

THE FSU REAL ESTATE CENTER'S 23RD

REAL ESTATE TRENDS CONFERENCE

OCTOBER 19 & 20, 2017

TALLAHASSEE, FLORIDA



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THE FSU REAL ESTATE CENTER'S 23RD 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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This year's conference features a personalized schedule, guest messaging, and on-site updates delivered directly to your phone*



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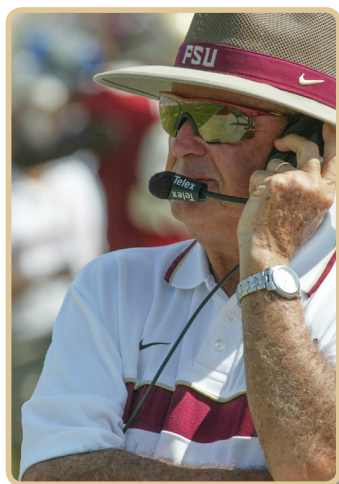
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THE FSU REAL ESTATE CENTER'S 23RD
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FEATURED SPEAKERS



Bobby Bowden

FSU Coaching Legend
Tallahassee, Florida

In 1962, Bobby Bowden joined Florida State University as an assistant coach under Head Coach Bill Peterson. He joined the West Virginia University coaching staff in 1968, where he ultimately compiled a 42–26 record. Bowden returned to FSU as head coach in 1976. During his 34 years as Florida State's head coach he had only one losing season—his first, in 1976. He declined head coaching job offers from Alabama, Auburn, LSU, and the National Football League's Atlanta Falcons. From 1987 to 2000 the Seminoles finished every season with at least 10 wins and among the top five of the Associated Press College Football Poll, and won the national championship in 1993 and 1999. Coach Bowden has spent much of his life after coaching college football either on the golf course, making appearances throughout the country or with his wife Anne. Coach continues to maintain a very active lifestyle in Tallahassee, Florida.



Daniel Bass

Chief Financial Officer
Fortress Investment Group LLC
New York, New York

Daniel N. Bass is the Chief Financial Officer of Fortress Investment Group LLC, and is also a member of the firm's Management Committee. Prior to joining Fortress in November 2003, Mr. Bass spent eleven years at Deutsche Bank. Over the course of his career at Deutsche Bank, he held the positions of managing director of DB Capital Partners and managing director, Global Business Area Controller of Deutsche Bank's Corporate Investments Division. Prior to that, Mr. Bass was a senior associate in the International Tax Practice at Coopers & Lybrand. He is also a member of the Board of Trustees of the Florida State University Foundation. Mr. Bass received both a B.S. and a Masters in Accounting from Florida State University.



Scott Darling

President
American Realty Advisors
Los Angeles, California

Scott Darling is the President of ARA and participates in the overall strategic direction and management of the firm as a member of its Management Committee. In addition, he leads the firm's Portfolio Management Team where he oversees and is responsible for the investment strategy implementation of ARA's largest commingled fund, the American Core Realty Fund. With more than \$8 billion in assets under management, ARA is a leading provider of commercial real estate investment management services. For over 28 years, ARA has managed capital for institutional investors utilizing core and value-added commingled funds and separate accounts. ARA acquires assets directly or provides equity, preferred equity, mezzanine debt, debt, and hybrid debt to primary investors and developers operating throughout the United States for office, industrial, multi-family, and retail properties. Mr. Darling holds B.S. degrees in Real Estate and Finance from Florida State University, and a law degree from University of Southern California.

THE FSU REAL ESTATE CENTER'S 23RD

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FEATURED SPEAKERS



Robert Merck

Senior Managing Director, Global Head of Real Estate
MetLife, Inc.
New York, New York

Robert R. Merck is a Senior Managing Director and Global Head of Real Estate and Agriculture at MetLife, Inc. In this role, Mr. Merck is responsible for managing the company's \$70 billion commercial mortgage and equity real estate portfolio, as well as its \$15 billion agricultural investments portfolio. In this capacity, Mr. Merck oversees a staff of 285 investment professionals, both domestic and international. Under his leadership, MetLife has diversified its real estate equity portfolio, in part through the \$5.4 billion sale of Peter Cooper Village/Stuyvesant Town, one of the largest real estate transactions in history. In addition, Mr. Merck was responsible for launching the firm's new investment management business in 2012. He received a B.B.A. degree from Emory University and an MBA from Georgia State University. Mr. Merck is a trustee of the Urban Land Institute and serves on the Board of Directors of the Real Estate Roundtable. Mr. Merck also serves as the Executive Sponsor of Military Veterans Network (MVET).



Sarah Quinlan

Senior Vice President–Market Insights
Mastercard
Purchase, New York

Sarah Quinlan is the Senior Vice President and Group Head of Market Insights for Mastercard. Providing macro-to-micro economic trends related to consumer spending and retail sales, Ms. Quinlan advises executives across industries, including retail, banking, capital markets and government agencies. She and her team analyze and predict spending patterns, based on the billions of anonymous purchases Mastercard processes every year, to create solutions that help clients make better business decisions. Sarah is widely recognized as an expert in her field and appears regularly in the media including CNBC, the Associated Press, Fox Business Network, Bloomberg TV, the Times of London, The Daily Telegraph, and Women's Wear Daily (WWD). Prior to joining MasterCard in 2013, Sarah spent 28 years in the capital markets as an investment banker, portfolio manager and hedge fund manager. Sarah received her B.A. and MBA from the University of Chicago in Politics, Economics, Rhetoric and Law with Special Honors and in Finance and Accounting, respectively.



Christine Romans

Chief Business Correspondent and Anchor of "Early Start," CNN
New York, New York

Christine Romans is CNN's Chief Business Correspondent and anchor of Early Start with John Berman and Christine Romans weekdays 4 am to 6 am ET. She won an Emmy award for her work on the series "Exporting America" about globalization and outsourcing American jobs overseas, and is author of three books: "Smart is the New Rich: If You Can't Afford it—Put it Down" (Wiley 2010), "How to Speak Money" (Wiley 2012) and "Smart is the New Rich Money Guide for Millennials" (Wiley March 2015). Romans brings an award-winning career in business reporting. She joined CNN Business News in 1999, spending several years reporting from the floor of the New York Stock Exchange. Romans was part of the coverage teams that earned CNN a George Foster Peabody award and an Alfred I. duPont Award. The National Foundation for Women Legislators has honored her with its media excellence award for business reporting and the Greenlee School of Journalism named her the 2009 James W. Schwartz award recipient.

PANELISTS



Kris Arviso
Senior Vice President
Clarion Partners
Dallas, Texas



Jason Holwerda
Vice President, Brokerage
Services
Foundry Commercial
Franklin, Tenn.



Olin Needle
Director, Investment Research
– North America
Heitman
Chicago, Ill.



Steve Blazejewski
Managing Director
PGIM Real Estate
Atlanta, Ga.



Keith Jones
Sportscaster
Seminole/IMG Radio Network
Tallahassee, Fla.



Brian Pieracci
Managing Director, Acquisitions
– North America
Heitman
Chicago, Ill.



Kevin Collins
Executive Vice President,
Commercial Mortgage Credit
Invesco Mortgage Capital Inc.
Louisville, Ky.



Chris Kazantis
Director
AEW Capital Management, LLP
Boston, Mass.



Lisa Ramey
Vice President – Finance
Xenia Hotels & Resorts, Inc.
Orlando, Fla.



Juan DeAngulo
Managing Principal
Elion Partners
Aventura, Fla.



Jayson Lipsey
Executive Vice President &
COO
Parkway
Orlando, Fla.



John Rymer
President
Rymer Strategies
Tampa, Fla.



Lesley Deutch
Principal
John Burns Real Estate
Consulting, LLC
Boca Raton, Fla.



Kevin Maddron
Chief Operating Officer &
CFO
CNL Healthcare Properties
Orlando, Fla.



Corey Simon
Former Seminole
Dynasty Great
Tallahassee, Fla.



John Doggett
Senior Lecturer, Global
Management
The University of Texas
Austin, Texas



Doug McKinstry
Assistant Managing Director,
Eastern Region
Principal Real Estate Investors
Des Moines, Iowa



Russell Smith
Director of Land Development
Lennar Homes, LLC
Fort Myers, Fla.



William Floyd
Former Seminole
Dynasty Great
Winter Garden, Fla.



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



Chris Weilminster
EVP, President,
Mixed-Use Division
Federal Realty Investment Trust
Rockville, Md.



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



Richard Millard
Chairman and CEO
Trust Hospitality
Coral Gables, Fla.



Jim Zboril
President
Tavistock Development
Company
Orlando, Fla.



Richard Hill
Head of U.S. REIT Equity and
CRE Debt Research
Morgan Stanley
New York, N.Y.



Francis Nardoza
Chairman and CEO
REH Capital Partners, LLC
Fort Lauderdale, Fla.

THE FSU REAL ESTATE CENTER'S 23RD
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CONFERENCE SCHEDULE

Thursday, October 19, 2017 • University Center, Building B

PRE-CONFERENCE STUDENT EVENTS

Student events will be held in the University Center Building B, 3rd Floor Ballroom at Doak Campbell Stadium

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 confirmed panelists only)
Moderated by **John Crossman**, Crossman & Company, and **Ryan Dietz**, FSU Real Estate Center, this session is designed specifically for students of the FSU Real Estate Program to discuss career paths and strategies with a distinguished panel of professionals.
Panelists: **James Alderman**, Extended Stay America; **Beth Azor**, Azor Advisory Services, Inc.; **Jamie Barati**, Cite Partners; **David Beshears**, Beshears & Associates; **Andrew Diaz**, Gaylor Merlin Ludovici & Diaz; **Martin Engelmann**, Franklin Street Valuation Advisory; **John Fifer**, Beck Partners; **David Gabbai**, Colliers International – Central Florida; **Ivy Greaner**, FivePoint; **Andrew Greenwell**, Venture Sotheby's International Realty; **Bruce Humphrey**, Birchfield & Humphrey, P.A.; **Michael Leeds**, Shagbark Properties, LLC; **Jason Lichtstein**, Akerman LLP; **Brett Lindquist**, The Mortgage Firm, Inc.; **William Lloyd**, R.K.M. Development Corp.; **Chase Pattillo**, CBRE-Tampa; **Douglas Rillstone**, Broad and Cassel, LLP; **Kyle Riva**, Alexander Investments International, Inc.; **Terry Salzman**, Salzman Real Estate Advisors; **Thekla Salzman**, Salzman Real Estate Advisors; **Elizabeth Roque-Swezy**, Centennial Management Corp.; **Greg Spencer**, Timbers Resorts; **Lewis Swezy**, Centennial Management Corp.; **Imran Thobani**, Ryan, LLC; **Heather Turner**, DiNapoli Capital Partners

3:45 – 5:15 PM Real Estate Speed Connections **UCC 3rd Floor Ballroom**
Moderated by **Calvin Williams**, FSU Career Center, this session enables prospective employers to briefly meet with students of the program for recruiting.

CONFERENCE REGISTRATION AND OPENING

Thursday events will be held at the University Center, Building B, 4th Floor, Champions Club at Doak Campbell Stadium

5:00 – 7:30 PM Registration, Reception and Opening **4th Floor – Champions Club**
The reception features food and beverage stations with the program scheduled to begin at 6:00 p.m.

6:00 – 7:30 PM “The Bowden Dynasty” **4th Floor – Champions Club**
Thursday's opening program will feature **Bobby Bowden**, FSU Coaching Legend, former Seminole Dynasty greats **William Floyd** and **Corey Simon**, and **Keith Jones**, Seminole/IMG Radio Network discussing the “Bowden Dynasty,” the keys to its success, and Coach Bowden's impact on FSU. Presiding: **Greg Michaud**, Voya Investment Management, Atlanta, Ga. (FSU Real Estate Center Executive Board Chair)

8:00 – 11:00 PM The Franklin Street Jazz Reception **Township at CollegeTown**
Hosted at Township at CollegeTown, 615 S. Woodward Avenue, just a short walk from the stadium. All professionals (non-students) attending the conference are invited to this event.



THE FSU REAL ESTATE CENTER'S 23RD

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CONFERENCE SCHEDULE

Friday, October 20, 2017 • Turnbull Conference Center

Friday events will be held at the FSU Turnbull Conference Center, 555 W. Pensacola Street

7:30 – 8:00 AM Continental Breakfast **2nd Floor – Atrium**

8:00 – 8:15 AM Opening Remarks **2nd Floor – Auditorium**
Presiding: **Kevin Collins**, Invesco Mortgage Capital Inc., Louisville, Ky. (Conference Chair)

8:15 – 9:00 AM Global Market Conditions: Setting the Stage **2nd Floor – Auditorium**
A unique overview of the global economic trends affecting U.S. markets
■ **Prof. John Doggett**, University of Texas, Austin, Texas

9:00 – 9:45 AM Rapid Fire: The Capital Markets **2nd Floor – Auditorium**
A quick-paced, rapid-fire, discussion of the macro-level conditions and trends affecting today's capital markets.
■ **Drew Fung**, Managing Director, Clarion Partners, New York, N.Y.
■ **Chris Kazantis**, Director, AEW Capital Management, LP, Boston, Mass.
■ **Jayson Lipsey**, Executive Vice President and Chief Operating Officer, Parkway, Houston, Texas
■ **Doug McKinstry**, Assistant Managing Director, Eastern Region, Principal Real Estate Investors, Des Moines, Iowa
■ **Brian Pieracci**, Managing Director, Acquisitions – North America, Heitman, Chicago, Ill.
■ **Jim Zboril**, President, Tavistock Development Company, Orlando, Fla.
Moderator: **Richard Hill**, Head of U.S. REIT Equity and CRE Debt Research, Morgan Stanley, New York, N.Y.

10:15 – 11:00 AM Strategies for Beyond Tomorrow **2nd Floor – Auditorium**
This session looks at innovations and trends affecting the future and the investment strategies designed to capitalize on opportunities they may create.
■ **Daniel Bass**, Chief Financial Officer, Fortress Investment Group LLC, New York, N.Y.
■ **Scott Darling**, President, American Realty Advisors, Los Angeles, Calif.
■ **Robert Merck**, Senior Managing Director, Global Head of Real Estate, MetLife, Inc., New York, N.Y.
Moderator: **Christine Romans**, Chief Business Correspondent and Anchor of "Early Start," CNN, New York, N.Y.
The conference thanks The Kislak Family Foundation, Inc. for its sponsorship of this session.



CONCURRENT SESSIONS

11:15 – 12:15 PM Hot Topics **2nd Floor – 214**

Session A. The Rise of "Surban" Markets

The demand for amenities and the creation of new live, work, play environments for a next generation is debated at this session.

- **Lesley Deutch**, Principal, John Burns Real Estate Consulting, LLC, West Palm Beach, Fla.
- **Jason Holwerda**, Vice President, Brokerage Services, Foundry Commercial, Nashville, Tenn.
- **Jim Zboril**, President, Tavistock Development Company, Orlando, Fla.

Moderator: **John Rymer**, President, Rymer Strategies, Tampa, Fla.

The conference thanks the ULI Capital Region Leadership Council for its partnership and work to organize this session.



THE FSU REAL ESTATE CENTER'S 23RD

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CONFERENCE SCHEDULE

Friday, October 20, 2017 • Turnbull Conference Center

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

Session B. Emerging Experiential Real Estate: Retail / Hospitality

1st Floor – 103

This panel discusses the growing need to innovate and enhance the user experience in the retail and hospitality sectors.

- **Richard Millard**, Chairman and Chief Executive Officer, Trust Hospitality, Coral Gables, Fla.
 - **Lisa Ramey**, Vice President – Finance, Xenia Hotels & Resorts, Inc., Orlando, Fla.
 - **Chris Weilminster**, EVP, President, Mixed-Use Division, Federal Realty Investment Trust, Washington, D.C.
- Moderator: **Francis Nardoza**, Chairman and Chief Executive Officer, REH Capital Partners, LLC, Ft. Lauderdale, Fla.

Session C. Health Care: Opportunities in Senior Housing and Medical Office

1st Floor – 101

Market conditions and investment opportunities in health care related facilities are discussed in this session.

- **Steve Blazejewski**, Managing Director, PGIM Real Estate, Atlanta, Ga.
 - **Chris Kazantis**, Director, AEW Capital Management, LP, Boston, Mass.
 - **Kevin Maddron**, Chief Operating Officer and Chief Financial Officer, CNL Healthcare Properties, Orlando, Fla.
 - **Olin Needle**, Director, Investment Research – North America, Heitman, Chicago, Ill.
- Moderator: **Brian Pieracci**, Managing Director, Acquisitions – North America, Heitman, Chicago, Ill.

Session D. Uncharted Territory: Emerging Conditions

2nd Floor – Auditorium

This session looks at autonomous vehicles, changes in rail, and other innovations affecting logistics, retail, and the urban environment.

- **Kris Arviso**, Senior Vice President, Clarion Partners, Dallas, Texas
 - **Juan DeAngulo**, Managing Principal, Elion Partners, Miami, Fla.
 - **Ben Walker**, HNTB Corporation, Tampa, Fla.
- Moderator: **Russell Smith**, Lennar Homes, LLC, Fort Myers, Fla.

CLOSING SESSION

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

1st Floor – Dining Room and Room 114

The macro-to-micro trends related to consumer behavior affecting everything from housing market decisions to capital market moves are presented at the closing lunch—a fascinating look at the consumer markets!

- **Sarah Quinlan**, Mastercard, Purchase, N.Y.

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. Proceeds benefit the Big Bend United Way.

6:00 – 10:00 PM “Friday Night Block Party” at CollegeTown

CollegeTown is located at South Woodward and Madison Street

**Saturday
October 21**

FSU vs. Louisville Football Game
Doak Campbell Stadium, Tallahassee, Fla. / Time: TBA
Single game tickets may be purchased at Seminoles.com or by calling (850) 644-1830.



Lewis V. Swezy, CEO of Centennial Management Corporation has over 38 years of experience in affordable housing development, construction, and management throughout South Florida.



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

THE FSU REAL ESTATE CENTER'S 23RD

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Cushman & Wakefield is a leading global real estate services firm. Our 45,000 employees in more than 70 countries help occupiers and investors optimize the value of their real estate by combining our global perspective and deep local knowledge with an impressive platform of real estate solutions across core services of agency leasing, asset services, capital markets, facility services, global occupier services, investment and asset management, project and development services, tenant representation, and valuation and advisory. 2017 marks the 100-year anniversary of the Cushman & Wakefield brand - 100 years of taking our clients' ideas and putting them into action.



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.eastdilsecured.com

As the pioneer of the real estate investment banking industry, Eastdil Secured has participated in every real estate cycle since 1967, attaining 50 years of real estate investment banking knowledge and experience. By maintaining an effective platform that combines conventional real estate brokerage with the corporate finance and capital markets expertise of an investment bank, Eastdil Secured creates value for clients through unparalleled advisory services, individually-tailored structures, and marketing/placement programs that set the industry standard. Eastdil Secured's unparalleled real estate knowledge is evidenced by over \$1.7 trillion in completed transactions since 2005. Through tailor-made solutions, executable advice, and reliable financial counsel, Eastdil Secured offers the most highly specialized advisory services throughout the entire capital markets spectrum and all major product types.

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www.floridatrend.com

GreenPointe Communities, LLC is the community and urban development division of GreenPointe Holdings, LLC with extensive real estate market data and analytical systems to rapidly assess real estate values and challenges. The GreenPointe team has over 140 years collective experience in developing some of the most sought-after master-planned and condominium communities in the Southeast. Our team creates and transforms residential and mixed-use communities into neighborhoods for today's homebuyer while providing lasting, sustainable value. Having the utmost respect for the land, the GreenPointe team works diligently to protect and enhance nature's best assets. This thoughtful practice allows GreenPointe Communities to create and reenergize communities that provide for an enduring lifestyle where people want to live, work and enjoy recreation.



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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.



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 investments. Osprey also participates in other opportunistic commercial real estate endeavors such as the financing and acquisition of 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 throughout the southeast in an institutional and structured execution. Osprey's team of professionals have directly financed and structured in excess of \$10 billion of commercial real estate transactions.



Ryan, an award-winning global tax services and software provider, is the largest firm in the world dedicated exclusively to business taxes. The Firm provides a comprehensive suite of tax services on a multi-jurisdictional basis, including tax recovery, consulting, advocacy, compliance, and technology services. Ryan is a five-time recipient of the International Service Excellence Award from the Customer Service Institute of America (CSIA). Ryan's multi-disciplinary team of more than 2,100 professionals and associates serves over 14,000 clients in more than 45 countries, including many of the world's most prominent Global 5000 companies. Learn more at 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.



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THE FSU REAL ESTATE CENTER'S 23RD 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 150 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 Tampa, Fla. – 2017 Student Participants:

Stewart Beshears	Sarah Flemister	Hanna Lillvis	Nathan Nguyen	Michael Walsh
Nick Bummara	Holden Harrell	Jalicia Lopez	Nicholas Roland	Jingfang Wang
Alexandria Caplan	Johnny Heiss	Kevin Mahoney	Andrew Sperling	Alexander Welch
Amanda Davis	Brian Jaffe	Casey Mancuso	Anthony Suarez	Austin Weller
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Joshua Fern	Michelle Langborgh	Brian Mullen	James Walls	

THE 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. Events students attend include: The ULI Fall Meeting, Los Angeles, Calif., 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 – 2017 Student Participants:

Zachary Ammon	Amanda Davis	Essence Malveau	Nathan Nguyen	Myah Taylor
Brennan Battaglia	Christopher Hamlin	Casey Mancuso	Peter Powers	Jonah Twist
Stewart Beshears	Johnny Heiss	Andrew Michols	Jonathan Proby	Katie Watson
Nick Bummara	Malina Huynh	Kara Morabito	Kalayah Sargeant	Alexander Welch
Diego Cardenas	Luke Kluttz	Grant Morris	Race Smith	Austin Weller
Gabrielle Dame	Jessica Long	Brian Mullen	Ben Stone	Nick Wheeler

THE FSU REAL ESTATE CENTER'S 23RD REAL ESTATE TRENDS CONFERENCE

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

Andrew Evans
Victoria Kiser
Christopher Klinect
Casey Mancuso
Rebekah Whittington
Sarah King
Skye Pennebaker

Crossman & Company Endowed Scholarship

Christopher Feehley
Kalayah Sargeant

ICSC Foundation Undergraduate Real Estate Award

Diego Cardenas

The Lindquist Endowed Scholarship in Real Estate

Kyle Barber
Kendall Hyde

Mark Hillis and Nan Casper Hillis Scholarship

Amanda Davis

The Michael Baldwin Scholarship

Christopher Russe

The Peter and Jennifer Collins Real Estate Graduate Fellowship

Georgia Gunn
Jason McCormick

The Barry A. Diskin Award

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

2016-2017 Michael Walsh

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. Nardozza
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:	William F. Butler
2017–2018:	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:	Nick Vinson
2004:	Erin Efstathion	2017:	To be announced
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 23RD REAL ESTATE TRENDS CONFERENCE

1995-2017 SPEAKERS

- | | |
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| <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>1997 John P. McCann, Chairman of Board/ President/CEO, United Dominion Realty Trust</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</p> <p>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 Sittima, 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 Todd Buchholz, Former White House Economic Advisor</p> <p>Mel Martinez, JP Morgan Chase & Co.; Former U.S. Senator and Secretary of Housing & Urban Development</p> <p>Hap Stein, Chairman & CEO, Regency Centers Corporation</p> <p>Terry Stiles, Chairman & CEO, Stiles</p> <p>Manuel de Zárraga, Executive Managing Director, Holliday Fenoglio Fowler, L.P.</p> <p>2011 Tucker Carlson, Veteran journalist, political commentator, FOX News</p> <p>Thomas D'Arcy, President, Chief Executive Officer and Director, Grubb & Ellis Company</p> <p>Rocco Ferrera, Chief Investment Officer, Stiles</p> <p>Kevin Rostowsky, Senior Managing Director, Southeastern/Midwest U.S., NXT Capital</p> <p>Thomas Sittima, Chief Executive Officer, CNL Financial Group</p> <p>Christine Romans, Journalist and Anchor, CNN</p> |
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THE FSU REAL ESTATE CENTER'S 23RD
REAL ESTATE TRENDS CONFERENCE

1995-2017 SPEAKERS

- 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**, Journalist and Anchor, CNN
- Wilbur Ross**, Chairman & CEO, WL Ross & Co. LLC
- Ash Williams**, Executive Director & CIO, Florida State Board of Administration
- 2013** **Deirdre Bolton**, Anchor, Bloomberg Television
- 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
- 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
- 2017** **Bobby Bowden**, FSU Coaching Legend
- Daniel Bass**, Chief Financial Officer, Fortress Investment Group LLC
- Scott Darling**, President, American Realty Advisors
- Robert Merck**, Senior Managing Director, Global Head of Real Estate, MetLife, Inc.
- Sarah Quinlan**, Senior Vice President – Market Insights, Mastercard
- Christine Romans**, Chief Business Correspondent and Anchor, CNN

MASTER OF BUSINESS ADMINISTRATION

ONLINE WITH REAL ESTATE SPECIALIZATION

"You live in real estate, drive on real estate and work in or on real estate. Everything you do – especially business – has a real estate component. Our online MBA with a real estate specialization will provide you with the tools to properly manage real estate investment and risk in any industry."

— Stephen Bailey
Attorney and MBA Professor

CRITICALLY ACCLAIMED: Our MBA program ranked No. 16 on *U.S. News & World Report's* 2017 list of Best Online Graduate Business Programs. FSU's Real Estate Program consistently ranks among the nation's Top 10 programs at public institutions.

TESTED AND APPROVED: Nine out of 10 recent online MBA graduates say they would recommend the program to a friend or colleague.

MOVE FORWARD TODAY: Apply by March 1 for summer entry, June 1 for fall entry, Oct. 1 for spring entry. Complete the online MBA in seven semesters.



FLORIDA STATE UNIVERSITY
COLLEGE OF BUSINESS
Graduate Programs



mba.fsu.edu

"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)
- MAR 5625 – Marketing Research and Analytics (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 <https://admissions.fsu.edu/residency/residency.cfm>)
- 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/graduate/>

The FSU College of Business is accredited by The Association to Advance Collegiate Schools of Business (AACSB).

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

THE FSU REAL ESTATE CENTER'S 23RD 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*, 2018 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 | ■ Peter and Jennifer Collins | ■ Brett and Cindy Lindquist |
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| ■ Kenneth Bacheller | ■ Scott and Marion Darling | ■ Shawn McIntyre/North American Properties |
| ■ Mark C. Bane | ■ Florida State Real Estate Network, Inc. | ■ Greg Michaud |
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| ■ Harold and Barbara Chastain | ■ Evan Jennings | |
| ■ Marshall Cohn | ■ The Kislak Family Foundation, Inc. | |

Major Gifts to Endow the Real Estate Program

- | | |
|--------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
| ■ Donna Abood Endowed Leadership Fund | ■ Mark Hillis and Nancy Casper Hillis Endowed Scholarship Fund for Real Estate |
| ■ Kenneth G. Bacheller Professorship in Real Estate | ■ Mark Hillis and Nancy Casper Hillis Professorship in Real Estate |
| ■ Mark C. Bane, Sr. Professorship in Business Administration | ■ Evan D. Jennings Executive Speaker Series in Real Estate |
| ■ Bartelmo Family Endowment for Excellence in Real Estate | ■ Lindquist Endowed Fund for Real Estate Excellence |
| ■ Leonard Caplin Endowment for Excellence in Real Estate | ■ Lindquist Endowed Real Estate Scholarship Fund |
| ■ J. Harold and Barbara M. Chastain Eminent Scholar Chair in Real Estate | ■ William and Stephanie Lloyd Endowment for Excellence in Real Estate |
| ■ Bryan and Karen Cohen Family Endowment for Excellence in Real Estate | ■ Michaud Endowment for Excellence in Real Estate |
| ■ Peter and Jennifer Collins Real Estate Graduate Fellowship | ■ Francis J. Nardoza Endowed Scholars' Fund |
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| ■ Scott and Marion Darling Endowment for Excellence in Real Estate | ■ Billy Teel, Clara Jo Milligan Teel, and Ann Teel Hatcher Endowed Scholarship Fund |
| ■ Barry A. Diskin Endowed Fund for Excellence in Real Estate Valuation | |

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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NOTES

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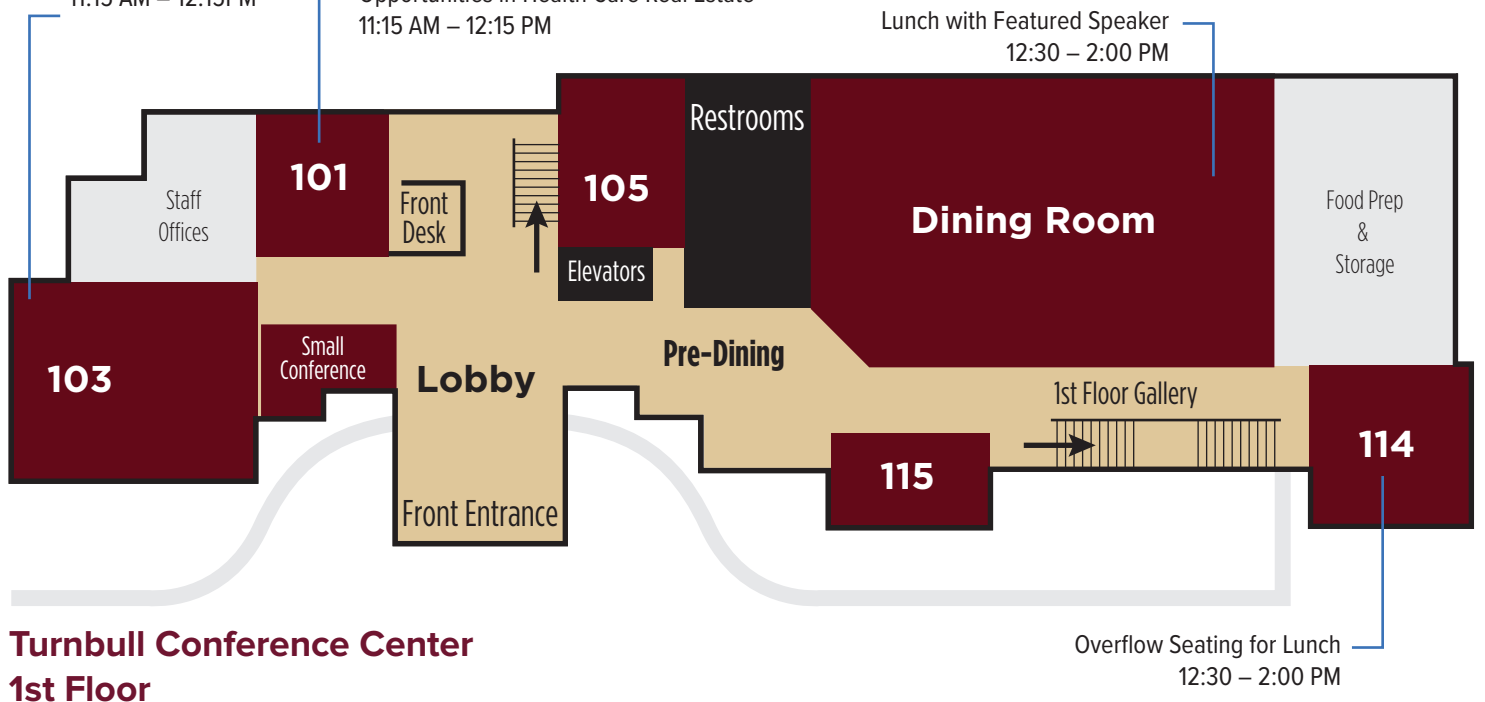
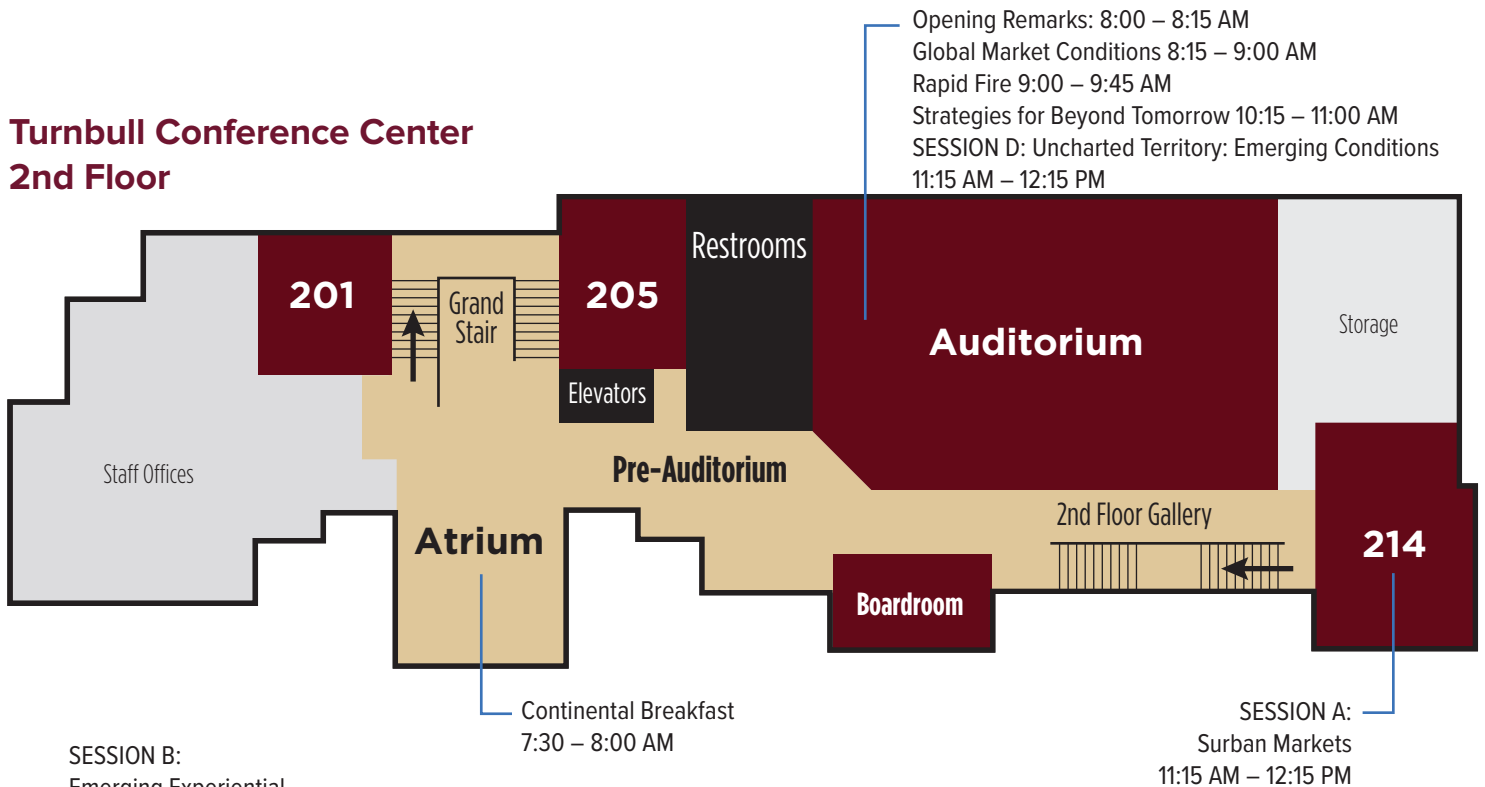
THE FSU REAL ESTATE CENTER'S 23RD

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 23RD

REAL ESTATE TRENDS CONFERENCE

SCHEDULE AT A GLANCE

THURSDAY, October 19, 2017

Location: University Center, Bldg. B

1:00 – 1:30 PM	Networking Keys! (student-only forum)	3rd Floor Ballroom
1:45 – 3:15 PM	"If I Were 21" Student/Mentor Roundtable	3rd Floor Ballroom
3:45 – 5:15 PM	Real Estate Speed Connections	3rd Floor Ballroom
<hr/>		
5:00 – 7:30 PM	REGISTRATION, RECEPTION AND OPENING PROGRAM	4th Floor – Champions Club
6:00 – 7:30 PM	"The Bowden Dynasty" Bobby Bowden, FSU Coaching Legend	4th Floor – Champions Club
8:00 – 11:00 PM	The Franklin Street Jazz Reception (non-student event)	Township in CollegeTown

FRIDAY, October 20, 2017

Location: FSU Turnbull Conference Center

7:30 AM	Registration Opens	1st Floor - Lobby
7:30 – 8:00 AM	Continental Breakfast	2nd Floor - Atrium
8:00 – 8:15 AM	Opening Remarks	2nd Floor - Auditorium
8:15 – 9:00 AM	Global Market Conditions: Setting the Stage Prof. John Doggett, University of Texas at Austin	2nd Floor - Auditorium
9:00 – 9:45 AM	Rapid Fire: The Capital Markets	2nd Floor - Auditorium
10:15 – 11:00 AM	Strategies For Beyond Tomorrow	2nd Floor - Auditorium
11:15 AM – 12:15 PM	Hot Topics (concurrent sessions)	
Session A	The Rise of "Surban" Markets	2nd Floor - 214
Session B	Emerging Experiential Real Estate: Retail/Hospitality	1st Floor - 103
Session C	Health Care: Opportunities in Senior Housing and Medical Office	1st Floor - 101
Session D	Uncharted Territory: Emerging Conditions	2nd Floor - Auditorium
12:30 – 2:00 PM	Lunch with Featured Speaker Sarah Quinlan, Mastercard	1st Floor - Dining Room and Room 114
6:00 – 10:00 PM	"Downtown GetDown"	Adams Street Commons
6:00 – 10:00 PM	"Friday Night Block Party"	CollegeTown

SATURDAY, October 21, 2017

Location: Doak Campbell Stadium

Time: TBA	FSU vs. Louisville Game
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