

THE FSU REAL ESTATE CENTER'S 22ND

REAL ESTATE TRENDS CONFERENCE

OCTOBER 13 & 14, 2016

TALLAHASSEE, FLORIDA



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THE FSU REAL ESTATE CENTER'S 22ND
REAL ESTATE TRENDS CONFERENCE

CONFERENCE PROGRAM



The Real Estate Trends Conference is organized to inform participants of the 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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THE FSU REAL ESTATE CENTER'S 22ND
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FEATURED SPEAKERS



Danny Kanell

College Football Analyst, ESPN Networks

Danny Kanell is a college football analyst for ESPN networks and co-host of the ESPN Radio program *Russillo & Kanell*. He joined ESPN in 2010 as a college football game and studio analyst.

Kanell's expertise spans both the collegiate and professional levels in multiple sports. After playing quarterback at FSU for four years, he was drafted into the NFL by the New York Giants in 1996 and also played for the Atlanta Falcons and the Denver Broncos until 2004. Kanell also played baseball for the Seminoles his freshman and sophomore years. He was drafted by the New York Yankees after his junior year at Florida State and had been previously drafted by the Milwaukee Brewers.

A 1996 graduate of FSU, Kanell was selected as the 1995 ACC Player of the Year and the National Football Foundation and College Hall of Fame Scholar Athlete. He is a member of the 2008 ACC Football Championship Legends Class and the Broward County Sports Hall of Fame. Kanell was inducted into the Florida State Hall of Fame in 2012.



Barry Sternlicht

Chairman and CEO, Starwood Capital Group

Barry Sternlicht is chairman and CEO of Starwood Capital Group, the private investment firm he formed in 1991 that is focused on global real estate, hotel management, oil and gas, and energy infrastructure. Sternlicht also serves as chairman of Starwood Property Trust (NYSE: STWD), the largest commercial mortgage REIT in the U.S.; TRI Pointe Homes (NYSE: TPH), one of the U.S.'s largest homebuilders; and French crystal maker Baccarat S.A.; as well as co-chairman of Colony Starwood Homes (NYSE: SFR), one of the largest publicly traded investors, owners and operators of single-family homes in the U.S.

For the past 25 years, Sternlicht has structured investments with an asset value of approximately \$77 billion. Starwood Capital's funds have invested in approximately 140,000 multifamily/condo units, 2,600 hotels, 65 million s.f. of office properties, 53 million s.f. of retail and 50,000 lots in residential subdivisions. The firm currently manages more than \$53 billion of assets on behalf of its high net worth and institutional partners.

Sternlicht received his B.A., magna cum laude, with honors from Brown University. He later earned an M.B.A. with distinction from Harvard Business School.



Deirdre Bolton

Anchor, FOX Business Network

Deirdre Bolton joined FOX Business Network (FBN) as an anchor in February 2014 and is the host of *Risk and Reward with Deirdre Bolton* (weekdays 1–2PM/ET).

Prior to joining FBN, Bolton served as an anchor at Bloomberg Television, most recently as host of *Money Moves*. She also co-anchored the network's morning programming. During her tenure there, Bolton interviewed major financial newsmakers, including, Pershing Square Capital CEO Bill Ackman, Lazard Vice Chairman Gary Parr, and billionaire investor Wilbur Ross. Before joining Bloomberg in 1999, Bolton worked in institutional equity sales at CDC North America and Société Générale, where she sold European equities to U.S. portfolio managers.

Bolton graduated from the University of Iowa with a degree in English and French literature and holds a master's degree from New York University.

THE FSU REAL ESTATE CENTER'S 22ND

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FEATURED SPEAKERS



Rodger Baker

Vice President of Strategic Analysis, Stratfor

Rodger Baker leads Stratfor's analysis of Asia Pacific and South Asia and guides the company's forecasting process. A Stratfor analyst since 1997, he has played a pivotal role in developing and refining the company's analytical process, internal training programs and geopolitical framework.

Baker develops custom reports for clients and frequently delivers executive briefings to investors, businesses and universities across the globe, from the National Defense University in Beijing to financial institutions in New York. He is regularly invited to participate in dialogues and panel discussions in China, Japan, Thailand, Mongolia and South Korea.

Baker often appears as an expert in major media including *The Economist*, *The New York Times*, CNBC, CBS's "The Early Show," *The Chosun Ilbo*, *China Daily*, Reuters, The Associated Press, *Investors Business Daily* and *The Globe and Mail*. Stratfor was one of the first organizations to identify the growing problems with the Chinese economy, with Mr. Baker spearheading the company's assessment.



Richard Hill

Head of U.S. REIT Equity and CRE Debt Research, Morgan Stanley

Richard Hill is the head of U.S. REIT Equity and Commercial Real Estate Debt Research at Morgan Stanley. He has been an II ranked CMBS analyst for the past several years. Prior to his current role, Richard was a director of CMBS Strategy at Royal Bank of Scotland ("RBS") Securities, where he was responsible for developing and communicating investment strategies, working with both internal and external clients.

Hill started his career at Banc of America Securities. From 2004 to 2008, he was vice president in the Structured Securities Group, where he managed a deal team of four professionals responsible for the origination, structuring and distribution of securitization backed by commercial real estate debt. From 2001 to 2004 he was an associate in the Interest Rate Derivatives Group, where he structured hedging strategies for commercial real estate developers. Hill is a graduate of Georgetown University with a B.S.B.A. in finance.



Mark Zandi

Chief Economist, Moody's Analytics

Mark Zandi is chief economist of Moody's Analytics. Moody's Analytics, a subsidiary of Moody's Corp., is a leading provider of economic research, data and analytical tools. Zandi is a cofounder of Economy.com, which Moody's purchased in 2005.

Zandi's broad research interests encompass macroeconomics, financial markets and public policy. His recent research has focused on mortgage finance reform and the determinants of mortgage foreclosure and personal bankruptcy. He has analyzed the economic impact of various tax and government spending policies and assessed the appropriate monetary policy response to bubbles in asset markets. Zandi conducts regular briefings on the economy for corporate boards, trade associations and policymakers at all levels. He is on the board of directors of MGIC, the nation's largest private mortgage insurance company, and The Reinvestment Fund, a large CDFI that makes investments in disadvantaged neighborhoods. He is often quoted in national and global publications and is a frequent guest on CNBC, NPR, *Meet the Press*, CNN, and various other national networks and news programs.

Zandi earned his B.S. from the Wharton School at the University of Pennsylvania and his Ph.D. at the University of Pennsylvania.

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PANELISTS



Will Butler
President,
REI-Real Estate InSync,
Tallahassee, Fla.



Anthony Graziano
Senior Managing Director,
Integra Realty Resources -
Miami, Fla.



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



Christopher Caltabiano
Senior Vice President,
Shorenstein Properties,
New York, N.Y.



Ivy Greaner
Regional Vice President,
FivePoint,
San Francisco, Calif.



George Pincus
Shareholder,
Stearns Weaver Miller
Weissler Alhadeff &
Sitterson, P.A.,
Ft. Lauderdale, Fla.



Chris Campbell
Managing Director,
Eastdil Secured LLC,
Charlotte, N.C.



Adam Jackson
Managing Director and
Partner,
Stream Realty
Partners, LP,
Dallas, Texas



Mitch Resnick
Managing Director and
Head of Capital Markets,
Walker & Dunlop,
Bethesda, Md.



Kevin Collins
Managing Director,
Head of Commercial
Mortgage Credit,
Invesco Mortgage
Capital Inc.,
Louisville, Ky.



Derrick Johnson
Vice President,
Corporate Segment
Marketing,
UPS,
Atlanta, Ga.



Bob Rice
Managing Partner,
Tangent Capital
Partners, LLC,
New York, N.Y.



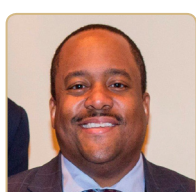
Marty Cropp
Senior Managing
Director,
Principal Real
Estate Investors,
Des Moines, Iowa



Jim Leiferman
President,
U.S. Group,
Mattamy Homes USA,
Orlando, Fla.



Carl Rieger
Managing Director,
Eastdil Secured LLC,
Irvine, Calif.



Terrance Davis
Portfolio Manager,
Private Equity and
Strategic Investments,
Florida State Board
of Administration,
Tallahassee, Fla.



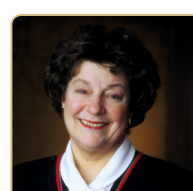
Todd Liker
Managing Director,
Oaktree Capital
Management LLC,
New York, N.Y.



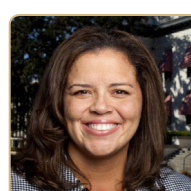
Kunal Singh
Head of U.S. CMBS
Capital Markets,
J.P. Morgan,
New York, N.Y.



Paul Doocy
Managing Director,
Head of Real Estate,
HQ Capital Real
Estate L.P.,
New York, N.Y.



Maureen McAvey
Principal,
McAvey Consulting;
Former Sr. Fellow, ULI,
Washington, D.C.



Stephanie Smith
Senior Public Policy
Manager, Florida,
Uber,
Miami, Fla.



Drew Fung
Managing Director,
Clarion Partners,
New York, N.Y.



Will McIntosh
Global Head of Research,
USAA Real Estate
Company,
San Antonio, Texas

THE FSU REAL ESTATE CENTER'S 22ND

REAL ESTATE TRENDS CONFERENCE

CONFERENCE SCHEDULE

Thursday, October 13, 2016 • University Center, Building B

PRE-CONFERENCE STUDENT EVENTS

1:00 - 1:30 PM Networking Keys! (student-only forum) **UCC 3rd Floor Ballroom**
Organized by **John Crossman**, this session is designed to help students prepare for the conference.

1:45 - 3:15 PM "If I Were 21" Student/Mentor Roundtable (students and invited panelists only)
Students of the FSU Real Estate Program discuss career options and opportunities with a select panel of nearly 30 executives.
Panelists: **Jamie Barati**, Cite Partners, LLC; **David Beshears**, Beshears & Associates; **Bryan Castillo**, Prudential Mortgage Capital Company; **Bryan Cohen**, Cohen Commercial Realty, Inc.; **Steve Cohn**, Bank of America Merrill Lynch; **Andrew Diaz**, Gaylord Merlin Ludovici & Diaz; **Sammie Dixon**, Prime Meridian Bank; **Martin Engelmann**, Franklin Street Valuation Advisory; **Chuck Ernst**, Paradise Ventures, Inc.; **Bill Eshenbaugh**, Eshenbaugh Land Company; **John Fifer**, Beck Partners; **Gilman C. Gunn, III**, Private Investor; **John Harmon**, Publix Super Markets; **Bruce Humphrey**, Birchfield & Humphrey, P.A.; **Gregg Ickes**, Foundry Commercial; **Whitney Knoll**, The Knoll Company; **Michael Leeds**, Shagbark Properties, LLC; **Shawn McIntyre**, North American Properties; **Scott Paige**, Mattamy Homes; **Chase Pattillo**, CBRE; **Nichole Popovics**, Equity One; **Carl Rieger**, Eastdil Secured LLC; **Kyle Riva**, Alexander Investments International, Inc.; **Elizabeth Roque-Swezy**, Centennial Management Corp.; **Dale Scott**, Hawkins Construction, Inc.; **Lewis Swezy**, Centennial Management Corp.; **Imran Thobani**, Ryan, LLC;
Moderated by John Crossman, Crossman & Company and **Ryan Dietz**, FSU Real Estate Center

3:30 - 5:30 PM Seminole Real Estate Speed Connections **UCC 3rd Floor Ballroom**
(open to students graduating in the 2016-2017 academic year and confirmed conference sponsors)
Moderated by **Calvin Williams** and **Melissa Forges**, FSU Career Center, this session enables prospective employers to briefly meet with our real estate students for Q&A.

PRE-CONFERENCE SPONSOR EVENT

3:30 - 5:00 PM Insider's Tour of FSU Football Facilities (Legacy Leaders, Gold and Garnet Sponsors Only)
Merging tradition with technology, FSU's new football facilities are nothing short of spectacular.

CONFERENCE REGISTRATION AND OPENING

5:00 - 7:30 PM Registration, Reception and Opening Program **4th Floor – Champions Club**
Thursday's opening program features **Danny Kanell**, former FSU quarterback and current ESPN college football analyst. His comments will provide you with an "insider's" perspective of college football and the sports issues of the day!
Presiding: **Greg Michaud**, Managing Director – Head of Real Estate Finance, Voya Investment Management, Atlanta, Ga. (Chairman, FSU Real Estate Center Executive Board)

NOTE: We encourage you to arrive early! This year's new opening format will allow guests plenty of time to network. The reception features food and beverage stations from 5–7:30 p.m. (no formal plated dinner). The program is scheduled to start promptly at 6:00 p.m.

7:30 - 10:00 PM Cocktail and Jazz Reception (non-student event) **6th Floor Terrace West**
Sponsored by Franklin Street



THE FSU REAL ESTATE CENTER'S 22ND

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CONFERENCE SCHEDULE

Friday, October 14, 2016 • Turnbull Conference Center

7:30 - 8:15 AM Continental Breakfast

2nd Floor – Atrium

8:15 - 8:30 AM Opening Remarks

2nd Floor – Atrium

- **Kevin Collins**, Managing Director, Head of Commercial Mortgage Credit, Invesco Mortgage Capital Inc., Louisville, Ky. (Conference Chair)

8:30 - 9:00 AM Global Perspectives

2nd Floor – Auditorium

A unique discussion of the geopolitical and global economic issues affecting the U.S. and the real estate market.

- **Rodger Baker**, Vice President of Strategic Analysis, Stratfor, Austin, Texas

9:00 - 9:45 AM Rapid Fire!

2nd Floor – Auditorium

This session promises to be a quick-paced, free-wheeling, discussion of the macro-level conditions, trends, and opportunities in the market.

- **Paul Doocy**, Managing Director – Head of Real Estate, HQ Capital Real Estate L.P., New York, N.Y.
- **Drew Fung**, Managing Director, Clarion Partners, New York, N.Y.
- **Todd Liker**, Managing Director, Oaktree Capital Management, New York, N.Y.
- **Greg Michaud**, Managing Director – Head of Real Estate Finance, Voya Investment Management, Atlanta, Ga.
- **Carl Rieger**, Managing Director, Eastdil Secured LLC, Irvine, Calif.
- Moderator: **Richard Hill**, Head of U.S. REIT Equity and CRE Debt Research, Morgan Stanley, New York, N.Y.

10:00 - 11:00 AM Strategies For Beyond Tomorrow

2nd Floor – Auditorium



A one-on-one discussion with **Barry Sternlicht**, Chairman & CEO, Starwood Capital Group, Greenwich, Conn. Moderated by **Deirdre Bolton**, Anchor and host of “Risk and Reward with Deirdre Bolton,” FOX Business Network, New York, N.Y. Session sponsored by The Kislak Family Foundation, Inc.

CONCURRENT SESSIONS

11:15 - 12:15 PM Hot Topics

1st Floor – 103

Session A. Chasing Yield: Thinking Outside the Box in a Risk-Reward Environment

Institutional investors discuss their strategies for finding yield by being creative within the traditional food groups and reaching outside the box to consider new or unique opportunities.

- **Terrance Davis**, Portfolio Manager – Private Equity and Strategic Investments, Florida State Board of Administration, Tallahassee, Fla.
- **Drew Fung**, Managing Director, Clarion Partners, New York, N.Y.
- **Adam Jackson**, Managing Director and Partner, Stream Realty Partners, LP, Dallas, Texas
- Moderator: **George Pincus**, Shareholder, Stearns Weaver Miller Weissler Alhadeff & Sitterson, P.A., Ft. Lauderdale, Fla.

THE FSU REAL ESTATE CENTER'S 22ND

REAL ESTATE TRENDS CONFERENCE

CONFERENCE SCHEDULE

Friday, October 14, 2016 • Turnbull Conference Center

11:15 - 12:15 PM Hot Topics (continued)

Session B. Disruptive Trends and Real Estate Markets

2nd Floor – Auditorium

This session focuses on emerging platforms and technologies disrupting traditional market paradigms and causing developers, investors, and users to examine their effects across the commercial real estate market.

■ **Christopher Caltabiano**, Senior Vice President, Shorenstein Properties, New York, N.Y.

■ **Derrick Johnson**, Vice President, Corporate Segment Marketing, UPS, Atlanta, Ga.

■ **Bob Rice**, Managing Partner, Tangent Capital Partners, New York, N.Y.

■ **Stephanie Smith**, Senior Public Policy Manager – Florida, Uber, Miami, Fla.

Moderator: **Anthony Graziano**, Senior Managing Director, Integra Realty Resources, Miami, Fla.

Session C. Redefining the American Dream?

1st Floor – 101



This session will focus on generational trends in housing, including the communal living movement and the latest trends in multi-family and single-family housing.

■ **Ivy Greaner**, Regional Vice President, FivePoint, San Francisco, Calif.

■ **Jim Leiferman**, President, U.S. Group, Mattamy Homes USA, Orlando, Fla.

■ **Maureen McAvey**, Principal, McAvey Consulting; Former Senior Fellow, ULI, Washington, D.C.

Moderator: **Will Butler**, President, REI-Real Estate InSync, Tallahassee, Fla.

Session organized by the ULI Capital Region Leadership Council.

Session D. Capital Market Conditions

2nd Floor – 214

Leading executives offer their insights on today's competitive capital market environment, opportunities within the capital stack, and the outlook for the future.

■ **Marty Cropp**, Senior Managing Director, Principal Real Estate Investors, Des Moines, Iowa

■ **Will McIntosh**, Global Head of Research, USAA Real Estate Company, San Antonio, Texas

■ **Mitchell Resnick**, Managing Director and Head of Capital Markets, Walker & Dunlop, Bethesda, Md.

■ **Kunal Singh**, Head of U.S. CMBS Capital Markets, J.P. Morgan, New York, N.Y.

Moderator: **Chris Campbell**, Managing Director, Eastdil Secured LLC, Charlotte, N.C.

CLOSING SESSION

12:30 - 2:00 PM Lunch with Featured Speaker

1st Floor – Dining Room and Room 114

■ **Mark Zandi**, Chief Economist, Moody's Analytics, New York, N.Y.

Presiding: **Kevin Collins**, Managing Director, Head of Commercial Mortgage Credit, Invesco Mortgage Capital Inc., Louisville, Ky. (Conference Chair)

OTHER EVENTS

6:00 - 10:00 PM "Downtown GetDown" at Adams Street Commons

Adams Street Commons is located between Park Avenue and Jefferson Street on Adams Street.

Saturday
October 15th FSU vs Wake Forest Football Game (Homecoming)
Doak Campbell Stadium, Tallahassee, Florida / Time: TBA



Lewis V. Swezy, CEO of Centennial Management Corporation has over 37 years of experience in affordable housing development, construction, and management throughout South Florida.



Centennial Management is a full service real estate management company with development, management and certified general contractor entities.



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The Kislak name represents legendary leadership in business and philanthropy. Corporate achievement is paralleled by the Kislak family foundations' contributions to education, arts and humanities, animal welfare and environmental preservation. Learn more at www.kislak.com.



Proud Legacy Leader of the FSU Real Estate Trends Conference

DETAIL OF MARTIN WALDSEEMÜLLER'S 1516 CARTA MARINA. FULL MAP ON VIEW IN THE JAY L. KISLAK COLLECTION AT THE LIBRARY OF CONGRESS, WASHINGTON, D.C.

THE FSU REAL ESTATE CENTER'S 22ND
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www.berkadia.com

Berkadia, a joint venture of Berkshire Hathaway and Leucadia National Corporation, is a leader in the commercial real estate industry, offering a robust suite of services to our multifamily and commercial property clients. Through our integrated mortgage banking, investment sales and servicing platform, Berkadia delivers comprehensive real estate solutions for the entire life cycle of our clients' assets.



www.cbre.com

CBRE Group, Inc. is the world's largest commercial real estate services and investment firm, with 2015 revenues of \$10.9 billion and more than 70,000 employees (excluding affiliates). CBRE has been included in the Fortune 500 since 2008, ranking #259 in 2016. It also has been voted the industry's top brand by the Lipsey Company for 15 consecutive years, and has been named one of *Fortune's* "Most Admired Companies" in the real estate sector. The company serves real estate investors and occupiers through 400+ offices (excluding affiliates) worldwide. CBRE offers a broad range of integrated services, including facilities, transaction and project management; property management; investment management; appraisal and valuation; property leasing; strategic consulting; property sales; mortgage services and development services.



www.cnl.com

CNL Financial Group (CNL) is a leading private management firm specializing in alternative investment products that endeavors to make a world of difference to their clients, partners and the community. Anchored by over 40 years of thoughtful investing in relationships, CNL and/or its affiliates have formed or acquired companies with more than \$33 billion in assets. Performance-driven, CNL strives to achieve consistent investment returns by identifying emerging trends, accessing capital through its national distribution channels, and investing shareholder capital in a variety of credit and real estate investment products.



www.dunhill.net

The Dunhill Companies is a Florida-based regional commercial real estate and property management group, based in Orlando, Florida. Dunhill provides a full range of commercial property management, leasing and brokerage services to the office, industrial and retail markets throughout Florida. Dunhill services the commercial real estate needs of investors, developers and tenants of all sizes.



www.floridatrend.com

Florida Trend is an award-winning business magazine read by 250,000 senior business executives, civic leaders and government officials each month. Delivered via print, tablet, mobile and e-mail newsletter, *Florida Trend* covers business news, executives, industry analysis, regional news round-ups and executive lifestyle. Special features focus on travel, restaurants, research and technology, personal finance, law and small business. FloridaTrend.com attracts 90,000 unique visitors. *The Daily Pulse* e-newsletter reaches 44,000 subscribers.

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Lennar Corporation, founded in 1954, is one of the nation's largest builders of quality homes for all generations. The company builds affordable, move-up and retirement homes primarily under the Lennar brand name. Lennar's Financial Services segment provides mortgage financing, title insurance and closing services for both buyers of the company's homes and others. Lennar's Rialto segment is a vertically integrated asset management platform focused on investing throughout the commercial real estate capital structure. Lennar's multifamily segment is a nationwide developer of high-quality multifamily rental properties. Previous press releases and further information about the company may be obtained at the "Investor Relations" section of the company's website www.lennar.com.

LENNAR®

www.lennar.com

Founded in 2009, Osprey Capital is a private investment firm targeting time-sensitive commercial real estate structured finance transactions. Osprey primarily invests capital through senior bridge loans, mezzanine loans, and preferred equity. Osprey also participates in other opportunistic commercial real estate endeavors such as financing note purchases, purchasing notes, and on a select basis, purchasing commercial real estate. Osprey provides a reliable and dependable source of capital to middle market commercial real estate clients in an institutional and structured execution. Osprey's team of professionals have directly financed in excess of \$10 billion of commercial real estate transactions.

**OSPREYCAPITAL**

www.ospreycre.com

Ryan is an award-winning global tax services firm, with the largest indirect and property tax practices in North America and the seventh largest corporate tax practice in the United States. With global headquarters in Dallas, Texas, 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. Ryan is a three-time recipient of the International Service Excellence Award from the Customer Service Institute of America (CSIA) for its commitment to world-class client service. 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 of more than 2,100 professionals and associates serves over 12,000 clients in more than 40 countries, including many of the world's most prominent Global 5000 companies. More information about Ryan can be found at ryan.com.

Ryan 

www.ryan.com

STR provides premium global data benchmarking, analytics and insights for multiple market sectors. Our data is confidential, reliable, accurate and actionable, and our solutions empower our clients to strategize and compete within markets. Founded in 1985, STR's presence has expanded to 10 countries around the world with a corporate North American headquarters in Hendersonville, Tennessee, and an international headquarters in London, England. Our range of products and unrivalled market insights help our clients make better business decisions. But the work we do goes beyond the numbers. Every day, we empower people and their businesses to reach new heights.



www.str.com

THE FSU REAL ESTATE CENTER'S 22ND REAL ESTATE TRENDS CONFERENCE

THE KISLAK FAMILY FOUNDATION FUND

Generous gifts from the Kislak Family Foundation, Inc. have enabled the FSU Real Estate Center to organize and host its Kislak Forums in South and Central Florida, as well as a featured session at our Trends conference in Tallahassee. The Kislak gift has served as a one-to-one match gift that is used to incentivize other sponsor donations. This past year, a combined total of nearly 1,000 people attended our Kislak forums and the sponsored conference session, including more than 160 of our 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 our students.

The Kislak Family Foundation, Inc., is a private philanthropic foundation established in 1993 by Jay and Jean Kislak to support education, arts and humanities, and other worthwhile charitable endeavors in the United States and abroad. Based in Miami Lakes, Fla., the fund provides donations to a wide range of nonprofit organizations and projects.

The FSU Kislak Forums – Miami, Fla. and Orlando, Fla. – 2016 Student Participants:

Kaitlin Byers	Dante Gentile	Michelle Langborgh	Joshua Rainey	Craig Wiggins
Alexandria Caplan	Christian Griffith	Casey Mancuso	Jeffrey Thomas	Cameron Wilson
Hanso Decembre	Tyler Heeter	Jason McCormick	Austin Tomoser	Shannon Wilson
Julian Factor	Christopher Kelly	Slaton Murray	Nick Vinson	James Yacavone
Berardo Garcia	Jake Kingsford	Laszlo Orosz	Michael Walsh	
Hannah Garcia	Christopher Klinect	Ricky Ostrofsky	Alec Werner	

BOB AND DARBY HOLD STUDENT LEADERSHIP PROGRAM

A generous gift to the FSU Real Estate Center from Bob and Darby Hold has allowed our students to attend national events that enrich their educational experience, while showcasing the college's brightest young men and women to industry leaders. In 2015, the Bob and Darby Hold Student Leadership Program provided the means for students to attend four major annual real estate industry events. The four annual events included: The ULI Fall Meeting, San Francisco, Calif.; The ULI Florida Summit, Ponte Vedra, Fla.; ICSC RECON, Las Vegas, Nev.; and ICSC Florida, Orlando, Fla. The gift reflects the university's commitment to extend the classroom beyond the boundaries of campus. Students who attend these events have come away with contacts, lessons on how the industry works, invaluable advice from professionals, internships and jobs.

Hold Thyssen, Inc. and Hold Realty are commercial property firms specializing in the management and brokerage of investment properties on behalf of foreign investors and institutions. The Hold Thyssen companies have been managing commercial, office, and multi-family investment properties for the past 40 years. Its current portfolio consists of more than 100 commercial properties located throughout the United States.

The Bob and Darby Hold Student Leadership Program – 2016 Student Participants:

Juan Acuna	Olivia Faria	Thomas Howard	Ricky Ostrofsky
Tyler Brunache	Joshua Fern	Ivey Kelly	Andrew Sperling
Kaitlin Byers	Justin Fletcher	Christopher Klinect	Anthony Suarez
Adam Cohen	Dante Gentile	Casey Mancuso	Nick Vinson
Hanso Decembre	Christian Griffith	Jason McCormick	James Walls
Hunter DeWitt	Ryan Grosso	Mary Kate Michalak	Alec Werner
Jillian Dumerve	Alexander Grynsztejn	Matthew Miller	Craig Wiggins
Daniel Duque	Sixto Guerrero	Brian Mullen	
Charles Evers	David Huey	Michael Riley	

THE FSU REAL ESTATE CENTER'S 22ND REAL ESTATE TRENDS CONFERENCE

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

Robert Connolly
Keegan Conway
James Fletcher Dilmore
Dante Gentile
Kristian Hernandez
Ivey Kelly
Victoria Russo
Nick Vinson
Craig Wiggins

Crossman & Company Endowed Scholarship

Caitlin Emhoff
Jason McCormick

ICSC Foundation Undergraduate Real Estate Award

To be announced later in semester

The Lindquist Endowed Scholarship in Real Estate

Christopher Klinect
Jason McCormick

Mark Hillis and Nan Casper Hillis Scholarship

Zachary Dyce
Christopher Klinect

The Michael Baldwin Scholarship

Dante Gentile
Nick Vinson

The Peter and Jennifer Collins Real Estate Graduate Fellowship

Johnny Heiss
Grant Morris

The Barry A. Diskin Endowed Fund

Given in recognition of exemplary
performance in real estate market
analysis and valuation

2015–2016 Nick Vinson

THE NETWORK'S AWARD

This award is given annually in recognition
of significant contributions to the Real
Estate Program at Florida State University.

1996–1997:	Andy Hawkins
1997–1998:	Larry D. Richey
1998–1999:	Robert P. Hernandez
1999–2000:	E. Edward Murray, Jr.
2000–2001:	Andrew G. Diaz
2001–2002:	Bobby Byrd
2002–2003:	Beth Azor
2003–2004:	Francis J. Nardoza
2004–2005:	Cyrus H. Sharp III
2005–2006:	John M. Crossman
2006–2007:	Evan D. Jennings
2007–2008:	J. Harold Chastain
2008–2009:	Patrick Kelly
2009–2010:	Robert Breslau
2010–2011:	Jay I. Kislak
2011–2012:	Kyle Riva
2012–2013:	David Beshears
2013–2014:	Gregory Michaud
2014–2015:	Marshall Cohn
2015–2016:	Brett Lindquist
2016–2017:	To be announced

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	2009:	Ashton Bligh David Hector Tim Sportschuetz Claire Thomas
1997:	Julie Holt	2010:	Natalie Champion Harvey Gonzalez Brad Wolfe
1998:	Erin Rouse Randall Planthaber	2011:	Blake Miller Jonathan Sieg Tom Speno
1999:	Mark Capodilupo	2012:	William Bumgarner Joe Cuffel Paul Formella
2000:	Edward Aguiar Terry Cooper	2013:	Rebecca Bumgarner Joseph Kelley Samuel McCarter Kristie Milam
2001:	LeeAnn Sheldon	2014:	Eva Branning Michael Brewster Emily Moallem
2002:	Dion Warren Stephanie Martin	2015:	JB Bowers Alexis Smith
2003:	Maria Sanson Garrett Williams	2016:	To be announced
2004:	Erin Efstathion		
2005:	Asher Gunter Nataly Restrepo		
2006:	Patrick Joseph Greive Lauren Hanley		
2007:	Kevin Dover Nicholaus Mau Melissa McRoy		
2008:	Jonathan Dickson Jordan Donaldson Andrea Torrico		

THE FSU REAL ESTATE CENTER'S 22ND REAL ESTATE TRENDS CONFERENCE

1995-2016 SPEAKERS

- | | |
|---|--|
| <p>1995 John R. Lewis, President & CEO, SuperLube, Inc. and former Professor of Real Estate, FSU</p> <p>1996 Jeb Bush, President & COO, Codina Group, Inc.</p> <p>Dave Hart, Jr., Director of Intercollegiate Athletics, Florida State University</p> <p>1997 John P. McCann, Chairman of Board/President/CEO, United Dominion Realty Trust</p> <p>Steve Robinson, Men's Head Basketball Coach, Florida State University</p> <p>Sue Semrau, Women's Head Basketball Coach, Florida State University</p> <p>1998 Peter S. Rummell, Chairman & CEO, St. Joe Company</p> <p>James M. Seneff, Jr., Chairman & CEO, CNL Group, Inc.</p> <p>1999 Daniel M. DuPree, President & COO, Cousins Properties Incorporated</p> <p>Peter Korpacz, PricewaterhouseCoopers</p> <p>2000 Henry Fishkind, Fishkind & Associates, Inc.</p> <p>Michael J. Swerdlow, Chairman & CEO, Swerdlow Real Estate Group, Inc.</p> <p>2001 The Honorable John M. McKay, Senator and Florida Senate President</p> <p>Francis J. Nardoza, Managing Director, KPMG Consulting</p> <p>2002 Frank Deford, Sr., Writer, Sports Illustrated & Commentator, ESPN, NPR & HBO's Real Sports</p> <p>Bruce Rendina, Chairman & CEO, The Rendina Companies</p> <p>2003 Dave Barry, Author and Columnist, The Miami Herald</p> <p>Dick Greco, Sr., Vice President, DeBartolo Property Group & former Mayor of Tampa</p> <p>2004 Herb Cohen, Negotiations Expert and Author of Negotiate This!</p> <p>Nancy Walters, President, Very Special Events, Inc.</p> | <p>2005 Stuart Varney, Financial and Economic Journalist, Fox News</p> <p>Randell A. Smith, Co-Founder and CEO, Smith Travel Research</p> <p>2006 Shelley Broader, President & CEO, Sweetbay Supermarkets</p> <p>Ed Burr, President, LandMar Group, LLC
Lee Corso, College Football Analyst, ESPN</p> <p>Bruce Mosler, President & CEO, Cushman & Wakefield, Inc.</p> <p>Peter Rummell, Chairman & CEO, The St. Joe Company</p> <p>2007 Joe Scarborough, Former Congressman and Host of MSNBC's Morning Joe</p> <p>The Honorable Alex Sink, CFO, State of Florida</p> <p>2008 Robert D. Basham, Co-founder, Outback Steakhouse & Vice Chair, OSI Restaurant Partners, LLC</p> <p>Todd Mansfield, Chairman & CEO, Crosland, LLC</p> <p>P.J. O'Rourke, Political Satirist and Best-Selling Author</p> <p>James M. Seneff, Jr., Chairman & CEO, CNL Financial Group, Inc.</p> <p>Thomas Sittema, Managing Director, Banc of America Securities</p> <p>2009 Bob Sasser, President & Chief Executive Officer, Dollar Tree, Inc.</p> <p>Don Shula, Pro Football Hall of Fame Coach</p> <p>2010 Mel Martinez, Chairman of Florida, Mexico, Central America and the Caribbean at JPMorgan Chase & Co.; Former U.S. Senator and Secretary of Housing & Urban Development</p> <p>Todd Buchholz, Former White House Economic Advisor, Author, Hedge Fund Manager, and NPR Contributor</p> <p>Manuel de Zárraga, Executive Managing Director, Holliday Fenoglio Fowler, L.P.</p> |
|---|--|

THE FSU REAL ESTATE CENTER'S 22ND REAL ESTATE **TRENDS** CONFERENCE

1995-2016 SPEAKERS

2010 (continued)

Hap Stein, Chairman & CEO,
Regency Centers Corporation

Terry Stiles, Chairman & CEO, Stiles

2011 Tucker Carlson, Veteran journalist, political commentator, Fox News; editor-in-chief, TheDailyCaller.com

Thomas D'Arcy, President, Chief Executive Officer and Director, Grubb & Ellis Company

Rocco Ferrera, Chief Investment Officer, Stiles

Christine Romans, CNN Journalist, Anchor, and Host of Your Bottom Line

Kevin Rostowsky, Senior Managing Director, Southeastern/Midwest U.S., NXT Capital

Thomas Sittema, Chief Executive Officer, CNL Financial Group

2012 Jeffrey DeBoer, President & CEO, The Real Estate Roundtable

Scott Dennis, Managing Director and CEO, Invesco Real Estate

Andrea Kremer, Journalist, NBC Sports and HBO

Jack Nicklaus, Golf Legend & Chairman, Nicklaus Companies

Christine Romans, CNN Journalist, Anchor, and Host of Your Bottom Line

Wilbur Ross, Chairman & CEO, WL Ross & Co. LLC

Ash Williams, Executive Director & CIO, Florida State Board of Administration

2013 Deirdre Bolton, Anchor on Bloomberg Television and Host of MoneyMoves

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 and SuperFreakonomics; Host of Freakonomics Radio; and Co-star Freakonomics Documentary

Ronald Kravit, Head of Real Estate Investing, Managing Member of Cerberus Real Estate Capital Management, LLC and Senior Managing Director of Cerberus Capital Management

Deirdre Bolton, Anchor, FOX Business Network

K. Anders Ericsson, Conradi Eminent Scholar and Professor of Psychology, Florida State University

Jonathan V. Last, Senior Writer, The Weekly Standard and Author of What to Expect When No One's Expecting

Dana Telsey, CEO and Chief Research Officer, Telsey Advisory Group

Anthony Graziano, Senior Managing Director, Integra Realty Resources – Miami/Palm Beach

2015 Steve Forbes, Chairman and Editor-in-Chief, Forbes Media

Raymond Kelly, Former Commissioner of the NYPD, Current President, Risk Management Services, Cushman & Wakefield

Stephen Renna, President and Chief Executive Officer, CRE Finance Council

2016 Rodger Baker, Vice President, Strategic Analysis, Stratfor

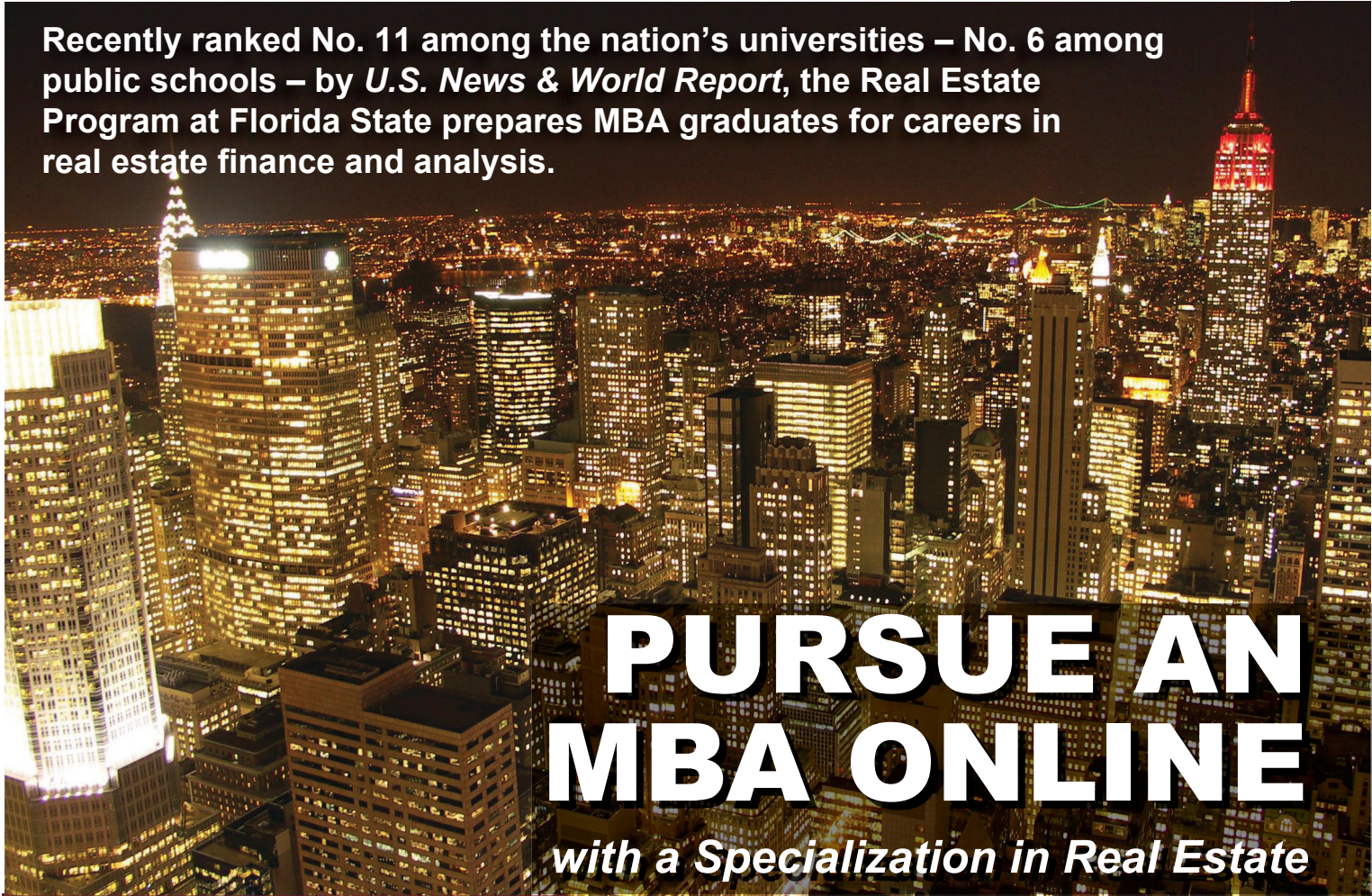
Deirdre Bolton, Anchor, Fox Business Network

Richard Hill, Head of U.S. REIT Equity and Commercial Real Estate Debt Research, Morgan Stanley

Danny Kanell, College Football Analyst, ESPN Networks

Barry Sternlicht, Chairman & CEO, Starwood Capital Group

Mark Zandi, Chief Economist, Moody's Analytics



Recently ranked No. 11 among the nation's universities – No. 6 among public schools – by *U.S. News & World Report*, the Real Estate Program at Florida State prepares MBA graduates for careers in real estate finance and analysis.

PURSUE AN MBA ONLINE

with a Specialization in Real Estate

Online master's degree provides flexibility, opportunity

Florida State University's online Master of Business Administration (MBA) program offers a rigorous set of elective courses focused on real estate finance and analysis. Thrive in one of the largest and most successful programs in the nation, and prepare yourself to effectively master the ever-changing marketplace while advancing your management skills.

From the convenience of home or office, benefit from world-renowned faculty and an innovative curriculum while applying lessons learned immediately to the workplace. Close interaction among students, faculty, alumni and the business community is a hallmark of the program.

The College of Business is home to the FSU Real Estate Center, which fosters interaction through a complement of activities including its annual Real Estate Trends Conference, the Evan D. Jennings Executive Speaker Series, Kislak Real Estate Market Strategies Forums for senior executives, the Real Deals and Entrepreneurs Speakers Series, research symposiums and other forums in which executives and scholars can exchange ideas and share insights.

mba.fsu.edu

Move your career forward with an online **Master of Business Administration** at Florida State University's College of Business. Apply by October 1 for spring entry, March 1 for summer entry or June 1 for fall entry.

- Seven semesters to complete
- Students pay the same price, plus applicable fees, for courses regardless of location
- GMAT waiver available for highly qualified applicants
- Courses taught by the same world-class professors who teach on campus
- Named among *U.S. News & World Report's* "Best Online Graduate Programs" for 2016
- Accredited by The Association to Advance Collegiate Schools of Business (AACSB)

“The real estate specialization within Florida State’s Online MBA program provided me with solid instruction and the flexibility I needed to complete my master’s degree without interrupting my career. It’s an outstanding program.”

— Michael Cale, MBA 2006

Vice President-Head of Eastern Region, Voya Investment Management

International Acclaim. Individual Attention.™

Core curriculum

The MBA program consists of 39 credit hours. Current core curriculum includes the following 27 credit hours:

ACG 5026 – Financial Reporting and Managerial Control (3 hrs)
BUL 5810 – The Legal and Ethical Environment of Business (3 hrs)
FIN 5425 – Problems in Financial Management (3 hrs)
ISM 5021 – Information and Technology Management (3 hrs)
MAR 5125 – Marketing Strategy in the Global Environment (3 hrs)
MAN 5245 – Organizational Behavior (3 hrs)
MAN 5501 – Operations Management (3 hrs)
MAN 5716 – Business Conditions Analysis (3 hrs)
MAN 5721 – Strategy and Business Policy (3 hrs)

Real estate specialization

Students may customize their MBA with 9 hours of real estate elective courses:

REE 5105 – Real Estate Valuation (3 hrs)
REE 5205 – Real Estate Finance (3 hrs)
REE 5305 – Real Estate Investment (3 hrs)

Students then choose one additional course from the regular MBA elective options listed below:

FIN 5515 – Investment Management and Analysis (3 hrs)
MAR 5409 – Business to Business Marketing (3 hrs)
MAR 5465 – Purchasing and Supply Chain Management (3 hrs)
RMI 5017 – Fundamentals of Risk and Insurance (3 hrs)
MAR 5957 – Global Business Seminar (3 hrs) (includes trip abroad; extra fees apply)

Prerequisites

Designed for professionals with extensive work experience, the Florida State MBA does not require prerequisite coursework. However, it is helpful to have a general knowledge of accounting, economics, finance and statistics when beginning the program. Please note: Program requirements are subject to change.

Cost of a Florida State MBA

Students pay the same price, plus applicable fees, for courses regardless of location. For a complete list of estimated costs, see mba.fsu.edu.

Admission guidelines

Admission to the Master of Business Administration program is highly competitive. The decision is based on a portfolio of qualifications, including prior academic performance, work experience, entrance exam scores (such as the GMAT or GRE) and letters of recommendation. The entrance exam is a university requirement that may be waived if an applicant meets certain criteria. For exact criteria and instructions on requesting waivers, see business.fsu.edu/waive.

Application process checklist

I. The following items should be submitted through the Florida State Graduate Application portal, available exclusively online at <https://admissions.fsu.edu/gradapp>:

- Applicant Statement (obtain form at mba.fsu.edu)
- Current resume/C.V., clearly indicating work experience including dates and positions held, noting full-time or part-time employment. Management, business and leadership experience should also be clearly detailed.
- Two (2) letters of recommendation from employers or former college professors that speak specifically to the applicant’s ability to successfully complete the MBA program (submitted by the recommenders in the online application).
- Nonrefundable application fee of \$30.00 (see University Application or go to <http://fees.fsu.edu>)

II. The following items should be sent to the Admissions Office, PO Box 3062400, 282 Champions Way, Florida State University, Tallahassee, FL 32306-2400:

- One (1) official transcript from all colleges and universities attended
- Florida Resident Affidavit, if applicable (see University Application or <http://admissions.fsu.edu/images/pdf/residency.pdf>)
- Official GMAT/GRE score(s) and, if applicable, TOEFL/IELTS score(s) (The TOEFL/IELTS score is a University requirement for international applicants; therefore, it cannot be waived). The code to send GMAT scores to Florida State is PN8K567, and the code to send GRE or TOEFL scores is 5219.

Note to international applicants: For more information concerning financial responsibilities, degree equivalency, etc., please visit <http://admissions.fsu.edu/international/admissions/graduate.cfm>



FLORIDA STATE UNIVERSITY
COLLEGE OF BUSINESS

Graduate Programs | (850) 644-6458 | gradprograms@business.fsu.edu

THE FSU REAL ESTATE CENTER'S 22ND REAL ESTATE TRENDS CONFERENCE

PROGRAM RANKINGS & RECOGNITIONS

- The FSU Real Estate Program is ranked 6th in the nation among public institutions; 11th among all institutions, private and public; and 6th among institutions with AACSB accredited undergraduate real estate degree or specialization programs, U.S. News & World Report, 2017 edition.
- FSU faculty ranked 2nd globally in research published in the three core real estate journals (1978-2008), Journal of Real Estate Finance and Economics, 2010.
- C.F. Sirmans, Francis J. Nardoza Scholar, Distinguished Research Fellow and Eminent Scholar Emeritus, ranked No. 1, and G. Stacy Sirmans, the J. Harold and Barbara M. Chastain Eminent Scholar in Real Estate, ranked No. 20, in research published in the three core real estate journals.
- Members of the real estate faculty have been the recipients of numerous distinguished awards and honors, including national fellowships, recognitions for scholarship, university teaching and service awards, and industry honors and distinctions.

MAJOR GIFTS

We recognize the generosity of those who have provided major gifts to endowments that have enabled our programs, faculty, and students to excel.

Program Partners

- | | |
|-------------------------------------|--|
| ■ Donna Abood | ■ Florida State Real Estate Network, Inc. |
| ■ Beth Azor | ■ Mark Hillis & Nan Casper Hillis |
| ■ Kenneth G. Bacheller | ■ Evan D. Jennings |
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| ■ Scott Darling | ■ Francis J. Nardoza |

Major Gifts to Endow the Real Estate Program

- Donna Abood Endowed Leadership Fund
- Kenneth G. Bacheller Professorship in Real Estate
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- Bartelmo Family Endowment for Excellence in Real Estate
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- Billy Teel, Clara J. Milligan Teel, and Ann Teel Hatcher Endowed Scholarship Fund

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

THE EXECUTIVE BOARD, FSU Real Estate Center

The Executive Board advises and assists the Center in its work to improve student success and opportunity; to advance the program's academic mission of teaching, research, and service; to enhance the program's resources; and to raise the program's national standing.

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STR, INC., Hendersonville, TN

Heather Turner, *Managing Director*
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Tallahassee, FL

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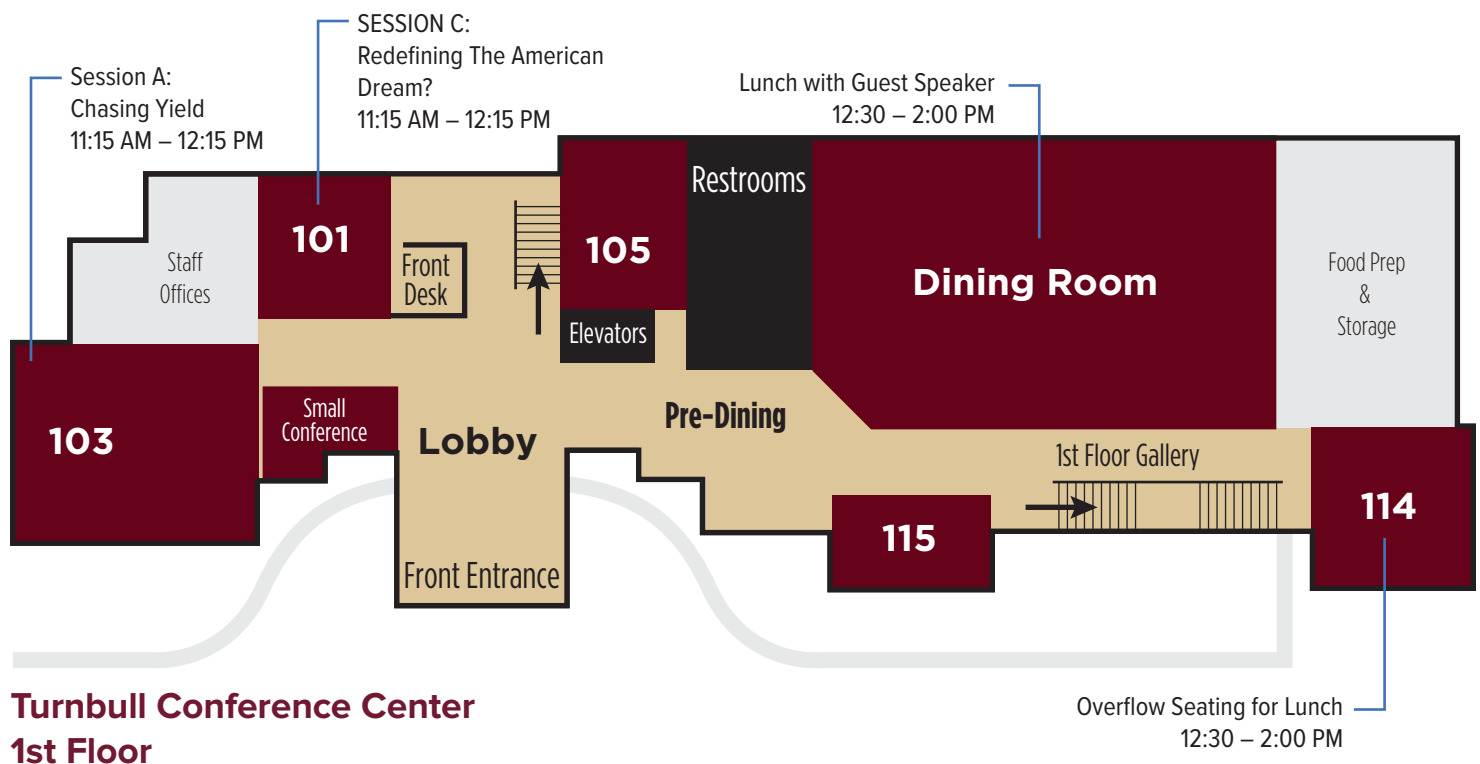
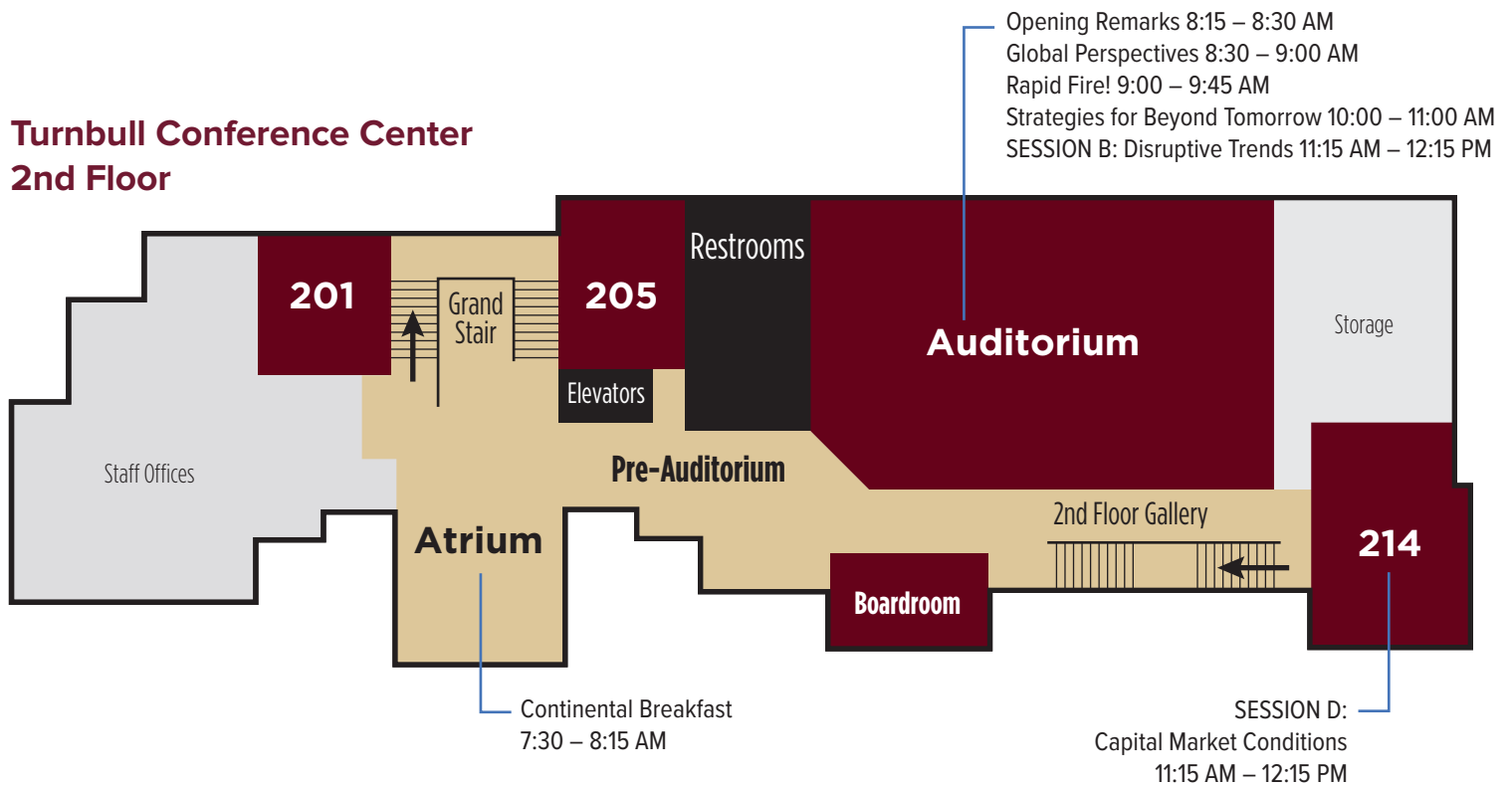
THE FSU REAL ESTATE CENTER'S 22ND

REAL ESTATE TRENDS CONFERENCE

TURNBULL CONFERENCE CENTER MAP

Turnbull Conference Center, 555 W. Pensacola St, Tallahassee, FL 32306

Turnbull Conference Center 2nd Floor



Turnbull Conference Center 1st Floor

THE FSU REAL ESTATE CENTER'S 22ND

REAL ESTATE TRENDS CONFERENCE

SCHEDULE AT A GLANCE

THURSDAY, October 13, 2016

Location: University Center, Bldg. B

1:00 – 1:30 PM	Networking Keys! (student-only forum)	3 rd Floor Ballroom
1:45 – 3:15 PM	“If I Were 21” Student/Mentor Roundtable and Q&A	3 rd Floor Ballroom
3:30 – 5:30 PM	Seminole Real Estate Speed Connections	3 rd Floor Ballroom
3:30 – 5:00 PM	Insider’s Tour of FSU Football Facilities (Legacy Leaders, Gold and Garnet Sponsors)	

5:00 – 7:30 PM **REGISTRATION, RECEPTION AND OPENING PROGRAM** **4th Floor – Champions Club**
 Danny Kanell, ESPN Networks

7:30 – 10:00 PM Cocktail and Jazz Reception (non-student event) 6th Floor Terrace

FRIDAY, October 14, 2016

Location: FSU Turnbull Conference Center

7:30 AM	Registration Opens	1 st Floor - Looby
7:30 – 8:15 AM	Continental Breakfast	2 nd Floor - Atrium
8:15 – 8:30 AM	Opening Remarks and Announcements	2 nd Floor - Auditorium
8:30 – 9:00 AM	Global Perspectives Rodger Baker, Stratfor	2 nd Floor - Auditorium
9:00 – 9:45 AM	Rapid Fire!	2 nd Floor - Auditorium
10:00 – 11:00 AM	Strategies For Beyond Tomorrow Barry Sternlicht, Starwood Capital Group and Diedre Bolton, FOX Business News	2 nd Floor - Auditorium

11:15 AM – 12:15 PM Hot Topics (concurrent sessions)

Session A	Chasing Yield: Thinking Outside the Box in a Risk-Reward Environment	1 st Floor - 103
Session B	Disruptive Trends and Real Estate Markets	2 nd Floor - Auditorium
Session C	Redefining the American Dream?	1 st Floor - 101
Session D	Capital Market Conditions	2 nd Floor - 214
12:30 – 2:00 PM	Lunch with Featured Speaker Mark Zandi, Moody’s Analytics	1st Floor - Dining Room and Room 114
6:00 – 10:00 PM	“Downtown GetDown”	Adams Street Commons

SATURDAY, October 15, 2016

Location: Doak Campbell Stadium

Time: TBA FSU vs. Wake Forest Football Game (Homecoming)