

THE FSU REAL ESTATE CENTER'S

29<sup>TH</sup> REAL ESTATE  
**TRENDS**  
**CONFERENCE**

OCTOBER 11 & 12, 2023



FSU REAL ESTATE CENTER  
COLLEGE OF BUSINESS

## 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.

## LEGACY LEADERS



[kislakfamilyfoundation.org](http://kislakfamilyfoundation.org)



[sroacapital.com](http://sroacapital.com)

## GOLD SPONSORS



[homesbywestbay.com](http://homesbywestbay.com)

## GARNET SPONSORS



## CONTRIBUTING SPONSORS

- Alexander Investments International, Inc.
- Avison Young
- CBRE
- Cushman & Wakefield
- JMC Communities
- LeCesse Development
- Osprey Capital Partners
- Publix Charities
- Regency Centers
- Salzman Real Estate Advisors
- The Appraisal Institute Education and Relief Foundation
- Tyson Capital Group
- Voya Investment Management

## PARTICIPATING SPONSORS

- Acropolis Commercial Advisors LLC
- Akerman LLP
- Bishop Beale Duncan Realty, LLC
- Calhoun, Collister & Parham, Inc.
- Ciminelli Real Estate Services
- Cohen Commercial Realty, Inc.
- Cresa Global, Inc.
- Cureton Johnson & Associates
- Equinox Development Properties, Inc.
- Flonode
- Florida Realtors
- Halff Associates, Inc.
- Halstatt Real Estate Partners
- Harbour Real Estate Partners
- Kaufman Lynn Construction
- Lincoln Harris CSG
- Marcus & Millichap
- Paradise Ventures
- PEBB Enterprises
- PREFERRED Realty & Development
- Ram Realty Advisors
- RangeWater Real Estate
- Redstone Investments
- Residential Elevators
- Ryan Companies US, Inc.
- SRS Real Estate Partners
- Stiles
- Stonemont Financial Group
- TD Bank
- The Shopping Center Group
- The Villages Commercial Property Management
- Tropical Valuation Advisory
- Urban Cottages
- Watkins Real Estate Group, Inc

## OTHER SPONSORS

Coffee Break – Dunhill Management Corp.  
Conference Lanyards – REH Capital Partners, LLC

# SROA

# CAPITAL

SROACAPITAL.COM

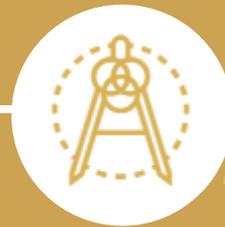
We are a vertically integrated private equity real estate & technology platform

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.



ACQUISITION



NEW CONSTRUCTION



OPERATOR

☎ 1 561-412-4719  
IR@SROACAPITAL.COM



# A Tradition of Philanthropy

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](http://www.KislakFamilyFoundation.org)  
[Info@KislakFamilyFoundation.org](mailto:Info@KislakFamilyFoundation.org)



# Tampa Bay's Largest Private Homebuilder



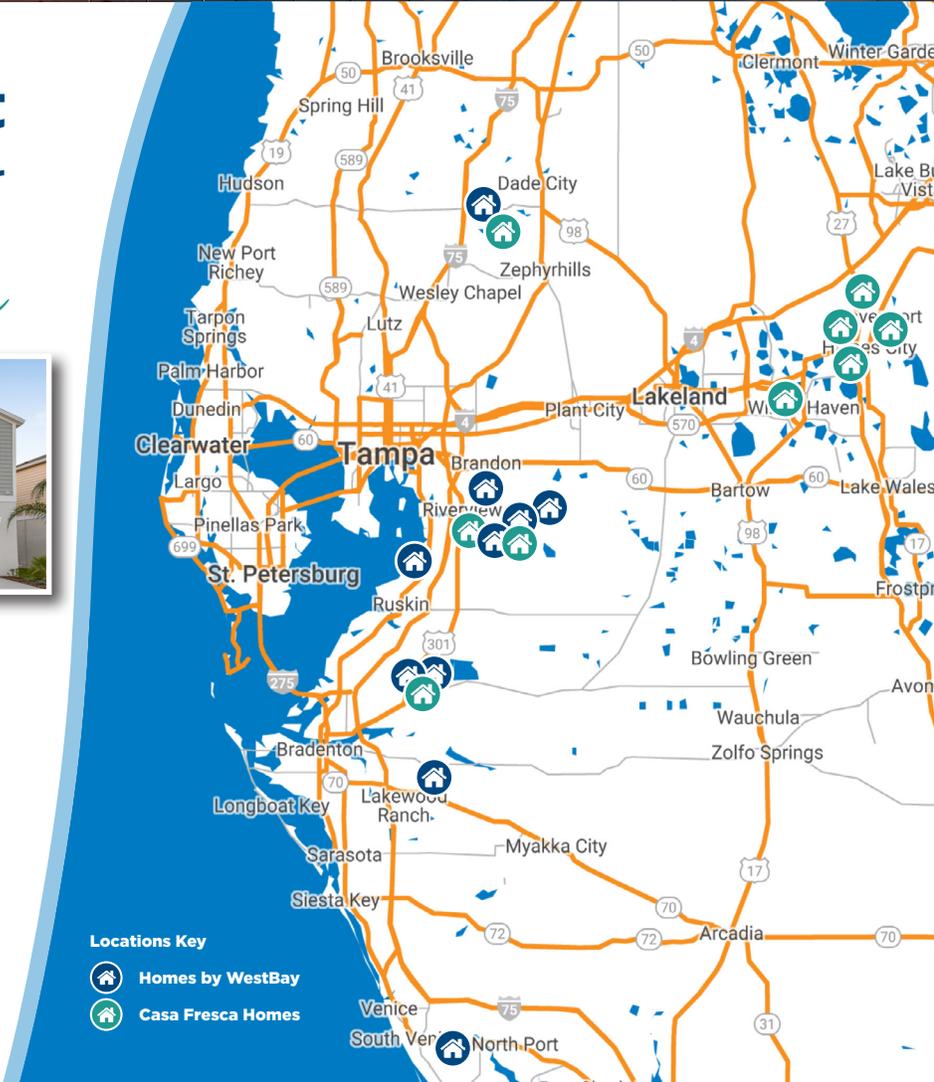
Locally & Nationally Recognized

Award Winning Homes

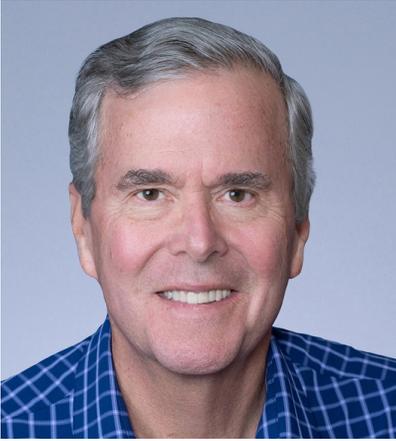


Locations Key

- Homes by West Bay
- Casa Fresca Homes



## FEATURED SPEAKERS & GUESTS



### **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.)*

# FEATURED SPEAKERS & GUESTS

*(Roger Morales, 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, Hulse & 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.



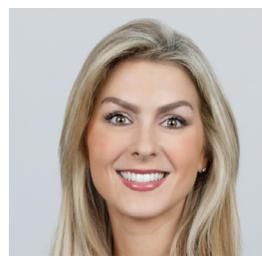
## **KEITH SCHANTZ**

**AVP, Senior Real Estate  
Director**  
TJX Companies  
Newberry, Fla.



## **ED STEFFELIN**

**CIO & Co Founder**  
Balcara Group and George  
Smith Partners  
New York, N.Y.



## **TARA TEDROW**

**Shareholder**  
Lowndes  
Orlando, Fla.

## 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

**Eric Apple**, Regency Centers  
**JB Bowers**, Voya Services Management  
**David Bradley**, Marcus & Millichap  
**DeOnte Brown**, FSU - Center for Academic Retention & Enhancement  
**Austin Burr**, GreenPointe Holdings, LLC  
**Neil Carson**, Kaufman Lynn Construction  
**Chris Cobb**, Lincoln Harris CSG  
**Bryan Cohen**, Cohen Commercial Realty, Inc.  
**Brian DePotter**, FirstPointe Advisors, LLC  
**Denise Dexter**, JLL  
**Michael Dreilinger**, ARES Management LLC  
**Chuck Ernst**, Paradise Ventures  
**Sarah Flemister**, Voya Services Management

**Anthony Garcia**, Ryan  
**Gannon Gruber**, Ryan  
**Eva Gullett**, Publix Super Markets, Inc.  
**Genny Hall**, Equinox Development Properties, Inc.  
**Jeff Handlin**, Urban Cottages  
**Matt Harrell**, Franklin Street  
**Matt Hoopfer**, The Villages Commercial Property Management  
**Thomas Howard**, Stonemont Financial Group  
**David Kaplan**, Stonemont Financial Group  
**Connor Kelley**, Ram Realty Advisors  
**Bill Lloyd**, R.K.M. Development Corp.  
**Chris Marino**, State Board of Administration  
**Nick Mau**, FirstPointe Advisors, LLC

**Chris McCarthy**, Cohen Commercial Realty, Inc.  
**Mark Metheny**, Homes by WestBay  
**Grady Miars**, GreenPointe Holdings, LLC  
**Tap Patel**, TD Bank  
**Nathan Perlmutter**, TD Bank  
**Nichole Popovics**, The Shopping Center Group  
**Sushayla Scanlan**, Marcus & Millichap  
**Carrie Smith**, Franklin Street  
**Myah Taylor**, Redstone Investments  
**Rob Truett**, Truett Realty Group  
**Robert Tyson**, Tyson Capital Group  
**Eric Wasserman**, Acropolis Commercial Advisors LLC  
**John William**, SEO

**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.

**1:45 – 2:00 PM Break**

**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.

**LaShawn Bates**, JLL  
**Desmond Blair**, RangeWater  
**JB Bowers**, Voya  
**David Bradley**, Marcus & Millichap  
**Michael Brewster**, Colliers  
**Neil Carson**, Kaufman Lynn Construction  
**Nick Chop**, Appraisal Institute Education and Relief Foundation  
**Chris Cobb**, Lincoln Harris CSG  
**Bryan Cohen**, Cohen Commercial Realty, Inc.  
**Brian DePotter**, FirstPointe Advisors, LLC  
**Marty Engelmann**, Tropical Valuation Advisory

**Sarah Flemister**, Voya  
**Brandt Foster**, Northwestern Mutual Real Estate  
**Anthony Garcia**, Ryan  
**Gannon Gruber**, Ryan  
**Eva Gullett**, Publix Super Markets, Inc.  
**Stacie Gurreri**, Franklin Street  
**Connor Kelley**, Ram Realty Advisors  
**Caleb Lewis**, JLL  
**Nick Mau**, FirstPointe Advisors, LLC  
**Chris McCarthy**, Cohen Commercial Realty, Inc.  
**Mark Metheny**, Homes by WestBay

**Peter Michaels**, Halstatt Real Estate Partners  
**Tap Patel**, TD Bank  
**Nathan Perlmutter**, TD Bank  
**Sushayla Scanlan**, Marcus & Millichap  
**James Walls**, RangeWater  
**Colton Williams**, Colliers  
**John Williams**, SEO  
**Christina Zarella**, Publix Super Markets, Inc.  
**Ryan Zink**, Appraisal Institute Education and Relief Foundation

## 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

**CONFERENCE SCHEDULE**  
**THURSDAY, OCTOBER 12, 2023 • TURNBULL CONFERENCE CENTER**

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. **SROA** | CAPITAL

**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**

# GARNET SPONSORS



[www.berkadia.com](http://www.berkadia.com)

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.



[www.first-pointe.com](http://www.first-pointe.com)

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.



[www.forgecapitalpartners.com](http://www.forgecapitalpartners.com)

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.



[www.franklinst.com](http://www.franklinst.com)

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.



[www.greenpointellc.com](http://www.greenpointellc.com)

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.

# GARNET SPONSORS



[www.jll.com](http://www.jll.com)

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.



[www.northmarq.com](http://www.northmarq.com)

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 Pohlads Companies family of businesses.



[www.ryan.com](http://www.ryan.com)

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.



[www.synovus.com](http://www.synovus.com)

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](http://www.synovus.com).



[www.truettrealty.com](http://www.truettrealty.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 AND MAJOR GIFTS

## 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  
Scott and Marion Darling  
Florida State Real Estate Network, Inc.  
Mark and Nan Casper Hillis  
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 Nardozza  
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 Marshall 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 Phillip 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 Hillis Professorship in Real Estate
- The Mark and Nancy Casper Hillis Endowed Scholarship Fund for Real Estate
- The Mark and Nancy Casper Hillis 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 Fund for Real Estate Excellence
- 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. Nardozza 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.

# SCHOLARSHIPS

## 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  
Steven 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

Alexandra Ahr  
Jack Burns  
Janet Chau  
Matthew Danise  
Bradley Dean  
Lauren Eknoian  
Henry Garazo Jr.

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

## 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 Real Estate Endowed Scholarship

Patrick Pugliese

## South Florida Independent Retailers

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 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:	Shawn McIntyre
2020:	Tom Bartelmo
2021:	Bill Lloyd
2022:	Donna Abood
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	2011:	Blake Miller Jonathan Sieg Tom Speno
1997:	Julie Holt	2012:	William Bumgarner Joe Cuffel Paul Formella
1998:	Erin Rouse Randall Planthaber	2013:	Rebecca Bumgarner Joseph Kelley Samuel McCarter Kristie Milam
1999:	Mark Capodilupo	2014:	Eva Branning Michael Brewster Emily Moallem
2000:	Edward Aguiar Terry Cooper	2015:	JB Bowers Alexis Smith
2001:	LeeAnn Sheldon	2016:	Nick Vinson
2002:	Dion Warren Stephanie Martin	2017:	Sarah Flemister Michelle Langborgh Race Smith Michael Walsh
2003:	Maria Sanson Garrett Williams	2018:	Anna Landon Rebekah Whittington
2004:	Erin Efstathion	2019:	Taylor Buchberger
2005:	Asher Gunter Nataly Restrepo	2020:	Piper Bolt Brian Flanagan Cameron Thatcher
2006:	Patrick Joseph Greive Lauren Hanley	2021:	Hope Stephens Matthew Williams
2007:	Kevin Dover Nicholas Mau Melissa McRoy	2022:	Agustin Smith
2008:	Jonathan Dickson Jordan Donaldson Andrea Torrico	2023:	Gustavo Rubio Eric Williams
2009:	Ashton Bligh David Hector Tim Sportschuetz Claire Thomas		
2010:	Natalie Champion Harvey Gonzalez Brad Wolfe		

# THE EXECUTIVE BOARD & CONFERENCE COMMITTEE

## FSU REAL ESTATE CENTER

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.

### CONFERENCE COMMITTEE

**MARY BEALE**, Director, Investment Sales  
BERKADIA, Orlando, Fla.

**MATTHEW BLOOMFIELD**, Partner  
HARBOUR RETAIL PARTNERS, Ft. Myers, Fla.

**JB BOWERS**, AVP Real Estate Investment Officer  
VOYA INVESTMENT MANAGEMENT, Atlanta, Ga.

**BRYAN CASTILLO**, Director of Finance  
2ND WAVE DEVELOPMENT, St. Petersburg, Fla.

**AUSTIN FREEDMAN**, Acquisitions Manager  
STILES, Ft. Lauderdale, Fla.

**KIM GABBARD**, Program Director, Advancement Services  
FSU REAL ESTATE FOUNDATION, Tallahassee, Fla.

**EVA GULLETT**, Real Estate Manager  
PUBLIX SUPER MARKETS, INC., Lakeland, Fla.

**GENNY HALL**, Senior Vice President & Partner  
EQUINOX DEVELOPMENT, Maitland, Fla.

**MATT HOOPFER**, CSM, FMA®, RPA®,  
Executive Director of Operations  
THE VILLAGES® COMMERCIAL PROPERTY MANAGEMENT,  
The Villages, Fla.

**RYAN KARLIN**, President  
STILES RETAIL GROUP, Ft. Lauderdale, Fla.

**CHRIS MCCARTHY**, Senior Associate  
COHEN COMMERCIAL REALTY, INC., North Palm Beach, Fla.

**JOHN MOGG**, Senior Portfolio Manager, Strategic Investments  
FLORIDA STATE BOARD OF ADMINISTRATION,  
Tallahassee, Fla.

**JOHN MARK RAMSEY** (Conference Chair), CEO & Founder  
SENTIO INVESTMENTS, Orlando, Fla.

**DAVID RENDINA**, Executive Vice President,  
Development & Acquisitions  
RENDINA REAL ESTATE DEVELOPMENT, Jupiter, Fla.

**THEKLA SALZMAN**, Principal  
SALZMAN REAL ESTATE ADVISORS, Dania Beach, Fla.

**CARRIE SMITH**, Managing Director  
FRANKLIN STREET, Jacksonville, Fla.

**ZACHARY SPEIGEL**, Vice President, Investments  
NORTH AMERICAN DEVELOPMENT GROUP, West Palm Beach, Fla.

**TOM SPENO JR.**, Director  
PREFERRED REALTY & DEVELOPMENT, Margate, Fla.

**J.C. TACOT**, Vice President, Debt and Structured Finance  
FOUNDRY COMMERCIAL, Tampa, Fla.

**ROB TRUETT**, Managing Principal  
TRUETT REALTY GROUP, Delray Beach, Fla.

**ERIC WILLIAMS**, Senior Director, Capital Markets  
JLL, Miami, Fla.

**LENARD WILLIAMS**, Vice President,  
Advisory & Transaction Services  
CBRE, Tampa, Fla.

**ANDREW WILSON**, Relationship Manager, CRE  
SYNOVUS, Atlanta, Ga.

**MARK ZEBOUNI**, Senior Vice President  
EASTDIL SECURED, Atlanta, Ga.

### EXECUTIVE BOARD

**PAUL AASE**, President  
ACTIVE SENIOR CONCEPTS, Suwanee, Ga.

**THOMAS BARTELMO**, President and CEO  
THE KISLAK ORGANIZATION, Miami Lakes, Fla.

**DAVID BESHEARS**, Executive Director,  
Valuation & Advisory Group  
CUSHMAN & WAKEFIELD, Tampa, Fla.

**BRYAN BORLAND**, Managing Director  
WOOD PARTNERS, Winter Park, Fla.

**AUDLEY BOSCH**, Senior Managing Director  
JLL, Miami, Fla.

**EDWARD BURR**, President & CEO  
GREENPOINTE HOLDINGS, LLC, Jacksonville, Fla.

**WILL BUTLER**, President  
REI-REAL ESTATE INSYNC, Tallahassee, Fla.

**MICHAEL CALE**, Co-head Debt Investments  
PIMCO PRIME REAL ESTATE LLC, Atlanta, Ga.

**JAY CAPLIN**, Principal  
SQUARE2 CAPITAL, Miami, Fla.

**JOHN CROSSMAN**, CEO  
CROSSMAN CAREER BUILDERS and  
CROSSMARC SERVICES, Orlando, Fla.

**DIANE D'ANGELO**, Executive VP & CFO  
THE LAS OLAS COMPANY, Ft. Lauderdale, Fla.

**SCOTT DARLING**, President  
AMERICAN REALTY ADVISORS, Los Angeles, Calif.

**MANUEL DE ZÁRRAGA**, Executive Managing Director  
JLL, Miami, Fla.

**EARNEST DELOACH**, Vice President - Legal  
BALFOUR BEATTY US, Orlando, Fla.

**BRIAN DEPOTTER**, Managing Partner, Property Tax  
FIRSTPOINTE ADVISORS, LLC, Ft. Lauderdale, Fla.

**LESLEY DEUTCH**, Managing Principal, Consulting  
JOHN BURNS REAL ESTATE CONSULTING, LLC, Boca Raton, Fla.

**DANIELLE DEVITO-HURLEY**, Shareholder  
GUNSTER LAW FIRM, Ft. Lauderdale, Fla.

**MICHAEL DIBLASI**, Managing Director, Tampa  
CBRE, Tampa, Fla.

**MICHAEL DREILINGER**, Principal  
ARES MANAGEMENT LLC, Atlanta, Ga.

**MARTIN C. ENGELMANN JR.**, President  
TROPICAL VALUATION ADVISORY, Tampa, Fla.

**CHARLES "CHUCK" ERNST**, CFO  
PARADISE VENTURES, INC., St. Petersburg, Fla.

**ROBERT ESPOSITO**, Chief Financial Officer  
STILES, Ft. Lauderdale, Fla.

**DAVID GABBAI**, Executive Managing Director, Retail Services  
COLLIERS - CENTRAL FLORIDA, Orlando, Fla.

**VINETTE GODELIA**, Shareholder  
STEARNS WEAVER MILLER WEISSLER ALHADEFF & SITTERSON,  
Tampa, Fla.

**MATTHEW HARRELL**, President - Insurance  
FRANKLIN STREET, Tampa, Fla.

**MICHAEL HARRELL**, CEO  
SOUTHWEST GEORGIA OIL COMPANY, Bainbridge, Ga.

**JEFF HARTSOOK**, Principal  
CRESA GLOBAL, INC., Miami, Fla.

**LAWRENCE "CHIP" HARTUNG**, President  
COLDWELL BANKER HARTUNG, Tallahassee, Fla.

**NAN CASPER HILLIS**, Retired, Chief Strategy Officer  
PRIME MERIDIAN BANK, Destin, Fla.

**GREGG ICKES**, President, Real Estate Services  
FOUNDRY COMMERCIAL, Orlando, Fla.

**HUNTER JONES**, Principal  
WHEELLOCK STREET CAPITAL, Greenwich, Conn.

**PATRICK KELLY**, Regional Managing Partner  
FRANKLIN STREET, Tampa, Fla.

**ALAN KLEBER**, Vice Chairman  
CUSHMAN & WAKEFIELD, Miami, Fla.

**BRETT LINDQUIST**, Co-Founder & CEO  
THE MORTGAGE FIRM, INC., Altamonte Springs, Fla.

**WILLIAM LLOYD**, President  
R.K.M. DEVELOPMENT CORP., St. Petersburg, Fla.

**CHRISTOPHER MARINO**, Portfolio Manager, Real Estate Acquisitions  
FLORIDA STATE BOARD OF ADMINISTRATION, Tallahassee, Fla.

**MARK METHENY** President, HBWB Land  
HOMES BY WESTBAY, Riverview, 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, Ft. Lauderdale, Fla.

**LEE NELSON**, Partner  
SHUTTS & BOWEN LLP, Tampa, Fla.

**BRIDGID O'CONNOR**, Vice President of Real Estate Strategy  
PUBLIX SUPER MARKETS, INC., Lakeland, Fla.

**RICK PULLUM**, President  
ONE FLORIDA BANK, INC., Orlando, Fla.

**NICHOLE POPOVICS**, EVP and Managing Director  
of Tenant Representation  
THE SHOPPING CENTER GROUP, Tampa, Fla.

**JOHN MARK RAMSEY**, CEO & Founder  
SENTIO INVESTMENTS, Orlando, Fla.

**BRETT RICHARDS**, Chief Investment Officer  
TITANCORP, Alpharetta, Ga.

**LARRY RICHEY**, Executive Vice Chairman  
CUSHMAN & WAKEFIELD, Tampa, Fla.

**KYLE D. RIVA**, (Executive Board Chair) President & CEO  
ALEXANDER INVESTMENTS INTERNATIONAL INC., Winter Park, Fla.

**KENNETH ROBINSON**, President & CEO  
DR. PHILLIPS CHARITIES, Orlando, Fla.

**STEPHANIE RODRIGUEZ**, National Director, Industrial Services  
COLLIERS, Miami, 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 SUMMBERG, Miami, Fla.

**GREG SPENCER**, CEO  
TIMBERS COMPANY, Winter Park, Fla.

**JASON STANTON**, Senior Managing Director - Investment Sales  
BERKADIA, Tampa, Fla.

**CHRISTOPHER THOMSON**, Executive Managing Director/  
Industrial Brokerage  
CUSHMAN & WAKEFIELD, West Palm Beach, Fla.

**KATIE TROTT**, Principal of Brokerage Services  
FOUNDRY COMMERCIAL, Tampa, Fla.

**ALISON WILLIAMS**, Senior VP & Chief Productions Officer  
WALKER & DUNLOP, Tampa, Fla.

**ROBIN ZEIGLER**, Founder & CEO  
MURAL REAL ESTATE PARTNERS, New York, N.Y.

# 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

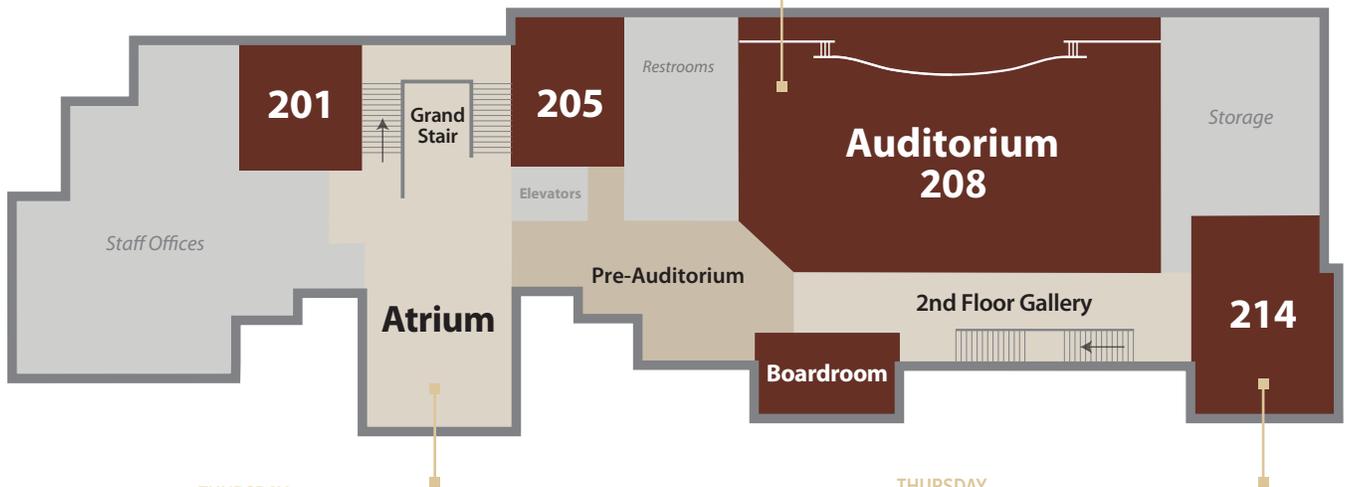
Reflecting On a Year of Great Volatility – Winds of change in real estate and their impacts moving forward

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

### THURSDAY

8:30 AM – 11:45 PM Overflow seating for 2nd Floor sessions

## 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)

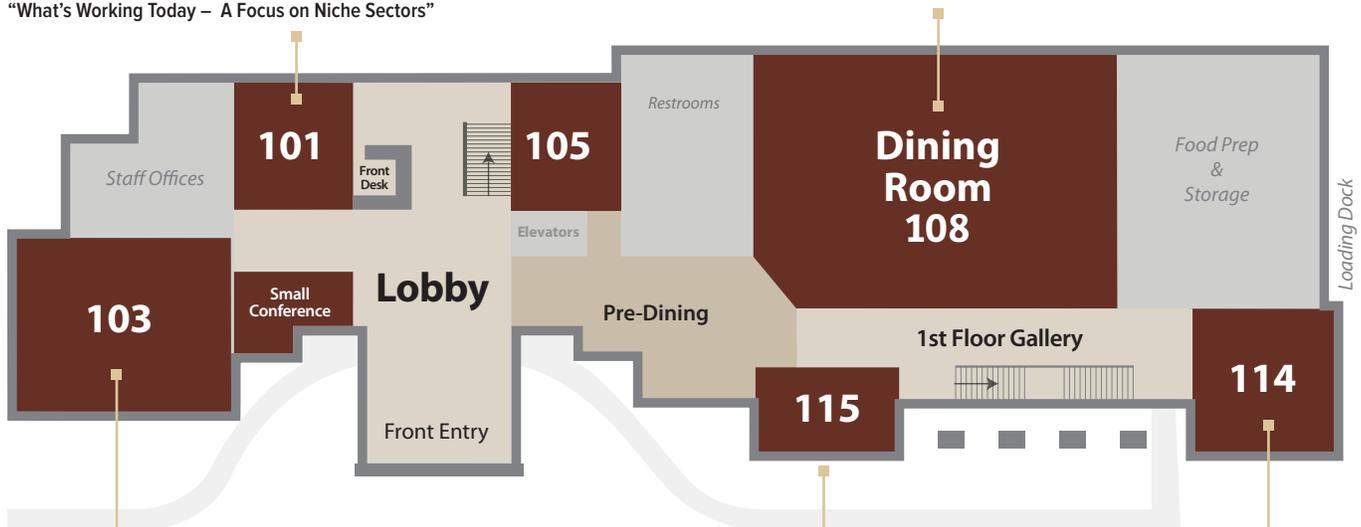
### THURSDAY

11:00 – 11:45 AM Overflow Seating for “What’s Working Today – A Focus on Niche Sectors”

### THURSDAY

12:00 – 2:00 PM

Closing Luncheon with Featured Speaker



### THURSDAY

11:00 – 11:45 AM “What’s Working Today – A Focus on Niche Sectors”

### THURSDAY

12:00 – 2:00 PM Overflow Seating for Closing Luncheon

# THE FSU REAL ESTATE CENTER'S 28TH REAL ESTATE TRENDS CONFERENCE

## SCHEDULE AT A GLANCE

### WEDNESDAY, OCTOBER 11, 2023

**Location: FSU Turnbull Conference Center**

8:45 – 9:45 AM	Networking Keys (Student-Only Forum)	1st Floor - Room 108
10:00 AM – 12:30 PM	“If I Were 21” Student/Mentor Roundtable	1st Floor - Room 108
12:30 - 1:45 PM	Lunch - “High Performance Habits to put you in the top 1%”	1st Floor - Room 108
2:00 – 4:30 PM	FSU Real Estate Center Job Fair	2nd Floor - Auditorium
5:00 – 7:00 PM	<b>REGISTRATION AND OPENING RECEPTION</b>	

**Location: 6th Floor Terrace -  
Dunlap Champions Club**

### THURSDAY, OCTOBER 12, 2023

**Location: FSU Turnbull Conference Center**

7:30 AM	Registration Opens	1st Floor - Lobby
7:30 – 8:30 AM	Continental Breakfast	2nd Floor - Atrium
8:30 – 8:45 AM	Opening Remarks <i>John Mark Ramsey, Sentio Investments</i>	2nd Floor - Auditorium (Room 214 for overflow seating)
8:45 – 9:45 AM	Reflecting On a Year of Great Volatility – Winds of change in real estate and their impacts moving forward. <i>Roger Marales, KKR</i> <i>Andrew Rosivach, Wolfe Research</i>	2nd Floor - Auditorium (Room 214 for overflow seating)
9:45 – 10:00 AM	Break	
10:00 – 10:45 AM	93 Years of Growth & Success – A look inside the green powerhouse, Publix. <i>Bridgid O'Connor, Publix Super Markets, Inc.</i> <i>Kevin Murphy, Publix Super Markets, Inc.</i>	2nd Floor - Auditorium (Room 214 for overflow seating)
10:45 – 11:00 AM	Break	
11:00 – 11:45 AM	Concurrent Sessions	
	<b>Session A - “Florida Growth”</b> 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. <i>Craig Collin, Tavistock Development Company</i> <i>Scott Renick, The Villages</i> <i>Keith Schantz, TJX Companies</i> <i>Tara Tedrow, Lowndes</i>	2nd Floor - Auditorium (Room 214 for overflow seating)
	<b>Session B - “What’s Working Today – A Focus on Niche Sectors”</b> 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. <i>Zach Drozda, AW Property Co.</i> <i>Vinette Godelia, Stearns Weaver Miller</i> <i>Jon Huang, Third &amp; Urban</i> <i>Ansley Nixon, Jamestown</i> <i>Ed Steffelin, Balcara Group, LLC.</i>	1st Floor - Room 103 (Room 101 for overflow seating)
11:45 AM – 12:00 PM	Break	
12:00 – 2:00 PM	Closing Luncheon with Featured Speaker <i>Jeb Bush, Finback Investment Partners</i> <i>John Thrasher, The Southern Group</i>	1st Floor - Dining Room (Rooms 114 and 115 for overflow seating)