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.

**2023 TRENDS SPONSORS**

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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- Urban Cottages
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**OTHER SPONSORS**

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Conference Lanyards – REH Capital Partners, LLC
SROA Capital has a track record of providing risk adjusted returns to our investors through focused strategy of **investing in self storage** on behalf of our principals and partners.

With approximately **380 self-storage facilities** totaling close to **17 million rentable square feet**, SROA Capital continues to grow by identifying undercapitalized and mismanaged self-storage assets across the US high-growth markets. SROA operates under the brand Storage Rentals of America.
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Carrying on the legacy of Jay I. Kislak . . .

Supporting leadership and innovation in the fields of education, arts and humanities, animal welfare and environmental preservation.

Proud Legacy Leader of the

Florida State University Real Estate TRENDS Conference

The Kislak Family Foundation
7900 Miami Lakes Drive West
Miami Lakes, Florida 33016
www.KislakFamilyFoundation.org
Info@KislakFamilyFoundation.org
JEB BUSH
Chairman
Finback Investment Partners
Coral Gables, Fla.

Governor Bush was the 43rd governor of the state of Florida, serving from 1999 through 2007. During his two terms, Governor Bush remained true to his conservative principles, cutting taxes, vetoing earmarks, and championing major reform of government programs.

Under his leadership, Florida was on the forefront of consumer healthcare advances, led the nation in job growth, and launched and accelerated restoration of America’s Everglades. In education, Florida raised academic standards, required accountability in public schools and created the most ambitious school choice programs in the nation. As a result, Florida students have made the greatest gains in academic achievement and Florida is one of a handful of states to significantly narrow the achievement gap.

Prior to and after his tenure as Florida’s chief executive, Governor Bush has been actively involved in the private sector, helping to build the largest full service real estate company in South Florida and owning and operating successful consulting and investing businesses. Governor Bush is also the Chairman and Founding Partner of Finback Investment Partners which is a private equity firm that takes active minority interest in middle market and growth-stage companies.

Governor Bush maintains his passion for improving the quality of education for students by serving as the chairman of the Foundation for Excellence in Education, a national non-profit organization he founded to work with education leaders, teachers, parents, and advocates to develop and implement reforms that lead to rising student achievement.

Governor Bush has written three books, Profiles in Character; Immigration Wars: Forging an American Solution; and Reply All: A Governor’s Story 1999-2007.

Governor Bush lives in Miami with his wife Columba. They have three children and five grandchildren.

ROGER MORALES
Head of Commercial Real Estate Acquisitions
KKR
New York, N.Y.

Roger Morales joined KKR in 2011 as part of the founding team that formed KKR’s Real Estate Platform. He is the head of Commercial Real Estate Acquisitions and is jointly responsible for all aspects of the business, including acquisitions, portfolio management and fundraising. He sits on KKR’s Real Estate Equity Investment Committee, Credit Investment Committee and Portfolio Management Committee in the Americas. Prior to joining KKR, Morales worked with Eton Park Capital Management and with Vornado Realty Trust, where he focused on real estate and real estate related investment opportunities. Before attending business school, he worked with JP Morgan Partners, where he focused on middle market corporate private equity and with Goldman, Sachs & Co.’s leveraged finance group.

(Cont.)
He received a B.A. from the University of Miami and an M.B.A. from Harvard Business School. Morales is a member of the Urban Land Institute and is a member of one of its Industrial and Office Park Development Councils. He is also a member of the University of Miami Real Estate Advisory Board. Mr. Morales is an alumnus and a former board member of Sponsors for Educational Opportunities (SEO).

**KEVIN MURPHY**
President
Publix Super Markets, Inc.
Lakeland, Fla.

Kevin began his career with Publix Super Markets, Inc. in 1984 in Margate, Florida, working as a front service associate. He progressed through the ranks of retail management, spending eight years as a store manager. He then expanded his knowledge of operational leadership in the positions of District Manager, Regional Director, Vice President of the Miami Division and Senior Vice President of Retail Operations. Kevin was promoted to his current role of President in 2019.

Publix, the largest employee-owned supermarket chain in the United States, operates more than 1,300 stores in Florida, Georgia, Alabama, Tennessee, South Carolina, North Carolina and Virginia. The company has been honored with many awards and achievements, including being recognized as one of the top 100 companies to work for in America and one of America’s most admired companies.

**BRIDGID O’CONNOR**
Vice President of Real Estate Strategy & Operations
Publix Super Markets, Inc.
Lakeland, Fla.

Bridgid O’Connor serves as Vice President of Real Estate Strategy & Operations for Publix Super Markets, Inc., the largest and fastest growing employee-owned company in the United States. Bridgid is responsible for leading the growth of the company through strategic site selection of new store locations and planning for existing stores, including redevelopment and relocation opportunities across eight states within Publix’s operating footprint and beyond. In addition, she is responsible for the real estate operations and property management of Publix’s leased store locations. Her team partners with landlords to ensure Publix-anchored shopping centers are maintained in premier condition and the shopping experience is always a pleasure.

Bridgid is a graduate of the College of Business at The Florida State University with Bachelor of Science degrees in both Finance and Real Estate. She earned an MBA from the Mendoza College of Business at The University of Notre Dame. She serves on the executive board for the FSU Real Estate Center and is an active member of ICSC having previously served as ICSC Southern Division Retail Chair.
FEATURED SPEAKERS & GUESTS

ANDREW ROSIVACH
Managing Director, Senior Analyst
Wolfe Research
New York, N.Y.

Andrew Rosivach is a Managing Director and head of Wolfe Research’s REIT team, having joined the firm in February 2021. In 2022, Mr. Rosivach was ranked Runner Up (5th) in the Institutional Investor Survey.

Prior to Wolfe Research, Andrew was the Chief Credit Officer at STORE Capital. Previously, he covered REITs for 20 years, most recently as a Managing Director at Goldman Sachs. While at Goldman Sachs, Andrew was a leading analyst in the firm’s internal client vote poll.

Andrew graduated from Yale University with degrees in Economics and History, Magna Cum Laude, Distinction in both majors, and is a CFA Charterholder.

JOHN THRASHER
President Emeritus - Florida State University
The Southern Group
Tallahassee, Fla.

John Thrasher is President Emeritus of Florida State University and serves on the faculty of the FSU College of Law and the FSU College of Criminology and Criminal Justice. Thrasher was president of FSU from November 2014 until August 2021 after a successful career as a state legislator, businessman, lobbyist and lawyer. As president, Thrasher elevated FSU’s reputation as a preeminent research institution, advanced the university’s academic mission, championed student success, and presided over a $1 billion fundraising campaign.

Thrasher earned a bachelor’s degree in business from Florida State in 1965. After graduating, he joined the U.S. Army where he received the Army Commendation Medal in Germany and was awarded two Bronze Stars for his service in Vietnam. He was honorably discharged as a captain in 1970. Thrasher then returned to his alma mater to earn a law degree with honors in 1972.

After working in private law practice in Daytona Beach and Tallahassee, Thrasher moved back to Jacksonville to serve as general counsel of the Florida Medical Association, a position he held for 20 years. He also served as “of counsel” to the Jacksonville law firm of Smith, Hulsey & Busey from 1996 to 2008. Thrasher was a partner of The Southern Group from 2001 to 2009 and returned to the Tallahassee-based governmental relations firm in 2021.

Thrasher’s political career began in 1986 when he was elected to the Clay County School Board where he served as vice chairman, then chairman. He became a state representative in 1992, and he was re-elected without opposition in 1994, 1996 and 1998. Thrasher was unanimously elected Speaker of the Florida House of Representatives in 1998. As Speaker, he was a key supporter of legislation that brought funding to the development of FSU’s College of Medicine, and a building at the college is named in his honor. In 2009, Thrasher was elected to the Florida Senate and subsequently re-elected. From 2001 to 2005, Thrasher was the first chair of the FSU Board of Trustees. He served as chairman of the Republican Party of Florida in 2010. He was inducted into the FSU College of Business Hall of Fame in 2016 and the Florida Veterans Hall of Fame in 2017.

Thrasher and his wife, Jean, have three children and eight grandchildren.
FEATURED SPEAKERS & GUESTS

CRAIG COLLIN
President & CEO
Tavistock Development Company
Orlando, Fla.

JOHN CROSSMAN
President
CrossMarc Services
Winter Park, Fla.

ZACH DROZDA
Director, Investments
AW Property Co.
North Palm Beach, Fla.

VINETTE GODELIA
Shareholder
Stearns Weaver Miller
Tampa, Fla.

JON HUANG
Vice President
Third & Urban
Atlanta, Ga.

ANSLEY NIXON
Director - Acquisitions
Jamestown
Atlanta, Ga.

MARC NUDELBERG
President
On the Ball
Oakland Park, Fla.

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

SCOTT RENICK
Vice President
The Villages
The Villages, Fla.

KEITH SCHANTZ
AVP, Senior Real Estate Director
TJX Companies
Newberry, Fla.

ED STEFFELIN
CIO & Co Founder
Balcar Group and George Smith Partners
New York, N.Y.

TARA TEDROW
Shareholder
Lowndes
Orlando, Fla.
CONFERENCE SCHEDULE
WEDNESDAY, OCTOBER 11, 2023 • TURNBULL CONFERENCE CENTER

PRE-CONFERENCE STUDENT EVENTS
Student events are held at the FSU Turnbull Conference Center, 555 W. Pensacola St., Tallahassee, Fla.

8:45 – 9:45 AM  Networking Keys (student-only forum)
This session is designed to provide practical advice to students preparing to engage with professionals in the roundtable discussions.
Presented by: John Crossman, President, CrossMarc Services, Orlando, Fla.

9:45 – 10:00 AM  Break

10:00 AM – 12:30 PM  “If I Were 21” Student/Mentor Roundtable
Students discuss career options and opportunities with a select panel of executives in a fast-paced exchange of advice and wisdom.
Moderator: John Crossman, President, CrossMarc Services

12:30 – 1:45 PM  Lunch - “High Performance Habits to put you in the top 1%”
What do you need for success? Learn the principles behind how to train YOUR mind and create habits to make YOU a top performer!
Speaker: Mark Nudelberg, President, On the Ball, Oakland Park, Fla.

2:00 – 4:30 PM  FSU Real Estate Center Job Fair
This session enables prospective employers to meet with students of the program for recruiting.

CONFERENCE REGISTRATION & OPENING RECEPTION
Wednesday evening opening reception is held at the Dunlap Champions Club, 225 Champions Way, Tallahassee, Fla.

5:00 – 7:00 PM  Registration and Opening Reception
Location: Dunlap Champions Club, 6th Floor Terrace – East
Thursday events are held at the FSU Turnbull Conference Center, 555 W. Pensacola St., Tallahassee, Fla.

7:30 AM – 12:00 PM  
Registration Check-In

7:30 – 8:30 AM  
Continental Breakfast

8:30 – 8:45 AM  
Opening Remarks  
Presiding: John Mark Ramsey, Co-Founder and CEO, SENTIO Investments; Orlando, Fla. (Conference Chair)

8:45 – 9:45 AM  
“Reflecting on a Year of Great Volatility”  
Winds of change in real estate and expectations moving forward.  
Roger Morales, Head of Commercial Real Estate Acquisitions, KKR, New York, N.Y.  
Moderator: Andrew Rosivach, Managing Director, Senior Analyst, Wolfe Research, New York, N.Y.

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

9:45 – 10:00 AM  
Break

10:00 – 10:45 AM  
“93 Years of Growth & Success”  
A look inside the green powerhouse, Publix.  
Kevin Murphy, President, Publix Super Markets, Inc., Lakeland, Fla.  
Moderator: Bridgid O’Connor, Vice President of Real Estate Strategy & Operations, Lakeland, Fla.

10:45 – 11:00 AM  
Break

CONCURRENT SESSIONS

11:00 – 11:45 AM  
Session A - “Florida Growth”  
The Pros and Cons of Florida Growth: How the growth of the state progresses with the new Live, Work, Play model and its impact on traditional development.  
Craig Collin, President & Chief Operating Officer, Tavistock Development Company, Orlando, Fla.  
Scott Renick, Vice President, The Villages, The Villages, Fla.  
Keith Schantz, AVP, Senior Real Estate Director, TJX Companies, Newberry, Fla.  
Moderator: Tara Tedrow, Shareholder, Lowndes, Orlando, Fla.

Session B - “What’s Working Today – A Focus on Niche Sectors”  
The success stories and emerging trends in alternative asset classes, including Adaptive Reuse, Single Family Residential for Rent, Medical Office, and Office Conversions, revealing the opportunities that await in today’s ever-evolving market.  
Zach Drozda, Director, Investments, AW Property Co., North Palm Beach, Fla.  
Jon Huang, Vice President, Third & Urban, Atlanta, Ga.  
Ansley Nixon, Director – Acquisitions, Jamestown, Atlanta, Ga.  
Ed Steffelin, CIO and Co-Founder – Balcara Group and George Smith Partners, New York, N.Y.  
Moderator: Vinette Godelia, Shareholder, Stearns Weaver Miller, Tampa, Fla.

11:45 AM – 12:00 PM  
Break

CLOSING SESSION

12:00 – 2:00 PM  
Closing Lunch with Featured Speaker  
Jeb Bush, Chairman, Finback Investment Partners, Coral Gables, Fla.  
Moderator, John Thrasher, President Emeritus, Florida State University, Tallahassee, Fla.

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

2:00 PM  
Conference Adjourns
Berkadia is a leader in the commercial real estate industry, offering a robust suite of services to our multifamily and commercial property clients. Powered by deep relationships and industry-changing technology, our people sell, finance, and service commercial real estate, providing support for the entire life cycle of our clients’ assets. Our unique ownership structure allows us to put our clients’ interests first and create a marketplace that delivers a superior experience. Our coverage is broad, and our knowledge is deep. From acquisition to disposition, we service all commercial property types including multifamily, retail, office, industrial, affordable housing, seniors housing, hotels, student housing, and manufactured housing.

FirstPointe Advisors, LLC is a full-service property tax consulting firm that provides national experience on a local level. FirstPointe’s management team touts the experience to manage both large national engagements and local and regional clients. Services range from filing and presenting appeals, researching and obtaining tax bills to filing personal property tax returns to ensure compliance with local jurisdictions. The company’s primary focus is to provide clients with property tax appeal services and to be a trusted advisor and partner on all property tax related matters. FirstPointe acts as an extension of your asset and property management team. FirstPointe provides status updates and advises throughout the appeals process. FirstPointe firmly believes in great communication and that the best clients are informed clients.

Forge Capital Partners is a diversified, commercial real estate investment and investment management company. The company carries out its business strategy by sponsoring real estate-oriented private equity funds and through an affiliated group of companies, which include: Forge Capital Management, Forge Property Management, Forge Development Group, and Forge Real Estate Services. Since 2001, Forge and its principals have successfully sponsored four real estate-oriented, closed-end private equity funds and executed over $1 billion in commercial and multi-family residential real estate transactions.

Franklin Street was founded in 2006 and has exceeded the goals and expectations of our client’s diverse portfolios. As one of the fastest-growing full-service commercial real estate firms, we aim to expand our geographical reach by investing in the best industry professionals across all product types. When you work with Franklin Street, you can be confident that you are partnering with a firm that is fully committed to your success. Our success is built on a foundation of collaboration, integrity, hard work, accountability, and innovation, which are core values that guide everything we do.

Franklin Street offers a comprehensive suite of services, including Capital Markets, Investment Sales, Leasing, Insurance, Project Management, and Property/Facilities Management. With a nationwide presence, we pride ourselves on our collaborative platform, which delivers tailored solutions for our client’s commercial real estate needs. Our team works closely with each client to understand their unique requirements and develop strategies that optimize their investments, increase efficiency, and drive long-term success.

GreenPointe is a diversified real estate company and one of the largest privately held developers of residential and mixed-use communities in Florida. GreenPointe has an unparalleled reputation for integrity, innovation, vision, and results for its stakeholders.

GreenPointe Holdings was founded by visionary leader Edward E. Burr in 2008 with a charge to create livable communities of lasting value that fit the needs of today’s homebuyers. GreenPointe Holdings and each of its divisions are led by veterans of land and community development, homebuilding, lifestyle and amenities management, equity and debt financing, and infrastructure development. The combined leadership team has led the master planning and development of more than 80 communities and over 100,000 residential units.

With headquarters in Jacksonville and regional offices throughout Florida, GreenPointe is currently developing and managing 17 master-planned communities in 13 Florida counties.
For over 200 years, JLL (NYSE: JLL), a leading global commercial real estate and investment management company, has helped clients buy, build, occupy, manage and invest in a variety of commercial, industrial, hotel, residential and retail properties. A Fortune 500 company with annual revenue of $20.9 billion and operations in over 80 countries around the world, our more than 103,000 employees bring the power of a global platform combined with local expertise. Driven by our purpose to shape the future of real estate for a better world, we help our clients, people and communities SEE A BRIGHTER WAY.

Northmarq is an industry-leading capital markets resource for commercial real estate investors, offering seamless collaboration with top experts in debt, equity, investment sales, and loan servicing. We combine industry-leading capabilities with an open, flexible structure, enabling our team of seasoned professionals to create innovative solutions for clients. Northmarq negotiates more than $37 billion in transactions annually, and services a $76 billion portfolio. We offer clients the ideal combination of a strong national company capable of attracting a wide range of capital sources, a personalized approach to buying and selling multifamily and commercial properties, exceptional knowledge of local markets, and a robust loan servicing operation to manage the life of your loan. Northmarq is part of the Pohlad Companies family of businesses.

Ryan is an award-winning global tax services firm, with the largest indirect and property tax practices in North America and the sixth largest corporate tax practice in the United States. 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. 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 serves more than 9,000 clients in 40 countries, including many of the world’s most prominent Global 5000 companies.

Synovus is a financial services company based in Columbus, Ga. For 130 years, we’ve stayed true to the concept of banking as a service to our communities and to the people who live here. Our local knowledge combined with the expertise and resources of a large financial services company allow us to help our customers with their banking, lending, and investing needs.

With more than $61.8 billion in assets, Synovus provides commercial and retail banking services in Georgia, Alabama, Florida, South Carolina, and Tennessee. For more information on Synovus products, services, and locations, please visit www.synovus.com.

TRG was founded in Delray Beach, FL with a single mission: to offer a full spectrum of commercial retail real estate investment, development and management services throughout the United States while leveraging our most valued asset - relationships. Our team of entrepreneurial, passionate and skilled professionals carefully evaluates each opportunity with a sense of urgency and an acute attention to detail. Our founder, Rob Truett, has closed in excess of $1 billion of commercial real estate transactions, many of which involved complex deal structuring, distressed asset workouts and significant lease up exercises. The more challenging the deal, the better.

The FSU Real Estate Center would like to thank all of the sponsors who are participating in this year’s Real Estate TRENDS Conference.
PROGRAM HIGHLIGHTS

• The FSU Real Estate Program is ranked No. 6 in the nation among programs at public institutions (No. 9 among all universities, public and private) by U.S. News & World Report, 2024 ed.

• The program received a $1.22 million gift from the Kislak Family Foundation for need-based scholarships and program assistance. Students were awarded nearly $310,000 in Kislak scholarships and assistance for the 2022-23 academic year.

• Approximately 385 students (270 undergraduate students and 115 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 Masters of Science in Finance Program (MSF), (2) a combined bachelor’s/master’s pathways 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 1,500 guests attended Center organized conferences, forums, and events in the 2022-2023 academic 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

The FSU Real Estate Center recognizes the generosity of those who have provided major gifts to endowments that enable the programs, faculty, and students to excel.

PROGRAM PARTNERS

Donna Abood
Beth Azor
Kenneth Bacheller
Mark C. Bane Jr.
Bobby Byrd
Harold and Barbara Chastain
Marshall Cohn
Peter and Jennifer Collins

John Crossman/Crossman Career Builders
Crossman & Company
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Mark and Nan Casper Hills
Bob and Darby Hold
Evan D. Jennings
The Kislak Family Foundation, Inc.

Brett and Cindy Lindquist
George Livingston
William and Stephanie Lloyd
Shawn McIntyre/North American Properties
Greg Michaud
Francis Nardoza
Kyle D. Riva

MAJOR GIFTS TO ENDOW THE REAL ESTATE PROGRAM

• The Donna Abood Endowed Fund for Leadership in Real Estate
• The AREUEA Fund for the Advancement of Research in Real Estate
• The Beth Azor Legacy Commitment
• The Kenneth G. Bacheller Professorship in Real Estate
• The Mark C. Bane Professorship in Business Administration
• The Tom Bartelmo Endowed Fund for Excellence in Real Estate
• The William F. and Carmen B. Butler Endowment for Excellence in Real Estate – Legacy Commitment
• The Leonard Caplin Endowment for Excellence in Real Estate
• The Center for Real Estate Education and Research Endowment
• The J. Harold and Barbara M. Chastain Eminent Scholar Chair in Real Estate
• The Bryan and Karen Cohen Family Endowment for Excellence in Real Estate
• The Marshall S. Cohn Endowment for Excellence in Real Estate
• The Marshal Cohn Eminent Scholar Chair in Real Estate - Legacy Commitment
• The College of Business Real Estate Student Experiential Learning Fund
• The Peter and Jennifer Collins Real Estate Graduate Fellowship
• The Crossman Career Builders Scholarship for Real Estate
• The Crossman & Company Endowed Scholarship Fund for Real Estate
• The Philip N. Cusmano Excellence in Real Estate Memorial Scholarship
• The Scott and Marion Darling Endowment for Excellence in Real Estate
• The Barry A. Diskin Endowed Fund for Excellence in Real Estate Valuation
• The Foundry Commercial Excellence in Real Estate Endowed Scholarship
• The Dean H. Gatzlaff Professorship in Real Estate
• The Virginia Glass Endowed Scholarship in Real Estate
• The Mark and Nancy Casper Hills Professorship in Real Estate
• The Mark and Nancy Casper Hills Endowed Scholarship Fund for Real Estate
• The Mark and Nancy Casper Hills Professional Endowment for Excellence in Real Estate
• The Bob and Darby Hold Student Leadership Fund
• The Evan D. Jennings Executive Speaker Series in Real Estate
• The Kislak Fund for Excellence in Real Estate
• The Kislak Student Excellence Fund
• The Lindquist Endowed Real Estate Fellowship Fund
• The George Livingston Legacy Commitment
• The William and Stephanie Lloyd Endowment for Excellence in Real Estate
• The Michaud Endowment for Excellence in Real Estate
• The Francis J. Nardoza Endowed Scholars’ Fund
• The North American Properties Fund for Excellence in Education
• The Renegades of Real Estate Endowed Scholarship
• The Renegades of Real Estate Classic Endowed Scholarship
• The Riva Professorship in Real Estate
• The Edgar L. and Marguerite M. Schlitt Family Endowed Fund
• The David Singer Legacy Commitment
• The Billy Teel, Clara J. Milligan Teel, and Ann Teel Hatcher Endowed Scholarship Fund

The Florida State University Foundation recognizes gifts to FSU academics through additional donor recognition societies based on type and level of giving. It is the mission of these societies to thank donors for their generosity, as well as build and nurture lasting relationships between the university and those who support it with their wealth, wisdom, and work.
THE KISLAK FAMILY FOUNDATION

Generous gifts from the Kislak Family Foundation have enabled the FSU Real Estate Center to organize and host its FSU-Kislak Forums in South and Central Florida, as well as a featured session at the TRENDS Conference. In the 2022-2023 academic year, a combined total of nearly 1,000 people attended the FSU-Kislak forums and the sponsored conference session, including more than 180 FSU real estate 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 the students.

The Kislak Family Foundation, Inc., is a private philanthropic foundation established in 1992 to support leadership and innovation in the fields of education, arts and humanities, animal welfare and environmental preservation, and other charitable endeavors in the United States and abroad. Based in Miami Lakes, Florida, the foundation provides grant funding to a wide range of nonprofit organizations and projects.

THE FSU-KISLAK FORUMS – Miami, Fla., and Tampa, Fla. – 2023 Student Participants:

Adam Bouskila
Jack Burns
Madison Chaney
Madison De Matos
Dante Garofano
Madison Gogel
Jake Greifelt
Nicholas Heeb
Tiffinie Hicks
Garrett King
Steven Martinez
Max McGeachy
Briana Munoz
Christian Peters
Edward Platts
Patrick Pugliese
Juan Pulido
George Ramirez
Rachel Riseden
Jakob Robbins
Emory Sanderson
Jovan St. Victor
Abigail Vogel
Eric Williams
Noah Zuckerman

STUDENT INVOLVEMENT IN PROFESSIONAL MEETINGS

Generous gifts to the FSU Real Estate Center allow FSU real estate students to attend national events that enrich the educational experience, while introducing some of the college’s brightest young men and women to industry leaders. The gifts allow the real estate 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 – 2023 Student Participants:

Ashley Allen
Jack Burns
Preston Calvert
Jake Greifelt
Lauren Heck
Emma Knight
Steve Martinez
JT Marting
Antonio Nunez
Christian Peters
Patrick Pugliese
Juan Pulido
Rachel Riseden
Natalie Santizo
Jovan St. Victor

The Kislak Family Assistantship

Alexandra Ahr
Jack Burns
Bradley Dean
Jacob Kelly
Emma Knight
Sierra Wicker
James Wood

The Kislak Family Scholarship

Alexis Goldberg
Andres Guerra
Tiffinie Hicks
Eric Kilpatrick Jr.
Steven Martinez
Brandon Massaro
Hannah Moore
Christina Peters
Juan Pulido
Maggie Richardson
Natalie Santizo
Natalie Timm
Taylor Woods
SCHOLARSHIPS

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
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: Shawn McIntyre
2020: Tom Bartelmo
2021: Bill Lloyd
2022: Donna Abod
2023: Gregg Ickes

THE OUTSTANDING REAL ESTATE GRADUATE AWARD

This award is given annually in recognition of exemplary achievement, motivation and contribution while in the Real Estate Program at Florida State University. This award is given annually to a real estate student who graduated the previous academic year.

1996: Jason M. DePaula
1997: Julie Holt
1998: Erin Rouse Randall Planthaber
1999: Mark Capodilupo
2000: Edward Aguilar Terry Cooper
2001: LeeAnn Sheldon
2002: Dion Warren Stephanie Martin
2003: Maria Sanson Garrett Williams
2004: Erin Efstatian
2005: Asher Gunter Nataly Restrepo
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
2010: Natalie Champion Harvey Gonzalez Brad Wolfe
2011: Blake Miller Jonathan Sieg Tom Speno
2012: William Bumgarner Joe Cuffel Paul Formella
2013: Rebecca Bumgarner Joseph Kelley Samuel McCarter Kristie Milam
2014: Eva Branning Michael Brewster Emily Moallil
2015: JB Bowers Alexis Smith
2016: Nick Vinson
2017: Sarah Flemister Michelle Langborgh Race Smith Michael Walsh
2018: Anna Landon Rebekah Whittington
2019: Taylor Buchberger
2020: Piper Bolt Brian Flanagan Cameron Thatcher
2021: Hope Stephens Matthew Williams
2022: Agustin Smith
2023: Gustavo Rubio Eric Williams

Billy Teel, Clara Jo Milligan Teel, and Ann Teel Hatcher Scholarship
Steven Martinez
Joshua Marting

Crossman & Company Endowed Scholarship in Real Estate
Juan Pulido

The Foundry Commercial Excellence in Real Estate Endowed Scholarship
Alexis Goldberg
Maggie Richardson

Mark and Nancy Casper Hillis Endowed Scholarship in Real Estate
Joshua Albertson

The ICSC Foundation’s Undergraduate Real Estate Award
Henry Garazo Jr.
Logan Johnson

Phillip N. Cusmano Memorial Scholarship
Patrick Pugliese

Peter and Jennifer Collins Real Estate Graduate Fellowship
Jack Burns
Sierra Wicker

Society for Real Estate Professionals (SOREP) Scholarship
Bradley Dean
Juan Pulido

Lindquist Endowed Graduate Fellowship in Real Estate
Jacob Kelly

Renegades of Reel Estate Endowed Scholarship
Patrick Pugliese

South Florida Independent Retailers Scholarship
Ashley Allen

Virginia Glass Scholarship
Lauren Eknoian

The Barry A. Diskin Award
This award is given annually in recognition of exemplary performance in real estate market analysis and valuation.
Quinn Miller
The Executive Board, in conjunction with the efforts of the TRENDS Conference Committee, 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.

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Avison Young, Orlando, Fla.

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CUSHMAN & WAKEFIELD, West Palm Beach, Fla.

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CUSHMAN & WAKEFIELD, West Palm Beach, Fla.

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True Bay Group, Delray Beach, Fla.

THE EXECUTIVE BOARD & CONFERENCE COMMITTEE

FSU REAL ESTATE CENTER
TURNBULL CONFERENCE CENTER MAP

Turnbull Conference Center, 555 W Pensacola Street, Tallahassee, Fla.

SECOND FLOOR

WEDNESDAY
2:00 – 4:30 PM FSU Real Estate Center Job Fair

THURSDAY
8:30 – 8:45 AM Opening Remarks
8:45 – 9:45 AM Reflecting On a Year of Great Volatility – Winds of change in real estate and their impacts moving forward
10:00 – 10:45 AM 93 Years of Growth & Success – A look inside the green powerhouse, Publix.
11:00 – 11:45 AM “Florida Growth” The Pros and Cons of Florida Growth

THURSDAY
7:30 – 8:30 AM Continental Breakfast

FIRST FLOOR

WEDNESDAY
8:45 – 9:45 AM Networking Keys (Student-Only Forum)
10:00 AM – 12:30 PM “If I Were 21” Student/Mentor Roundtable (Students & Confirmed Participants Only)

THURSDAY
11:00 – 11:45 AM “What’s Working Today – A Focus on Niche Sectors”
12:00 – 2:00 PM Closing Luncheon with Featured Speaker
12:00 – 2:00 PM Overflow Seating for Closing Luncheon

THURSDAY
11:00 – 11:45 AM “What’s Working Today – A Focus on Niche Sectors”
12:00 – 2:00 PM Overflow Seating for Closing Luncheon
### wicked Wednesday, October 11, 2023

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:45 – 9:45 AM</td>
<td>Networking Keys (Student-Only Forum)</td>
<td>1st Floor - Room 108</td>
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<tr>
<td>10:00 AM – 12:30 PM</td>
<td>“If I Were 21” Student/Mentor Roundtable</td>
<td>1st Floor - Room 108</td>
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<tr>
<td>12:30 - 1:45 PM</td>
<td>Lunch - “High Performance Habits to put you in the top 1%”</td>
<td>1st Floor - Room 108</td>
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<tr>
<td>2:00 – 4:30 PM</td>
<td>FSU Real Estate Center Job Fair</td>
<td>2nd Floor - Auditorium</td>
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<tr>
<td>5:00 – 7:00 PM</td>
<td>REGISTRATION AND OPENING RECEPTION</td>
<td>6th Floor Terrace - Dunlap Champions Club</td>
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### Thursday, October 12, 2023

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
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<tbody>
<tr>
<td>7:30 AM</td>
<td>Registration Opens</td>
<td>1st Floor - Lobby</td>
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<tr>
<td>7:30 – 8:30 AM</td>
<td>Continental Breakfast</td>
<td>2nd Floor - Atrium</td>
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<tr>
<td>8:30 – 8:45 AM</td>
<td>Opening Remarks</td>
<td>2nd Floor - Auditorium (Room 214 for overflow seating)</td>
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<tr>
<td>8:45 – 9:45 AM</td>
<td>Reflecting On a Year of Great Volatility – Winds of change in real estate and their impacts moving forward.</td>
<td>2nd Floor - Auditorium (Room 214 for overflow seating)</td>
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<tr>
<td>9:45 – 10:00 AM</td>
<td>Break</td>
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<tr>
<td>10:00 – 10:45 AM</td>
<td>93 Years of Growth &amp; Success – A look inside the green powerhouse, Publix.</td>
<td>2nd Floor - Auditorium (Room 214 for overflow seating)</td>
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<tr>
<td>10:45 – 11:00 AM</td>
<td>Break</td>
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<tr>
<td>11:00 – 11:45 AM</td>
<td>Concurrent Sessions</td>
<td>2nd Floor - Auditorium (Room 214 for overflow seating)</td>
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<tr>
<td><strong>Session A</strong></td>
<td>“Florida Growth”</td>
<td>1st Floor - Room 103 (Room 101 for overflow seating)</td>
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<tr>
<td>The Pros and Cons of Florida Growth: How the growth of the state evolves with the new Live, Work, Play model and its impact on traditional development.</td>
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<tr>
<td>Craig Collin, Tavistock Development Company</td>
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<td>Scott Renick, The Villages</td>
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<td>Keith Schantz, TJX Companies</td>
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<td>Tara Tedrow, Lowndes</td>
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<td><strong>Session B</strong></td>
<td>“What’s Working Today – A Focus on Niche Sectors”</td>
<td>1st Floor - Room 103 (Room 101 for overflow seating)</td>
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<td>The success stories and emerging trends in alternative asset classes, including Adaptive Reuse, Single Family Residential for Rent, Medical Office, and Office Conversions, revealing the opportunities that await in today’s ever-evolving market.</td>
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<tr>
<td>Zach Drozda, AW Property Co.</td>
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<td>Vinette Godeja, Stearns Weaver Miller</td>
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<td>Jon Huang, Third &amp; Urban</td>
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<td>Ansley Nixon, Jamestown</td>
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<td>Ed Steffelin, Balcara Group, LLC.</td>
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<tr>
<td>11:45 AM – 12:00 PM</td>
<td>Break</td>
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<tr>
<td>12:00 – 2:00 PM</td>
<td>Closing Luncheon with Featured Speaker</td>
<td>1st Floor - Dining Room (Rooms 114 and 115 for overflow seating)</td>
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