residential market with an eye for finding unique opportunities.

- Michael Ging, Alliance Residential
- Jeffrey Smith, Sterling American Property, Inc.
- Others TBA

Moderators:

Jim Bobbitt, CB Richard Ellis, Inc.

Brooks Byrd, Byrd Corporation

Noon - 1:30 pm

Lunch and Closing Address

- Robert Basham, Co-founder, Outback Steakhouse, Inc. and Vice Chairman, OSI Restaurant Partners, LLC
Presiding: **Gregg Ickes**, CNL Commercial Real Estate

1:45 - 3:00 pm

Real Estate and the FSU Foundation

This is an open forum where the FSU Foundation's plan for handling gifted properties and its need for real estate advising, brokerage, leasing and management services will be presented and discussed.

Foundation Trustees: **Beth Azor**, Azor Advisory Services, Inc.; **Ed Burr**, GreenPointe Holdings, LLC

1:45 - 3:00 pm

Seminole Real Estate Connections

The fifth floor of the University Center Club will be available for companies to informally meet with students and clients, or to distribute company information.

6:00 - 10:00 pm

Tallahassee "Downtown Getdown" at Adams Street Commons

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

SATURDAY, NOVEMBER 8, 2008

*The Florida State University Football Game, FSU vs. Clemson, Doak Campbell Stadium, Tallahassee, Florida
Time: TBA*

Football Tickets

*Single game tickets for the Clemson game may be ordered from the FSU athletic ticket office:
(850) 644-1850 or www.seminoles.com*

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

FEATURED SPEAKERS



P.J. O'Rourke

Political Satirist and Best-Selling Author

P.J. O'Rourke, one of the nation's leading political satirists and a best-selling author, will open the 14th Annual Real Estate Trends & Networking Conference on Thursday evening, Nov. 6, 2008, as its featured speaker. Whether dealing with the inner workings of Washington bureaucracy or the shifting political and economic sands of the new world order, O'Rourke proves himself to be a savvy guide to national and world affairs. With America in the midst of charting a new course, O'Rourke will give the political lay-of-the land and his insights into what's in store for the country as it appears in the days immediately following the presidential elections. O'Rourke adds a unique spin that has earned him a reputation as a modern-day Will Rogers.

O'Rourke has written for such diverse publications as *Car & Driver*, *Parade*, *The Weekly Standard*, *House and Garden*, *Automobile*, *The American Spectator*, *Forbes FYI*, *The Atlantic Monthly* and *Rolling Stone*, where he was the foreign-affairs desk chief for 15 years. Both *TIME Magazine* and *The Wall Street Journal* have labeled O'Rourke as "the funniest writer in America." His razor sharp insights never fail to inform and entertain.



James M. Seneff, Jr.

Chairman & CEO, CNL Financial Group, Inc.

Jim Seneff is chairman and CEO of CNL Financial Group, Inc. Seneff founded CNL Financial Group, Inc. in 1973. Since then, CNL has formed or acquired companies with more than \$23 billion in assets focused in retail, restaurant, hospitality, lifestyle, and retirement sectors, making CNL one of the nation's largest, privately held investment, real estate services and development companies.

Seneff also is chairman of the board of CNL Bancshares, Inc. and was recently inducted into Florida State University's College of Business Hall of Fame. Previously, he served as vice chairman of the Board of Directors for the Orlando Performing Arts Center, now known as the Dr. Phillips Performing Arts Center. Currently, Seneff serves as chairman of the Governor's Council of the Economic Development Commission of Mid-Florida, is a member of the Board of Overseers of the Crummer Graduate School of Business at Rollins College and a resident member of The Florida Council of 100. He also is a member of The Alexis de Tocqueville Society of the Heart of Florida United Way and participates in a number of other non-profit organizations involved in Christian ministries.



Thomas K. Sittima

*Managing Director, Sector Head of Real Estate & Lodging Investment Banking,
Banc of America Securities*

Tom Sittima is managing director and sector head for REITs and lodging within the Real Estate Investment Banking (REIB) group at Banc of America Securities and heads the REIB office in Charlotte, NC. Sittima joined the Real Estate Investment Banking division of Banc of America Securities at its formation in 1994, and initially assisted in the establishment and build out of the company's securitization/permanent loan programs. He also assumed a corporate finance client coverage role with the responsibility for M&A advisory, equity, debt and capital raising assignments for his client base. Sittima has been named one of "Seven Investment Bankers Every Director Should Know" by *Corporate Board Member* magazine.

Prior to 1994, Sittima was responsible for real estate financing and managed the Dallas, TX real estate office for Bank of America and its predecessors. He received his MBA in finance from Indiana University and a BA in business administration from Dordt College.



Robert D. Basham

Co-Founder, Outback Steakhouse, Inc. and Vice Chairman, OSI Restaurant Partners, LLC

After graduating from the University of Maryland, Basham started out in a family run restaurant business. In 1973, he went on to the management program of the Steak & Ale Restaurant Company and rose through the ranks to become V.P. of operations of the Bennigan's Concept and was instrumental in its successful nationwide expansion. In 1983, Basham formed Sunstate Restaurant Corporation to develop the Chili's Concept as a franchisee and joint venture partner. The company was merged with Chili's, Inc. in 1987 and Basham continued in his operations position until departing to found Outback Steakhouse with Chris Sullivan and Tim Gannon.

The first Outback was opened in Tampa, FL in 1988. Since then an additional 1,479 restaurants, located in 50 states and over 20 countries, have been opened. These include Carrabba's Italian Grill, Bonefish Grill, Fleming's, Roy's, LeeRoy's, Cheeseburger in Paradise, Blue Coral and Outback International. Basham is involved in the community serving as honorary chairman with the Junior Achievement, and board member for Metropolitan Ministries, the Boys and Girls Club Foundation, Berkeley Preparatory School, and the McDonald Training Center.

FSU Real Estate Program Executive Board

The Executive Board is formed to assist in advancing the Program's visibility and national standing; serve in an advisory capacity to the Program's faculty; assist in developing strategies to enhance the Program's resources; and assist with regard to career counseling, mentoring and placement of the Program's students.

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