

The Keynote Speaker

FRANCIS J. NARDOZZA

Managing Director, KPMG Consulting, Inc.

Francis J. Nardozza is a Managing Director of KPMG Consulting and the National Market Leader of KPMG Consulting's Real Estate and Hospitality Practice.

Mr. Nardozza has over 24 years of experience in real estate and hospitality consulting, and is recognized nationally and internationally for his work in the areas of strategic planning, post merger integration, process improvement and e-business planning. Mr. Nardozza is currently active in advising clients on e-business transformation strategies.

Mr. Nardozza is chairman of the recently organized e-business committee of the American Hotel & Lodging Association and was recently selected by Lodging Magazine for inclusion in its issue of "75 Profiles in Leadership." He is the most recent past chairperson of the U.S. Lodging Industry Investment Council.

Mr. Nardozza is active serving many prominent real estate and hospitality clients as an advisor in the areas of business strategy, process transformation and technology solutions. Included amongst the many clients he has served in this capacity are Lend Lease, Jones Lang LaSalle, Swerdlow Realty, Bass Hotels & Resorts, OakHill Partners, Morgan Stanley Realty Fund, City Developments Limited (Hong Kong), Marriott International, Club Corporation of America, SWAN, MeriStar Hotels & Resorts, Harrah's, and Hilton.

Mr. Nardozza earned his bachelor's degree in accounting from Florida State University, and he has completed the Executive Program on International Business at the Wharton School of the University of Pennsylvania.

● ACCOMMODATIONS & ATTIRE

Hotel information has been enclosed and can be found at www.cob.fsu.edu/rmi. The attire at all conference events is business or business casual. University Center Club policies apply.

› FOOTBALL TICKETS

Single game tickets for the North Carolina State game may be ordered by credit card from the FSU athletic ticket office (850) 644-1830 or at seminoles.com.

● CANCELLATION POLICY

Full refunds will be made for cancellations received prior to November 2, 2001. Refunds cannot be made for cancellations after this date.

● SPECIAL NOTE

It is imperative that you make room reservations and register early. All accommodations are limited.

GOLD LEVEL SPONSORS

CIBC World Markets Corporation
The Dunhill Companies
E & Y Kenneth Leventhal
Real Estate Group
Publix Super Markets, Inc.
St. Joe Land Company

GARNET LEVEL SPONSORS

Abood & Associates, Inc.
Byrd Corporation
Cousins Properties Incorporated
Florida Real Estate Journal
Gaylord Merlin Ludovici Diaz & Bain -
Eminent Domain Attorneys
Integra Realty Resources -
Orlando/Tampa Bay
Ft. Myers/Miami

LandMar Group, LLC

Legg Mason Real Estate
Southampton Properties
St. Joe Commercial, Inc.
Talcot Commercial Real Estate
Terranova Corporation

CONTRIBUTING SPONSORS

AFA Real Estate Services, Inc.
Bank of America
Berkowitz Development Group
Beshears & Associates
Echelon Development, LLC
The Fitzgerald Group, Inc.
GMAC Commercial Mortgage
Granger Development, Inc.
Jack Lowell
Ketcham Appraisal Group, Inc.
Koger Equity, Inc.
LandAmerica OneStop
Lend Lease Real Estate Investments
McDonald's Corporation
NetFunding.com
Realvest Partners, Inc.
R.K.M. Development
The Shoptaw Group
Shutts & Bowen, LLP
The Sullivan Group of Florida, Inc.

The Real Estate Research Center

College of Business

Florida State University

Tallahassee, Florida 32306-1110



GOLD LEVEL SPONSORS

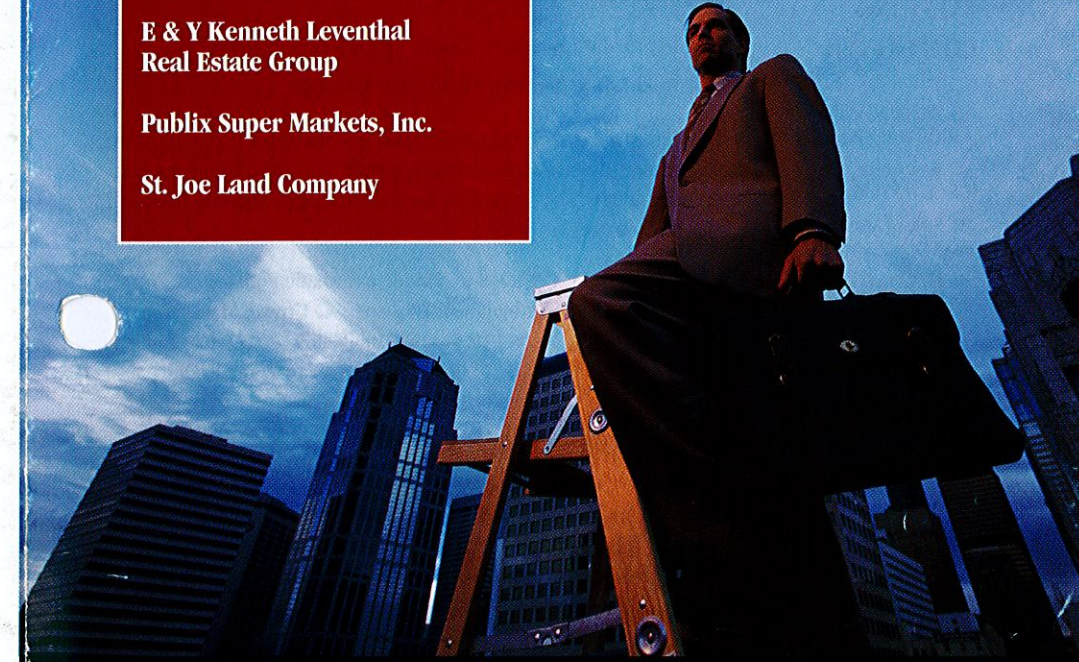
CIBC World Markets Corporation

The Dunhill Companies

E & Y Kenneth Leventhal
Real Estate Group

Publix Super Markets, Inc.

St. Joe Land Company



The FSU Real Estate Network's 7th Annual

Real Estate Trends & Networking Conference

NOVEMBER 8 & 9, 2001 / FLORIDA STATE UNIVERSITY
TALLAHASSEE, FLORIDA

Registration materials enclosed...Register today!

www.cob.fsu.edu/rmi

**REAL ESTATE
NETWORK
STEERING
COMMITTEE**

Ms. Donna Abood
ABOOD & ASSOCIATES, INC.

Mr. Tom Adams
TEPEE VENTURES, P.A.

Mr. Edward Aguiar
BANK OF AMERICA

Mr. Jay Caplin
CUSHMAN & WAKEFIELD
OF FLORIDA, INC.

Mr. Michael Dreilinger
KOGER EQUITY

Mr. Thomas Fey
EY KENNETH LEVENTHAL

Ms. Kimberly A. Graham
BANK OF AMERICA

Mr. John Jacobs
NORTHWESTERN MUTUAL
LIFE INSURANCE COMPANY

Mr. Jason Kaiser
TRAMMELL CROW COMPANY

Mr. Alan Karrh
STAUBACH COMPANY

Mr. Clint Murphy
SLEIMAN ENTERPRISES, INC.

Mr. Frank Nardoza
KPMG CONSULTING

Mr. James W. Roberts, Jr.
COLLIERS ARNOLD

Mr. Cyrus H. Sharp, III
CIBC WORLD MARKETS
CORPORATION

Mr. Mark Slappey
LAMPE, ROY & ASSOCIATES

Mr. J. Mark Stroud
ECHELON DEVELOPMENT, LLC

Mr. Matthew E. Sullivan
THE SULLIVAN GROUP
OF FLORIDA, INC.

Ms. Deborah Ward
INTEGRA ORLANDO

CONFERENCE ORGANIZERS



The Real Estate Research Center / Florida State University

The Real Estate Society / Florida State University

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

The conference is designed to provide information on:

- Investment and Development Strategies
- Growth Management Issues
- Capital Market Trends
- The Real Estate Services Industry
- Institutional Activities
- Technology Trends
- Retail, Office, Industrial, Apartment, and Housing Market Activities

CONFERENCE REGISTRATION

To register, complete the registration form enclosed with this brochure and mail, or fax, it to the address indicated on the form. The cost of the conference is \$125 (\$150 for late registration). The registration fee includes the Thursday evening dinner, Friday breakfast, luncheon and keynote address, all conference sessions, and conference materials.

Registration forms must be received by October 26, 2001
(Late registrations will be accepted until November 2, 2001)

CONFERENCE LOCATION

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

THE FSU REAL ESTATE NETWORK

The FSU Real Estate Network is an alliance of the alumni and friends of the FSU Real Estate Program. The Network's purpose is to enhance the professional relationships between the Program's alumni, friends, and students. Over 1,500 individuals are current participants of the Network.

FOR MORE INFORMATION

Web: www.cob.fsu.edu/rmi

Ms. Laura Waltke, College of Business, Florida State University

Tallahassee, Florida 32306-1110

Phone: (850) 644-4076; Fax: (850) 644-4077

Email: lwaltke@garnet.acns.fsu.edu

Conference Schedule

● **THURSDAY, November 8, 2001**

Reception held in the Banquet Hall (3rd floor) of the University Center Club, FSU.

6:15 p.m. - 7:15 p.m. Registration and Reception
(3rd Floor-Banquet A)

7:15 p.m. - 9:00 p.m. Reception Dinner and Speaker
(3rd Floor-Banquet A)
Speaker: John M. McKay, *Senator and Florida Senate President*
Charlie Carr, *FSU Sr. Assoc. Athletic Director*
Presiding: Cyrus Sharp, *CIBC World Markets Corporation*

● **FRIDAY, November 9, 2001**

All conference sessions and lunch held in the University Center Club, FSU.

7:45 a.m. - 8:30 a.m. Breakfast (informal continental breakfast)
(3rd Floor-Banquet A)

8:30 a.m. - 8:45 a.m. Opening Remarks
(3rd Floor-Banquet A)
Presiding: James W. Roberts, Jr., *Colliers Arnold*

8:45 a.m. - 9:15 a.m. The Economic Outlook
(3rd Floor-Banquet A)
Henry Fishkind, *Fishkind & Associates, Inc.*

9:30 a.m. - 10:45 a.m. Growth Management: "What is Smart Growth?"
(3rd Floor-Banquet A)
Chris Corr, *St. Joe Company*
Pete Hegener, *St. Lucie West Development*
Tom Lee, *Florida State Senator (invited)*
Charles Pattison, *1000 Friends of Florida*
... others to be announced
Moderator: Sue Murphy, *Ruden, McClosky, Smith, Schuster & Russell, P.A.*

10:45 a.m. - 11:00 a.m. Break

11:00 a.m. - 12:15 p.m. Hot Trends (concurrent sessions)
Session I-A Development Trends: "Smart Decisions"
Stephen de Reisthal, *Winn-Dixie Stores, Inc.*
Mike Folio, *The Home Depot, Inc.*
Robert Gierke, *Allied Domecq Retailing USA*
Randy Gunn, *Family Dollar Stores, Inc.*
Andy Hawkins, *McDonalds Corporation*
JD Payne, *The Home Depot, Inc. - Florida*
Moderator: Clint Murphy, *Sleiman Enterprises, Inc.*

Session I-B Capital Investment Trends: "Smart Money"
Steve Jensen, *Bank of America*
Allen Long, *Hatfield Philips*
Allen O'Brien, *NetFunding.com*
... others to be announced
Moderator: Acie Holt, *Hatfield Philips*

Session I-C Real Estate Service Trends: "Smart Business"
Patrick Duffy, *Colliers Arnold*
Larry Richey, *Cushman & Wakefield of Florida, Inc.*
Matthew Sullivan, *The Sullivan Group of Florida, Inc.*
... others to be announced
Moderator: Jason Kaiser, *Trammell Crow Company*

12:30 p.m. - 2:00 p.m. Lunch and Keynote Address
(3rd Floor-Banquet A)
Speaker: Frank Nardoza, *Managing Director, National Practice Leader - Real Estate and Hospitality, KPMG Consulting*
Presiding: James W. Roberts, Jr., *Colliers Arnold*

2:00 p.m. - 3:00 p.m. "If I Were 25"
Session specifically for students to describe the types of job opportunities in the market. Four or five panelists representing financial institutions, consulting/appraisal, brokerage/leasing, property management, development/investment areas.
Presiding: Deborah Ward, *Integra Orlando*

2:00 p.m. - 4:00 p.m. Seminole Real Estate Connections
The fifth floor of the University Center Club is available for companies to speak to students and to display company information.

2:00 p.m. - Midnight Homecoming and Sesquicentennial Activities

For up-to-date information on planned Homecoming and Sesquicentennial events at FSU on Friday or Saturday, check the "Events" link at: www.fsu.edu, or contact the FSU Alumni Association at 850.644.2761.

● **SATURDAY, November 10, 2001**
The Florida State University Football Game
The FSU Seminoles and the Wolfpack of North Carolina State
Doak Campbell Stadium, Tallahassee, Florida
Time: 3:30 p.m. (subject to change)