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TRENDS CONFERENCE**

OCTOBER 6 & 7, 2022



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

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FEATURED SPEAKERS & GUESTS



CEDRIC BOBO

CEO & Co-Founder
Project Destined

Washington, D.C.

Cedric Bobo is the CEO and co-founder of Project Destined, a social impact vehicle that trains urban youth and military veterans to be owners and stakeholders in the communities in which they live, work and play.

Prior to founding Project Destined, Bobo spent more than 20 years as an investor and investment banker, including over 10 years at The Carlyle Group, where he committed more than \$2 billion in equity capital. Before Carlyle, he worked at D.L.J. Merchant Banking in London and McCown De Leeuw. He is the co-founder of Charter Board Partners, a non-profit focused on governance in the charter school sector. Cedric received his MBA from Harvard Business School and a BSME, summa cum laude from the University of Tennessee.



ZACH DRISCOLL

Head of Real Estate Partnerships
HqO

Boston, Mass.

Zach Driscoll is a founding team member at HqO and is in his sixth year with the company. He has worn many hats during his tenure at HqO, and in his current role as a head of Real Estate Partnerships, he is responsible for ensuring alignment between HqO and its largest partners and investors, like JLL. Driscoll began his career working for two great Boston tech firms – Acquia & HubSpot – where he helped his clients leverage open source software, cloud hosting platforms and digital marketing tools to meet and exceed the rapidly-evolving expectations of their customers. Driscoll grew up in Concord, Massachusetts and moved to Chicago in 2021 to grow HqO's presence in the Midwest. He is a Middlebury College graduate.



CHRISTINE HURTSELLERS

CEO
Voya Investment Management

Atlanta, Ga.

Christine Hurtsellers is chief executive officer of Voya Investment Management, the asset management business of Voya Financial. In this leadership role, Hurtsellers drives the strategic direction and operational performance of Voya Investment Management, which manages more than \$264 billion in assets as of December 30, 2021, for both affiliated and external institutions as well as individual investors. The firm, which has a more than 40-year history, is a Top 25

FEATURED SPEAKERS & GUESTS

(Christine Hurtsellers, Cont.)

manager of U.S. institutional and defined contribution assets across equities, fixed income and multi-asset strategies and solutions. Hurtsellers also serves on Voya Financial's executive committee.

Before becoming CEO in September 2016, Hurtsellers was chief investment officer of fixed income at Voya Investment Management. In this role, she led a team of more than 100 investment professionals with more than \$134 billion in fixed income assets under management. Prior to that, she was head of structured finance and also served on a mortgage-backed securities team that was responsible for the highly successful track record of the company's proprietary mortgage derivatives portfolios. As a member of the Voya Financial operating committee, Hurtsellers collaborated on overall business strategy and key corporate-wide initiatives.

Hurtsellers is a board member of Pomona Capital and serves on the ICI's board of governors. She was also a member of the U.S. Treasury Borrowing Advisory Committee from 2013 until 2021. In 2014 and 2018, Hurtsellers was named one of Money Management Executive's top women in asset management. In addition, in 2020 and 2021, she was named to Barron's magazine's list of the "100 Most Influential Women in Finance" and was also named as one of the "Top CEOs in Atlanta" by the Atlanta Business Chronicle.

Hurtsellers earned a Bachelor of Arts in finance with high honors from Indiana University's Kelley School of Business and holds the Chartered Financial Analyst® designation.



SONNY KALSI

Co-CEO
BentallGreenOak

New York City, N.Y.

Sonny Kalsi is the co-CEO of BentallGreenOak (BGO) and is based in New York City. BGO is a leading, global real estate investment management advisor and a globally recognized provider of real estate services with approximately \$70 billion in assets under management. BGO has 24 offices worldwide and more than 1,300 employees and manages real estate debt and real estate assets on behalf of clients in primary, secondary and co-investment markets.

Kalsi was previously a founder of GreenOak Real Estate in 2010 and, together with the team, built the business organically to \$12 billion in assets under management in 10 countries with more than 100 employees. Before co-founding GreenOak, he was the global co-head of Morgan Stanley's Real Estate Investing (MSREI) business and president of the Morgan Stanley Real Estate Funds until 2009. At its peak, the platform had approximately \$100 billion in assets under management in 33 countries.

Kalsi is a graduate of Georgetown University and continues to be very involved with the school in advancing academic initiatives. He has been cited by Private Equity Real Estate magazine as one of the "30 Most Influential" people in private equity real estate globally. He is on the board of organizations including Georgetown University, Teaching Matters, Room to Read, Asia Society and the Hirshhorn Museum.

FEATURED SPEAKERS & GUESTS



SANDEEP MATHRANI

CEO
WeWork

New York City, N.Y.

Since February 2020, Sandeep Mathrani has served as chief executive officer and a board of directors member for WeWork. He was elected chairman of the board in March 2022. Mathrani most recently served as CEO of Brookfield Properties' Retail Group and vice chairman of Brookfield Properties. Prior to that, he served as CEO of GGP Inc. for eight years, during which

the company was capitalized in 2010, experienced eight years of growth and in 2018 was sold to Brookfield Property Partners. Prior to joining GGP, Mathrani was president of Retail for Vornado Realty Trust, where he oversaw the firm's U.S. retail real estate division and operations in India, comprised principally of office properties. During his tenure, he was responsible for stabilizing and growing the portfolio. Before that, he spent eight years as executive vice president at Forest City Ratner, where he was tasked with starting and growing a new platform of retail properties across the five boroughs of New York City.

Mathrani currently serves as a board of directors member of Dick's Sporting Goods, Tanger Factory Outlet Centers, Inc. and Bowlero. He also serves on WeWork Capital Advisors LLC's management committee. Previously, Mathrani served as a member of the board of directors member of Host Hotels & Resorts, Inc. and was the 2019 chair of NAREIT. He also served on the executive board and the board of trustees for the International Council of Shopping Centers (ICSC).

Mathrani earned a Bachelor of Engineering, Master of Engineering and a Master of Management Science from Stevens Institute of Technology.



RAJ SINGH

Managing Partner
JLL Spark

Menlo Park, Calif.

Raj Singh is managing partner of JLL Spark Global Ventures, the corporate venture capital group of Jones Lang LaSalle, focused on strategic proptech investments. Previously, he was interim co-head, managing director and head of investments at JetBlue Technology Ventures, the CVC of JetBlue Airways. He also was CEO and co-founder of London-based Sooqini, an on-demand economy task delegator for small businesses. As a GP and co-founder of Pervasive Technology Ventures, and as a principal for the New York-based VC arm of Investcorp, Singh sourced, negotiated and closed investments in tech start-ups. Singh holds an M.B.A. from INSEAD and a B.S. in computing science from Imperial College.

FEATURED SPEAKERS & GUESTS



WILLY WALKER

Chairman & CEO
Walker & Dunlop

Denver, Colo.

Willy Walker is chairman and chief executive officer of Walker & Dunlop. Under his leadership, Walker & Dunlop has grown from a small, family-owned business to one of the largest commercial real estate finance companies in the United States. Walker & Dunlop is listed on the New York Stock Exchange, and in its first ten years as a public company has seen its shares appreciate more than 800%. The firm was also No. 17 on Fortune's 2017 list of "Fastest Growing Public Companies," and has been named a Best Workplace for five of the past six years by the Great Place to Work® Institute. Walker received the Ernst & Young Entrepreneur of the Year award in 2011 and was named "Financier of the Year" in 2017 and 2020 by Commercial Mortgage Observer.

Walker received his master's degree in business administration from Harvard University and a bachelor's degree from St. Lawrence University. He serves on the board of the U.S. Olympic and Paralympic Foundation. He formerly served on the boards of St. Albans School, the Mortgage Bankers Association and Children's National Medical Center. Walker is also a member of the Real Estate Roundtable.



JOHN CROSSMAN

CEO
CrossMarc Services &
Crossman Career Builders

Orlando, Fla.



MANNY DE ZÁRRAGA

**Executive
Managing Director**
JLL

Miami, Fla.



ALEX MASSEY

**Director of Corporate
Sponsorships**
FSU College of Business

Tallahassee, Fla.



GREG MICHAUD

**Managing Director - Head
of Real Estate Finance**
Voya Investment
Management

Atlanta, Ga.



KYLE RIVA

CEO & President
Alexander Investments
International, Inc.

Winter Park, Fla.

CONFERENCE SCHEDULE

THURSDAY, OCTOBER 6, 2022 • TURNBULL CONFERENCE CENTER

PRE-CONFERENCE STUDENT EVENTS

Student events are held at the FSU Turnbull Conference Center, 555 W. Pensacola St., Tallahassee, Fla.

10:30 – 11:30 AM **Networking Keys (Student-Only Forum)**

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

Organized by: **John Crossman**, CrossMarc Services & Crossman Career Builders, Orlando, Fla.

11:45 AM – 1:45 PM **“If I Were 21” Student/Mentor Roundtable**

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

Edjuan Bailey, Halff Associates, Inc.
Dave Beshears, Cushman & Wakefield
Bryan Cohen, Cohen Commercial Realty, Inc.
Shaun Cranston, Halff Associates, Inc.
R.J. DeBee, BBG Real Estate Services
Jeff Dervech, Dervech Real Estate, Inc.
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Liam O'Reilly, GreenPointe Holdings, LLC
Nichole Popovics, The Shopping Center Group
Greg Rainey, Berkadia
Carrie Smith, Franklin Street
HP Sori, TD Bank
Jaime Sturgis, Native Realty
Myah Taylor, Redstone Investments
Rob Truett, Truett Realty Group
Will Wamble, SRS Real Estate Partners
Justin West, Marcus & Millichap

Moderator: **John Crossman**, CrossMarc Services & Crossman Career Builders, Orlando, Fla.

2:00 – 4:00 PM **Speed Connections**

This session enables prospective employers to briefly meet with students of the program for recruiting. Limited to conference sponsors who have requested and reserved space at this session.

Hunter Adams, BBG Real Estate Services
Eric Apple, Regency Centers
JP Bacariza, Ryan Companies US, Inc.
Dave Beshears, Cushman & Wakefield
Piper Bolt, Timbers Company
Nick Chop, Appraisal Institute Education
& Relief Foundation
Bryan Cohen, Cohen Commercial Realty, Inc.
R.J. DeBee, BBG Real Estate Services
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Cary Fronstin, Foundry Commercial
David Gabbai, Colliers - Central Florida
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Chris Silverwood, HealthTrust
Greg Spencer, Timbers Company
Jaime Sturgis, Native Realty
Alison Williams, Walker & Dunlop
Ryan Zink, Appraisal Institute Education
& Relief Foundation

Moderator: **Alex Massey**, FSU College of Business, Tallahassee, Fla.

CONFERENCE REGISTRATION AND OPENING RECEPTION

Thursday evening opening events are held at the AC Hotel by Marriott, 801 S. Gadsden St., Tallahassee, Fla.

4:30 – 6:30 PM **Registration and Opening Reception**

The reception will be held at Firestone Plaza at the AC Hotel.

Presiding: **Kyle D. Riva**, CEO & President, Alexander Investments International, Inc., Winter Park, Fla. (Executive Board Chair)

The conference thanks Cushman & Wakefield, NAI TALCOR and Stearns Weaver Miller for their sponsorship of this event.



7:00 PM **Sponsor Dinner (Private Event)**

Private dinner in the Cascades Ballroom at the AC Hotel for Legacy Leader, Gold and Garnet sponsors. Limited seating based on tickets on behalf of sponsorship.

The conference thanks REH Capital Partners, LLC for its sponsorship of this event.



CONFERENCE SCHEDULE
FRIDAY, OCTOBER 7, 2022 • TURNBULL CONFERENCE CENTER

Friday events are held at the FSU Turnbull Conference Center, 555 W. Pensacola St., Tallahassee, Fla.

7:30 AM **Registration Opens**

7:30 – 8:30 AM **Continental Breakfast**

8:30 – 8:45 AM **Opening Remarks**

Presiding: **Manny de Zárraga**, Executive Managing Director, JLL, Miami, Fla.

8:45 – 9:45 AM **Investing With An Impact – The Intersection of Financial Returns and Corporate Responsibility**

A CEO's perspective navigating a multi-asset +\$370 billion portfolio at the forefront of Environmental, Social, Governance (ESG) investment strategies.

Christine Hurtsellers, CEO, Voya Investment Management, Atlanta, Ga.

Moderator: **Greg Michaud**, Managing Director - Head of Real Estate Finance, Voya Investment Management, Atlanta, Ga.

The conference thanks Berkadia for its sponsorship of this session. 

9:45 – 10:00 AM **Break**

10:00 – 11:00 AM **Skip the Mundane and Dinosaurs - Go Big - Go PropTech - Go Metatech!**

A tour through the future (actually, today) of how prop-tech and the meta-verse are totally reshaping the way we work in, invest in and enjoy commercial real estate.

Raj Singh, Managing Partner, JLL Spark, Menlo Park, Calif.

Zach Driscoll, Head of Real Estate Partnerships, HqO, Boston, Mass.

The conference thanks Franklin Street for its sponsorship of this session. 

11:00 – 11:15 AM **Break**

11:15 AM – 12:15 PM **The Beauty of Investing in Human Capital to Drive Real Estate ROI**

Global CEO's who have built amazing, yet highly different commercial real estate investment organizations, share their common passion and best practices on investing in human capital to drive investment returns.

Sonny Kalsi, Co-CEO, BentallGreenOak, New York City, N.Y.

Sandeep Mathrani, CEO, WeWork, New York City, N.Y.

Moderator: **Cedric Bobo**, CEO & Co-Founder, Project Destined, Washington, D.C.

The conference thanks JLL for its sponsorship of this session. 

12:15 – 12:30 PM **Break**

CLOSING SESSION

12:30 PM – 2:00 PM **Closing Luncheon: Setting the Pace and Culture in the Face of Disruption**

Closing Luncheon with featured speaker, **Willy Walker**, Chairman & CEO, Walker & Dunlop, discussing how the firm strived to set the pace and culture of a commercial real estate finance company in the face of disruption.

Willy Walker, Chairman & CEO, Walker & Dunlop, Denver, Colo.

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



2:00 PM **Conference Adjourns**



Proud of our team members shaping the future of **real estate globally** for a better world

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BBG is a leading national commercial real estate firm. Headquartered in Dallas, the firm has 48 offices in key U.S. markets and serves more than 4,500+ clients. BBG offers comprehensive services including valuation, advisory, assessment, desktop evaluation, energy services, cost segregation, zoning and ALTA surveys. The nationwide team includes experienced valuation professionals, many of whom are MAI designated and LEED certified and its assessment team is comprised of engineers, architects and scientists. BBG offers in-house valuation and environmental and property condition assessment services for all commercial property types. As one of the Big Five national commercial real estate valuation firms, BBG has achieved a reputation for personal attention, on-time delivery and deep expertise in multi-family, retail and industrial sectors. For more information about BBG, please visit www.bbgres.com.



www.colliers.com

Colliers is a leading diversified professional services and investment management company. With operations in 63 countries, more than 17,000 enterprising professionals work collaboratively to provide expert advice to real estate occupiers, owners and investors. A company at the forefront of the real estate industry, leading the way and backed by an exceptional record of success, Colliers is building for its future – and yours. Colliers strives to build business at a competitive pace by augmenting internal growth with smart strategic acquisitions that increase market share, expand service offerings and extend geographic reach for the benefit of clients and shareholders. For more than 27 years, our experienced leadership with significant inside ownership has delivered compound annual investment returns of 20% for shareholders. With annual revenues of \$4.5 billion and \$81 billion of assets under management, Colliers maximizes the potential of property and real assets to accelerate the success of our clients, our investors and our people.



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CBRE is the world's largest commercial real estate services and investment company, with the No. 1 global market position in leasing, property sales, outsourcing, property management and valuation. CBRE is also the largest commercial property developer in the U.S. and has nearly \$147 billion of assets under management within its investment management business. CBRE has more than 105,000 employees (excluding Turner & Townsend employees) who serve clients in more than 100 countries, including over 90% of the Fortune 100.



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It all started in 1932 with a simple belief... PEOPLE build buildings, not companies. For 90 years, Culpepper Construction Company has remained true to this core value and embraced its team-first culture. Culpepper Construction Company builds places to LIVE, spaces to HEAL and environments to LEARN and WORK. Located in North Florida, Culpepper Construction Company is an award-winning construction management firm. Team Culpepper offers dynamic and effective outside-of-the-box solutions capable of bringing its clients' dreams to life. Innovators. Problem-solvers. Doers. Visionaries. -- they are a team of tenacious professionals with a passion for work and an innate understanding of the ever-evolving landscape of modern-day construction. They are teams of people creating experiences of transformation. Team Culpepper values relationships and their legacy. They build their reputation every day on every project in the communities in which they work and live. If their clients can imagine it, Team Culpepper can build it! Welcome to Culpepper. Welcome to their next 90 years...



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Cushman & Wakefield (NYSE: CWK) is a leading global real estate services firm that delivers exceptional value for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with approximately 50,000 employees in over 400 offices and approximately 60 countries. In 2021, the firm had revenue of \$9.4 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services. To learn more, visit www.cushmanwakefield.com or follow @CushWake on Twitter.



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.

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Department of Urban & Regional Planning

www.coss.fsu.edu/durp/

Florida's oldest and largest planning program, the Department of Urban and Regional Planning at Florida State University (FSU DURP) trains professional planners who now work all across Florida and nationwide for nearly 60 years. The department's newest initiative has been to deepen its relationship with the real estate development industry and to foster creative collaboration between planners and developers. FSU DURP believes resilient, sustainable, equitable and prosperous communities can be created under innovative partnerships between the public and the private sector. FSU DURP looks forward to expanding its presence in the FSU Real Estate network and charting new pathways for working closely with the real estate professionals of Florida.



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 more than 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.



www.homesbywestbay.com

Homes by WestBay offers a new kind of home building experience with a focus to deliver an exceptional home-building experience at an outstanding value. Recognized both nationally and regionally for our award-winning new home designs, they offer new single-family homes for sale throughout the finest new communities in the Greater Tampa Bay area. Founded in 2009, Homes by WestBay has evolved into being the largest, privately owned new homebuilder in the Tampa Bay market.



www.marcusmillichap.com

Marcus & Millichap is a leading firm specializing in commercial real estate sales, financing, research and advisory services. Their firm has the largest team of investment specialists in the industry, dedicated to meeting the diverse needs of private and major/institutional investors throughout the United States and Canada. With more than 80 offices throughout the United States and Canada, Marcus & Millichap has local experts with experience in every major market.



www.naitalcor.com

NAI TALCOR was founded in 1990 as a real estate brokerage firm that specializes exclusively in commercial properties in North Florida, South Georgia and South Alabama. Spanning 30+ years of commercial real estate experience, the brokerage company is staffed with the most experienced and competent professionals in the real estate business. Tallahassee's largest locally owned commercial real estate firm, NAI TALCOR offers specialists in retail, office, agricultural, multi-family, industrial and investment property sectors. All services are supported by the NAI Global Network, the world's largest network provider of commercial real estate services. This gives NAI TALCOR the ability to solve clients' commercial real estate needs around the corner or around the world. NAI TALCOR clients receive global reach with local expertise, a truly distinct advantage in commercial real estate services. Whether real estate requirements are in one market or many, the company helps clients understand the market and to acquire, dispose of, develop or manage property with ease.



www.nativerealty.com

Led by FSU alumnus Jaime Sturgis and featuring several FSU graduates as key team members, Native Realty is one of South Florida's fastest-growing real estate brokerage firms. Native is disrupting the traditional brokerage industry with its holistic approach to shaping the neighborhoods its team members live, work and spend time in. The full-service firm is credited with curating South Florida's coolest emerging areas, including Fort Lauderdale's Flagler Village. Native is a market maker because of its unparalleled local knowledge, relationships and creativity. It is seeking talented and passionate Seminoles to join its rapidly expanding team. Visit www.NativeRealty.com to learn more.

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Osprey capital is a private real estate lender and investment group that provides bridge loans, mezzanine loan and preferred equity investments for commercial real estate projects and senior note acquisitions throughout the Southeastern United States. To date, Osprey capital has participated in more than \$900 million of commercial real estate transactions, and its principals have been directly involved in more than \$10 billion of commercial real estate transactions across the entire capital stack.



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.sroacapital.com

SROA Capital, LLC is a real estate investment and technology company focused on the acquisition and operation of self-storage properties nationwide. SROA owns and operates approximately 15 million rentable square feet across 25 states under the brand Storage Rentals of America. For more information, please visit www.sroacapital.com.



www.stearnsweaver.com

Stearns Weaver Miller is a full-service law firm that provides innovative legal and business solutions. For more than 40 years, its multidisciplinary team of attorneys and professionals have worked collaboratively to help clients understand the impact of the law and the regulatory environment on their businesses. They proudly serve clients locally, statewide, nationally and globally from offices in Miami, Coral Gables, Fort Lauderdale, Tampa and Tallahassee, Florida. Our land development, zoning and environmental team consists of land use, environmental, property rights, and litigation attorneys, in-house planners, GIS mapping, and governmental affairs professionals. Their real estate group provides clients with a broad range of representation in all areas of residential and commercial real estate development.



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 \$57.3 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.



www.timberscompany.com

Timbers Company, the company behind Timbers Resorts and Soleil Hotels & Resorts, is the developer and operator of a collection of luxury properties in the worlds' most exclusive high-end destinations. The Timbers Company's portfolio includes boutique resorts, hotels, master planned communities and private residence clubs in some of the world's most sought-after ski, golf, leisure and beach locations. Since its founding in 1999, Timbers Resorts has been committed to being authentic to the place, delivering unique experiences, focusing on family and experiences, and never compromising quality and service. Timbers Company also manages a luxury rental business, where guests can rent some of their most exclusive residences at the resorts. Owners at properties in the Timbers are granted an ownership experience with expanded benefits through a host of travel and lifestyle partners, as well as access to the Timbers Reciprocity Program and the ability to trade vacation time with other destinations in the portfolio. Current Timbers Collection properties can be found in Aspen, Beaver Creek, Cabo San Lucas, Captiva Island, Jupiter, Kaua'i, Kiawah Island, Maui, Napa, Scottsdale, Sonoma, Southern California, Steamboat, Tuscany and Vail.



www.truettrealty.com

TRG was founded in Delray Beach, Florida 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 its most valued asset - relationships. Their team of entrepreneurial, passionate and skilled professionals carefully evaluates each opportunity with a sense of urgency and an acute attention to detail. 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.

PROGRAM HIGHLIGHTS AND MAJOR GIFTS

PROGRAM HIGHLIGHTS

- The FSU Real Estate Program is ranked 5th in the nation among programs at public institutions (8th among all universities, public and private) by U.S. News & World Report, 2023 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 \$300,000 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 Master's in Finance program (MSF), (2) a "jump start" program for high achieving undergraduate students considering the MSF real estate specialization; and (3) an on-campus real estate specialization within the MBA program.
- More than 1,500 guests attended Center organized conferences, forums, and events in the 2021-2022 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 Mark and Nancy Casper Hillis Professorship in Real Estate
- The Mark and Nancy Casper Hillis Endowed Scholarship Fund for 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 Riva Family Endowment for Excellence 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 Virginia Glass Endowed Scholarship in Real Estate

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.

FEATURED SPEAKERS 1995-2022

- 1995** John R. Lewis, President & CEO, SuperLube, Inc. and former Professor of Real Estate, FSU
- 1996** Jeb Bush, President & COO, Codina Group, Inc.
- 1997** John P. McCann, Chairman of Board, President, CEO, United Dominion Realty Trust
- 1998** Peter S. Rummell, Chairman & CEO, St. Joe Company
James M. Seneff Jr., Chairman & CEO, CNL Group, Inc.
- 1999** Daniel M. DuPree, President & COO, Cousins Properties Incorporated
Peter Korpacz, PricewaterhouseCoopers
- 2000** Henry Fishkind, Fishkind & Associates, Inc.
Michael J. Swerdlow, Chairman & CEO, Swerdlow Real Estate Group, Inc.
- 2001** John M. McKay, Senator and Florida Senate President
Francis J. Nardoza, Managing Director, KPMG Consulting
- 2002** Frank Deford, Sr., Writer, Sports Illustrated, and Commentator, ESPN, NPR & HBO's Real Sports
Bruce Rendina, Chairman & CEO, The Rendina Companies
- 2003** Dave Barry, Author & Columnist, The Miami Herald
Dick Greco, Sr., Vice President, DeBartolo Property Group & former Mayor of Tampa
- 2004** Herb Cohen, Negotiation Expert and Author of Negotiate This!
Nancy Walters, President, Very Special Events, Inc.
- 2005** Stuart Varney, Financial & Economic Journalist, Fox News
Randell Smith, Co-Founder & CEO, Smith Travel Research
- 2006** Shelley Broader, President & CEO, Sweetbay Supermarkets
Lee Corso, College Football Analyst, ESPN
Bruce Mosler, President & CEO, Cushman & Wakefield, Inc.
Peter Rummell, Chairman & CEO, The St. Joe Company
- 2007** Joe Scarborough, former Congressman and Host of MSNBC's Morning Joe
The Honorable Alex Sink, CFO, State of Florida
- 2008** Robert D. Basham, Co-Founder, Outback Steakhouse & Vice Chair, OSI Restaurant Partners, LLC
Todd Mansfield, Chairman & CEO, Crosland, LLC
P.J. O'Rourke, Political Satirist and Best-Selling Author
James M. Seneff Jr., Chairman & CEO, CNL Financial Group, Inc.
- 2009** Bob Sasser, President & CEO, Dollar Tree, Inc.
Don Shula, Pro Football Hall of Fame Coach
- 2010** Todd Buchholz, former White House Economic Advisor
Mel Martinez, JP Morgan Chase & Co.; former U.S. Senator and Secretary of Housing & Urban Development
Hap Stein, Chairman & CEO, Regency Centers Corporation
Terry Stiles, Chairman & CEO, Stiles
- 2011** Tucker Carlson, Veteran Journalist, Political Commentator, FOX News
Thomas D'Arcy, President, CEO, Director, Grubb & Ellis Company
Thomas Sittema, CEO, CNL Financial Group
Christine Romans, Journalist and Anchor, CNN
- 2012** Scott Dennis, Managing Director & CEO, Invesco Real Estate
Jack Nicklaus, Golf Legend & Chairman, Nicklaus Companies
Wilbur Ross, Chairman & CEO, WL Ross & Co. LLC
Ash Williams, Executive Director & CIO, State Board of Administration of Florida
- 2013** Jonathan D. Gray, Global Head of Real Estate, Blackstone
Ethan Penner, Managing Partner, Monday Capital Partners
Senator Alan Simpson, former U.S. Senator (Wyoming)
- 2014** Stephen J. Dubner, Bestselling Author, Freakonomics; Host of Freakonomics Radio
Ronald Kravit, Head of Real Estate Investing, Cerberus Real Estate Capital Management, LLC
Deirdre Bolton, Anchor, FOX Business Network
- 2015** Steve Forbes, Chairman & Editor-in-Chief, Forbes Media
Raymond Kelly, former Commissioner of the NYPD, President, Risk Mgmt., Cushman & Wakefield
Stephen Renna, President & CEO, CRE Finance Council
- 2016** Danny Kanell, College Football Analyst, ESPN Networks
Barry Sternlicht, Chairman & CEO, Starwood Capital Group
Mark Zandi, Chief Economist, Moody's Analytics
- 2017** Bobby Bowden, FSU Coaching Legend
Daniel Bass, CFO, Fortress Investment Group LLC
Scott Darling, President, American Realty Advisors
Robert Merck, Senior Managing Director, Global Head of Real Estate, MetLife, Inc.
- 2018** John Heilemann, NBC and MSNBC National Affairs Analyst, Creator and Host of Showtime's "The Circus"
Mark McKinnon, Political Advisor, TV Producer, Creator and Host of Showtime's "The Circus"
Brett White, Executive Chairman & CEO, Cushman & Wakefield
- 2019** Dan Quayle, Chairman, Cerberus Global Investments, LLC and former Vice President of the United States
David Rubenstein, Co-Founder & Co-Executive Chairman, The Carlyle Group
- 2020** Deirdre Bolton, Economic Correspondent, ABC News
Scott Dennis, Chief Executive Officer, Invesco Real Estate
Mary Erdoes, Chief Executive Officer, Asset & Wealth Management, JPMorgan Chase
Mark Gibson, Chief Executive Officer, Americas Capital Markets, JLL
Ash Williams, Executive Director & CIO, Florida State Board of Administration
Mark Zandi, Chief Economist, Moody's Analytics
- 2021** Ethan Chernofsky, Vice President of Marketing, Placer.ai
Kathleen McCarthy, Senior Managing Director & Global Co-Head of Real Estate, Blackstone
- 2022** Cedric Bobo, CEO & Co-Founder, Project Destined, Washington, D.C.
Zach Driscoll, Head of Real Estate Partnerships, HqO, Boston, Mass.
Christine Hurtsellers, CEO, Voya Investment Management, Atlanta, Ga.
Sonny Kalsi, Co-CEO, BentallGreenOak, New York City, N.Y.
Sandeep Mathrani, CEO, WeWork, New York City, N.Y.
Raj Singh, Managing Partner, JLL Spark, Menlo Park, Calif.
Willy Walker, Chairman & CEO, Walker & Dunlop, Denver, Colo.

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 2021-2022 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. – 2022 Student Participants:

Charles Attaway
Michael Barashick
Adam Bouskila
Caoímhe Bryant
Jack Burns
Drake Chamberlin

Madison Chaney
Garret Corr
Matheus De Matos
Jake Greifelt
Nicholas Heeb
Jordan Heidrich

Benjamin Horn
Jacob Kelly
Jared Lawrence
Hannah Lynn
Alejandro Pons
Angela Poole

Isabel Porro
Agustin Smith
Lara Sousa
Colton Williams
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 – 2022 Student Participants:

Syrus Bakkar
Caoímhe Bryant
Drake Chamberlin
Madison Chaney
Jack Freeman
Nicholas Heeb

Matt Kondrup
Emily LaCour
Jacob Leoni
Greyson Neal
Edward Platts
Juan Pulido

Gustavo Rubio
Payton Sikes
Agustin Smith
Lillian Soudijn
Olivia Stone
Natalie Faith Timms

Michael Vasquez
Abigail Vogel
Colton Williams
Eric Williams

The Kislak Family Assistantship

Miguel Angel Aquino
Jesse Hoffman
Colton Williams

The Kislak Family Scholarship

Waldemar Alvira
Briana Baptiste
Adam Bouskila
Davis Brown
Jack Burns
William Burns

Nicholas Calorio
Matthew Cardoso
Madison Chaney
Geatjen Deliscar
Robert Kennington
Madison L'Etoile

Brandon Massaro
Marie Ann Michel
Natalie Santizo
Abigail Vogel
Sierra Wicker
Eric Williams

SCHOLARSHIPS

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

Jacob Leoni
Sierra Wicker

Mark and Nancy Casper Hillis Endowed Scholarship in Real Estate

Jack Burns
William Burns
Brandon Massaro

Crossman & Company Endowed Scholarship in Real Estate

Eric Williams
James Wood

Crossman Career Builders Scholarship in Real Estate

Evan Arango
Juan Pulido

Peter and Jennifer Collins Real Estate Graduate Fellowship

Adam Bouskila
Nicholas Calorio

The ICSC Foundation's Undergraduate Real Estate Award

Juan Pulido
Brooke Sheaf

Lindquist Endowed Graduate Fellowship in Real Estate

Edward Platts

The Foundry Commercial Excellence in Real Estate Endowed Scholarship

Juan Pulido
Brooke Sheaf

Society for Real Estate Professionals (SOREP) Scholarship

Madison Chaney
Eric Williams

The Barry A. Diskin Award

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

Caoímhe Bryant

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. Nardoza
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

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

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

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WALTON COMMUNITIES, Atlanta, Ga.

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Executive Managing Director
JLL, Miami, Fla.

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R.K.M. DEVELOPMENT CORP., St. Petersburg, Fla.

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FLORIDA STATE BOARD OF ADMINISTRATION, Tallahassee, Fla.

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HOMES BY WESTBAY, Riverview, Fla.

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Head of Real Estate Finance
VOYA INVESTMENT MANAGEMENT, Atlanta, Ga.

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SALZMAN REAL ESTATE ADVISORS, Dania Beach, Fla.

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BILZIN SUMBERG, Miami, Fla.

DAVID SINGER, COO & CFO
BERKOWITZ DEVELOPMENT GROUP, INC., Coconut Grove, Fla.

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

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

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

TURNBULL CONFERENCE CENTER MAP

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

SECOND FLOOR

FRIDAY

8:30 – 8:45 AM

Opening Remarks

8:45 – 9:45 AM

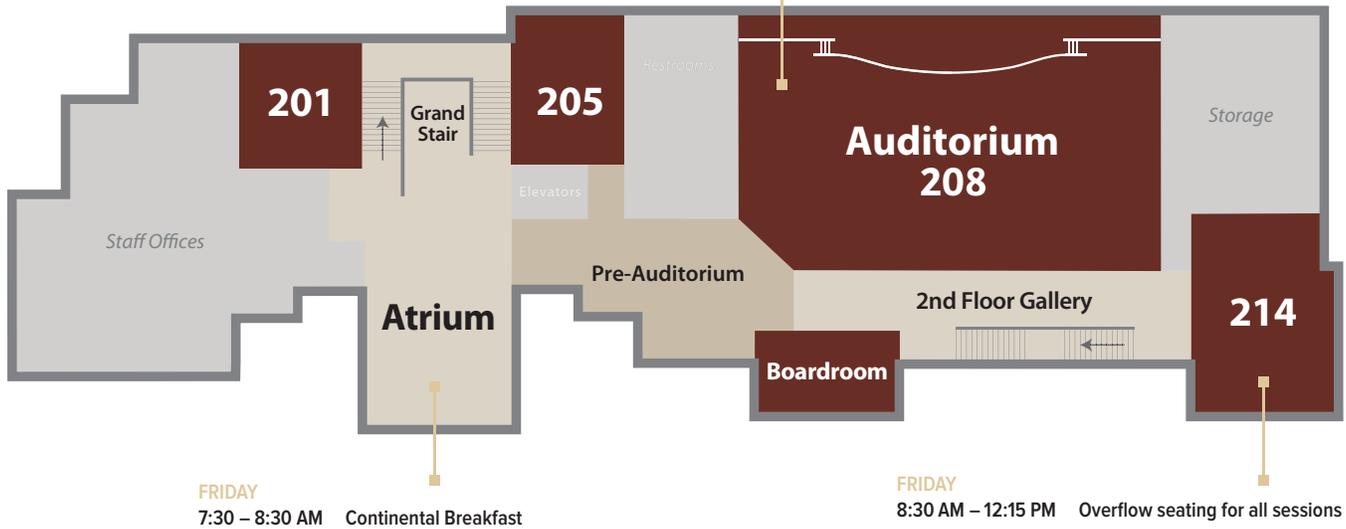
Investing With An Impact – The Intersection of Financial Returns and Corporate Responsibility

10:00 – 11:00 AM

Skip the Mundane and Dinosaurs – Go Big – Go Meta-Tech!

11:15 AM – 12:15 PM

The Beauty of Investing in Human Capital to Drive Real Estate ROI



FIRST FLOOR

THURSDAY

10:30 – 11:30 AM

Networking Keys (Student-Only Forum)

11:45 AM – 1:45 PM

“If I Were 21” Student/Mentor Roundtable (Students & Confirmed Participants Only)

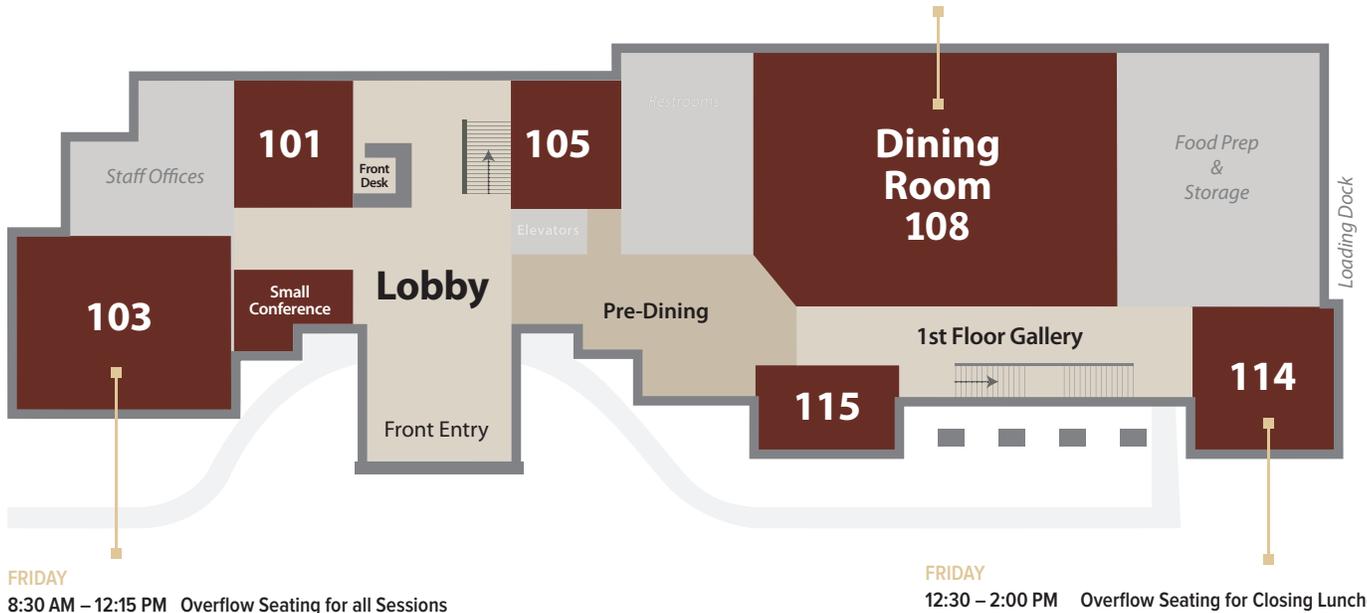
2:00 – 4:00 PM

Speed Connections (Students & Confirmed Participants Only)

FRIDAY

12:30 – 2:00 PM

Closing Luncheon: Setting the Pace and Culture in the Face of Disruption



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

SCHEDULE AT A GLANCE

THURSDAY, OCTOBER 6, 2022

Location: FSU Turnbull Conference Center

10:30 – 11:30 AM	Networking Keys (Student-Only Forum)	1st Floor - Dining Room
11:45 AM – 1:45 PM	“If I Were 21” Student/Mentor Roundtable	1st Floor - Dining Room
2:00 – 4:00 PM	Speed Connections	1st Floor - Dining Room

Location: AC Hotel

4:30 – 6:30 PM	REGISTRATION AND OPENING RECEPTION	Firestone Plaza
7:00 – 8:00 PM	SPONSOR DINNER (Private Event)	Cascades Ballroom

FRIDAY, OCTOBER 7, 2022

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	2nd Floor - Auditorium
8:45 – 9:45 AM	Investing with an Impact – The Intersection of Financial Returns and Corporate Responsibility <i>Christine Hurtsellers, Voya Investment Management</i> <i>Moderator: Greg Michaud, Voya Investment Management</i>	2nd Floor - Auditorium (Rooms 214 and 103 for overflow seating)
9:45 – 10:00 AM	Break	
10:00 – 11:00 AM	Skip the Mundane and Dinosaurs - Go Big - Go Proptech - Go Metatech! <i>Raj Singh, JLL Spark</i> <i>Zach Driscoll, HqO</i>	2nd Floor - Auditorium (Rooms 214 and 103 for overflow seating)
11:00 – 11:15 AM	Break	
11:15 AM – 12:15 PM	The Beauty of Investing in Human Capital to Drive Real Estate ROI <i>Sonny Kalsi, BentallGreenOak</i> <i>Sandeep Mathrani, WeWork</i> <i>Moderator: Cedric Bobo, Project Destined</i>	2nd Floor - Auditorium (Rooms 214 and 103 for overflow seating)
12:15 – 12:30 PM	Break	
12:30 – 2:00 PM	Closing Luncheon: Setting the Pace and Culture in the Face of Disruption <i>Willy Walker, Walker & Dunlop</i>	1st Floor - Dining Room (Room 114 for overflow seating)