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THE FSU REAL ESTATE CENTER'S 24TH
REAL ESTATE TRENDS
CONFERENCE

OCTOBER 25 & 26, 2018
TALLAHASSEE, FLORIDA



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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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JOHN HEILEMANN

NBC and MSNBC National Affairs Analyst
Creator and Host of Showtime's *The Circus*
New York, New York

John Heilemann has covered politics, business, and their intersection for nearly three decades in America and abroad. He is a creator, executive producer, and co-host of *The Circus*, Showtime's heralded political documentary series, which chronicled the 2016 presidential campaign and the first 100 days of Donald Trump's presidency. Heilemann is also a national affairs analyst for NBC News and MSNBC, where he appears regularly on *Morning Joe*, *The Last Word*, *Hardball*, *Deadline: White House*, and other programs.

During the 2016 election cycle, Heilemann served as co-managing editor of Bloomberg Politics, leading the company's political and policy coverage—including news, analysis, commentary, and data analytics—across its media platforms. He was the co-host of MSNBC and Bloomberg TV's daily news analysis program *With All Due Respect*. He is the co-author of *The New York Times* No. 1 best sellers *Game Change* and *Double Down*, which chronicled the 2008 and 2012 presidential elections, respectively.



MARK MCKINNON

Political Advisor, TV Producer
Creator and Host of Showtime's *The Circus*
Denver, Colorado

Mark McKinnon is a political advisor, reform advocate, media columnist and television producer. He is a creator, executive producer and co-host of Showtime's real-time documentary series of the 2016 election and the Trump presidency, *The Circus*, the highest rated unscripted program ever on Showtime. He was the chief media advisor to five successful presidential primary and general election campaigns, and is co-founder of No Labels, an organization dedicated to bipartisanship, civil dialogue and political problem solving.

McKinnon has worked for many causes, companies and candidates, including former President George W. Bush, the late Senator John McCain, the late former Governor Ann Richards and Bono. He serves on the boards of numerous organizations dedicated to reforming the influence of money in politics, is a member of the Television Academy, and serves on the board of jurors for the Peabody Awards. In 2014, McKinnon launched Mayday PAC to force ethics reform in the U.S. Congress, along with Harvard law professor Larry Lessig and tech moguls Steve Wozniak, Peter Thiel and Reid Hoffman.



BRETT WHITE

Executive Chairman & CEO
Cushman & Wakefield
Chicago, Illinois

Brett White has served as Executive Chairman and Chief Executive Officer of Cushman & Wakefield since 2015. Prior to joining Cushman & Wakefield, Brett had a 28-year career with CBRE, serving as Chief Executive Officer from 2005 to 2012 and President from 2001 to 2005. He was also a member of CBRE's Board of Directors from 1998 to 2013.

He currently serves as a member of the board of directors of Edison International and Southern California Edison. Previously, he served as a trustee of the University of San Francisco and as a member of the board of directors for Realogy Holdings Corporation and Mossimo, Inc. Brett holds a B.A. in Biology from the University of California, Santa Barbara.



JOHN BURNS

Chief Executive Officer
John Burns Real Estate Consulting
Irvine, California

John founded John Burns Real Estate Consulting to help business executives make informed housing industry investment decisions. The company's research subscribers receive the most accurate analysis possible to inform their macro investment decisions, and the company's consulting clients receive specific property and portfolio investment advice designed to maximize profits. The team takes great pride in enabling the profitable development of the best places to live in the world.

John co-authored *Big Shifts Ahead: Demographic Clarity for Businesses*, a book written to help make demographic trends easier to understand, quantify, and anticipate. 600,000+ people follow John's LinkedIn Influencer column, 30,000+ subscribe to his emails, and the media cited the firm 250+ times in 2017. Before founding John Burns Real Estate Consulting, John worked at a national consulting firm for four years, and 10 years at KPMG Peat Marwick. John holds degrees from Stanford and UCLA. He has attended home games for all 30 major league baseball teams, and regularly runs the hills in Southern California.



LISA PENDERGAST

Executive Director
CRE Finance Council
New York, New York

Lisa Pendergast is the Executive Director of Commercial Real Estate Finance Council (CREFC), served as the 2010/2011 President, and was a member of CREFC's Board of Governors. Ms. Pendergast previously served on the Editorial Board of CREFC's *CRE Finance World*. She has been a top-ranked research analyst in the highly competitive *Institutional Investor All-American Fixed-Income Research Team Survey* in the CMBS category. She has published several articles and reports on various aspects of the CMBS markets that appear in industry handbooks and academic journals, and is often quoted in the financial press on commercial real estate debt-related issues.

Prior to CREFC, Lisa Pendergast was with Jefferies LLC, the principal operating subsidiary of Jefferies Group LLC, a wholly-owned subsidiary of Leucadia National Corporation (NYSE: LUK), in July 2009 as a Managing Director and Head of CMBS Strategy and Risk in the Fixed Income Division's MBS/ABS/CMBS Group. Ms. Pendergast has more than 25 years of industry experience in the structured-finance markets.



NICK EGELANIAN

Founder and President
SiteWorks Retail Real Estate Services
Annapolis, Maryland

Considered a leading expert on retail and the shopping center industry, Egelanian introduced the concepts of "Commodity and Specialty Retail" and "Department Store Deconstruction," as the author of the retail chapter of the Urban Land Institute's *Professional Real Estate Development*. As President of SiteWorks, Nick has advised a wide array of retail clients including Cadillac Fairview, Amtrak, Madison Marquette Stuart Weitzman, Balducci's, Jos. A. Bank, and Lane Bryant. Prior to forming SiteWorks in 1992, Egelanian served as V.P. of Real Estate and New Store Development for retail chains Crown Books and Zany Brainy.

Mr. Egelanian is an active speaker around the world. He is a frequent contributor to industry publications, including *Retail Dive*, *Shopping Centers Today*, *Chain Store Age*, *Shopping Center Business*, and the *ULI's Urban Land Magazine*. Nick is adjunct professor at the University of Maryland and a faculty member at the ICSC's Riordan School. He holds a J.D. from George Washington University and a B.S. in Finance from the University of Maryland.

P A N E L I S T S



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Pryse Elam
Chief Investment Officer/
President, Development
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Tisha Maley
President
The Maley Company
Atlanta, Ga.

CONFERENCE SCHEDULE

THURSDAY, OCTOBER 25, 2018 • UNIVERSITY CENTER, BUILDING B

PRE-CONFERENCE STUDENT EVENTS

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

12:30 – 1:00 PM **Networking Keys (student-only forum)**

UCC 3rd Floor Ballroom

Organized by John Crossman, *Crossman & Company*, this session is designed to help students prepare for the conference.

1:15 – 2:45 PM **"If I Were 21" Student/Mentor Roundtable (confirmed participants only)**

UCC 3rd Floor Ballroom

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 lineup of professionals.

Panelists: Donna Abood, *Avison Young*; Jim Alderman, *Extended Stay America*; Beth Azor, *Azor Advisory Services, Inc.*; David Beshears, *Beshears & Associates*; Jay Caplin, *Steelbridge Capital, LLC*; Steven Garrity, *Highwoods Properties*; Ivy Greaner, *InvenTrust Properties Corp.*; Gilman Gunn, *Private Investor*; Alan Kleber, *JLL*; Michael Leeds, *Shagbark Properties, LLC*; Brett Lindquist, *The Mortgage Firm, Inc.*; Bill Lloyd, *R.K.M. Development Corp.*; Chris Marino, *State Board of Administration of Florida*; Kyle Mowitz, *The Imperium Companies*; Chase Pattillo, *CBRE-Tampa*; Kyle Riva, *Alexander Investments International, Inc.*; Elizabeth Roque-Sweezy, *Centennial Management Corp.*; Terry Salzman, *Salzman Real Estate Advisors*; Thekla Salzman, *Salzman Real Estate Advisors*; Dale Scott, *Hawkins Construction, Inc.*; Lewis Swezy, *Centennial Management Corp.*; Katie Trott, *Foundry Commercial and Tracy Worrell, Crossman & Company*

3:00 – 4:30 PM **Real Estate Speed Connections (confirmed participants only)**

UCC 3rd Floor Ballroom

Moderated by Coleman Carlisle and Scott Maynard, *FSU Career Center*, this session enables 20 prospective employers to briefly meet with real estate students for recruiting.

CONFERENCE REGISTRATION AND OPENING PROGRAM

Thursday events are held at the University Center, Building B, 4th Floor & 6th Floor, Champions Club at Doak Campbell Stadium

4:00 – 5:30 PM **Registration and Networking Reception**

UCC 6th Floor - Champions Club

We encourage you to arrive early! The reception is held on the 6th floor terrace of the Champions Club, featuring food and beverage stations.

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5:45 – 7:15 PM **Opening Program**

UCC 4th Floor - Champions Club

Featured Speakers: John Heilemann and Mark McKinnon, creators and co-hosts of *The Circus*, Showtime's heralded political documentary series. Heilemann and McKinnon will provide a sharp-eyed, unvarnished take, from both sides of the aisle, on the headlines and deeper forces impacting public policy, the economy and ordinary voters.

Presiding: Donna Abood, *Avison Young*, Miami, Fla. (Executive Board Chair)

7:30 PM Conference guests may elect to attend dinner on their own with their guests at one of the local restaurants, or attend the CollegeTown Reception.

7:30 – 11:00 PM **CollegeTown Reception**

Township in CollegeTown

Hosted at Township in CollegeTown, 615 S. Woodward Avenue, this off-site event is just a short walk from the stadium. All professionals (non-students) attending the conference are invited to this event.

Organized by:



CONFERENCE SCHEDULE

FRIDAY, OCTOBER 26, 2018 • TURNBULL CONFERENCE CENTER

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

7:30 – 8:00 AM Continental Breakfast

2nd Floor - Atrium

Light breakfast items available.

8:00 – 8:15 AM Opening Remarks

2nd Floor - Auditorium


Presiding: Gregg Ickes, *Foundry Commercial*, Orlando, Fla. (Conference Chair)

8:15 – 9:00 AM Shifting Strategy in an Ever-Changing World

2nd Floor - Auditorium

This session offers a unique summary of how U.S. demographic trends have shifted due to government policies, economic cycles and new technologies, as well as how these shifts may influence long-term investment decisions.

John Burns, *John Burns Real Estate Consulting*, Irvine, Calif.

The conference thanks *JLL* for its sponsorship of this session. 

9:00 – 10:00 AM Rapid Fire: Smart Money

2nd Floor - Auditorium and Room 214

This session delivers a quick-paced, rapid-fire discussion of the macro-level conditions and trends affecting investment strategies.

David Arena, *JP Morgan Chase*, New York, N.Y.

Kevin Collins, *Invesco Mortgage Capital Inc.*, Atlanta, Ga.

Pryse Elam, *Foundry Commercial*, Boca Raton, Fla.

Jacques Gordon, *LaSalle Investment Management*, Chicago, Ill.

Tuba Malinowski, *Stockbridge Capital Group*, Atlanta, Ga.

Tim Stoner, *USAA Real Estate*, San Antonio, Texas

Moderator: Lisa Pendergast, *CRE Finance Council*, New York, N.Y.

The conference thanks *Centennial Management Corp.* for its sponsorship of this session. 


10:15 – 11:00 AM Strategies for Beyond Tomorrow

2nd Floor - Auditorium and Room 214

This session looks at disruptions in the real estate industry and the potential opportunities they create.

Brett White, *Cushman & Wakefield*, Chicago, Ill.

Moderator: Bob Rice, *Tangent Capital Partners, LLC*, 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

Session A: Evolving Real Estate Technologies

1st Floor - Room 103

This presentation provides a better understanding of block chain and other revolutionary technologies that have the power to change and possibly replace traditional real estate practices.

Brian Hurst, *AQR Capital Management*, LLC, Greenwich, Conn.

Moderator: Chris Marino, *State Board of Administration of Florida*, Tallahassee, Fla.

Session B: The Cycle

2nd Floor - Auditorium

This session examines the market cycles for both space and capital, and evaluates where we are in these cycles.

Jacques Gordon, *LaSalle Investment Management*, Chicago, Ill.

Tim Stoner, *USAA Real Estate*, San Antonio, Texas

Robert White, Jr., *Real Capital Analytics, Inc.*, New York, N.Y.

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

CONFERENCE SCHEDULE
FRIDAY, OCTOBER 26, 2018 • TURNBULL CONFERENCE CENTER

11:15 – 12:15
AM PM **HOT TOPICS**

Session C: The Emerging Landscape of Retail

2nd Floor - Room 214

This session takes an honest look at the rapidly-evolving landscape of retail and the modern consumer, then explores how successful investors have adapted.

Garrick Brown, *Cushman & Wakefield*, Sacramento, Calif.

Michael Jammen, *UrbanMeritage*, LLC, Boston, Mass.

Tisha Maley, *The Maley Company*, Atlanta, Ga.

Moderator: Tuba Malinowski, *Stockbridge Capital Group*, Atlanta, Ga.

Session D: Real Impacts of the Sharing Economy

1st Floor - Room 101

This session takes a closer look at opportunities in the sharing economy, as well as emerging platforms and products.

Julie Augustyn, *Foundry Commercial*, Raleigh, N.C.

Michael Cohen, *CoStar Group*, Boston, Mass.

Mark Holoman, *Cousins Properties*, Charlotte, N.C.

Paul Seago, *Expedia Group*, Orlando, Fla.

Moderator: Kim Gabbard, *TLG Real Estate Services*, Tallahassee, Fla.

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



CLOSING SESSION

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

1st Floor - Dining Room and Room 114

Featured Speaker: Nick Egelanian, *SiteWorks Retail Real Estate Services*, Annapolis, Md.

Presentation Title: "A Deeper Look at the 'Amazon Effect' and Retail in the Post Department Store Era"

Presiding: Ryan Dietz, *FSU Real Estate Center*, Tallahassee, Fla.

OTHER OPTIONAL EVENTS

2:15 – 3:45
PM **The ULI Urban Project Hop**

Turnbull Conference Center, 1st Floor - Lobby

Join ULI North Florida's Capital Region Council for an engaging tour of innovative projects that have attracted national attention to the Tallahassee market. The tour concludes with networking and refreshments at a local establishment that is walking-distance from the Turnbull Center. Space is limited. A separate registration and fee is required. See northflorida.uli.org for more information.

6:00 – 10:00
PM **"Downtown Get Down"**

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"**

CollegeTown

CollegeTown is located at the corner of Madison Street and Woodward Avenue.

Saturday
October 27 **Clemson vs. FSU Football Game**

Doak Campbell Stadium

Single game tickets may be purchased from the FSU Athletic Ticket Office, (850) 644-1830, or at Seminoles.com.



Lewis V. Swezy, CEO of Centennial Management Corporation has over 39 years of experience in affordable housing development, construction, and management throughout South Florida.



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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 I. KISLAK COLLECTION AT THE LIBRARY OF CONGRESS, WASHINGTON, D.C.

- The FSU Real Estate Program was ranked 7th in the nation among programs at public institutions (11th among all universities, public and private) by U.S. News & World Report, 2019 ed.
- Approximately 350 students (290 undergraduate students and 60 graduate students) are currently majoring in real estate or pursuing real estate interests within the FSU College of Business.
- Three new graduate program initiatives were launched this fall for the 2018-19 academic year: (1) a real estate specialization within the Master's in Finance program (MSF); (2) a "jump start" program for undergraduate students who wish to be considered for the MSF real estate specialization; and (3) an on-campus real estate specialization within the MBA program.
- More than 2,000 attended Center organized conferences, forums, and events last year (e.g., the annual TRENDS Conference; FSU-Kislak forums; the Evan Jennings Executive Speaker Series; the Real Deals & Entrepreneurs Series; hosted receptions; research symposia; and Argus seminars).

Major Gifts

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

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Major Gifts to Endow the Real Estate Program

- Donna Abood Endowed Leadership Fund
- Kenneth G. Bacheller Professorship in Real Estate
- Mark C. Bane, Sr. Professorship in Business Administration
- Bartelmo Family Endowment for Excellence in Real Estate
- Leonard Caplin Endowment for Excellence in Real Estate
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- Bryan and Karen Cohen Family Endowment for Excellence in Real Estate
- Peter and Jennifer Collins Real Estate Graduate Fellowship
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- Billy Teel, Clara Jo 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.



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Carroll Organization ("Carroll") is among the leading privately-held real estate companies in the United States. Founded in 2004 by M. Patrick Carroll and based in Atlanta, Carroll Organization focuses on acquiring and managing high quality multifamily properties. Carroll Organization's investment strategy utilizes our in-house capabilities to unlock value in properties that we perceive to be underperforming and undervalued. Through proactive management, redevelopment, and specific submarket selection, we aim to generate attractive risk adjusted returns. The firm provides investment vehicles for a broad range of investors to access the multifamily real estate asset class and has raised over \$2 billion of equity through Carroll Organization sponsored funds and joint ventures. Carroll has successfully purchased, developed or sold over \$8 billion of real estate. Carroll Organization's regional offices are in Houston and Orlando, and today, the company manages over 30,000 multifamily units in eight states. The firm has also purchased other multifamily owner/operators throughout the U.S., and developed student housing, single-family residential and retail properties, and has overseen more than \$125 million of construction management for both its owned and fee partners. For more information, visit www.CarrollOrganization.com.



www.cbre.com

CBRE Group, Inc. (NYSE:CBRE), a Fortune 500 and S&P 500 company headquartered in Los Angeles, is the world's largest commercial real estate services and investment firm (based on 2017 revenue). The company has more than 80,000 employees (excluding affiliates), and serves real estate investors and occupiers through approximately 450 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. Please visit our website at www.cbre.com.



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CNL Financial Group (CNL) is a private investment management firm specializing in alternative investment products that endeavors to make a world of difference to their clients, partners and the community. CNL has been a major driver in the democratization of investing by enabling individuals to participate alongside traditional institutional clients. Anchored by 45 years of thoughtful investing in relationships, CNL and/or its affiliates have formed or acquired companies with more than \$34 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, including multifamily development, seniors housing, healthcare, lifestyle, hotel, retail, restaurant, office and industrial.



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Colliers International is an industry-leading global real estate services company with 15,000 skilled professionals operating in 68 countries. With an enterprising culture it encourages Colliers professionals to think differently, share great ideas and create effective solutions that help clients accelerate their success. Colliers International is the advisor of choice for many of the world's most innovative and successful companies and owners. Colliers delivers a full range of services to real estate occupiers, owners and investors across all sectors worldwide, never competing with clients, preferring instead to remain the ultimate and unbiased choice in global real estate services. The firm specializes in Capital Markets (investment sales, debt, equity), landlord representation and tenant representation brokerage, property management, project management, corporate solutions, valuation and advisory services. In Florida, Colliers International has offices in Miami, Ft. Lauderdale, Boca Raton, Ft. Myers, Tampa, Clearwater, Sarasota, Orlando, and Jacksonville.



www.commercialcapitaltd.com

Commercial Capital Limited was started by Brian L. Peart, and now consists of an experienced team that has the underwriting knowledge of a commercial bank, but can still provide the great rates and flexibility of a broker. Commercial Capital Limited helps structure deals and can often gain approvals through banks and other lenders that otherwise would not be possible. They are a correspondent lender with several national banks, and have access to alternative forms of public and private financing. Commercial Capital Limited, a division of Nexus Financial Group, Inc., is the place to go when the banks say no. For quick deal analysis, call Brian personally at 770-908-1672.



www.culpepperconstruction.com

Culpepper Construction has a storied history of uncompromising success. Throughout our 86 years, we have had the privilege of working with a distinguished roster of clients. Our inspired project portfolio stretches across the southeast and includes education, corporate, government, and healthcare – designs and constructions that transcend traditional thinking and improve the world in which we live and work. Relentless in our pursuit of perfection, we embrace innovation, speed, and quality. If our clients can imagine it, we can build it. We are teams of people creating experiences of transformation. We are Culpepper.



www.cushmanwakefield.com

Cushman & Wakefield is a leading global real estate services firm that delivers exceptional value by putting ideas into action for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with 48,000 employees in approximately 400 offices and 70 countries. In 2017, the firm had revenue of \$6.9 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services. To learn more, visit www.cushmanwakefield.com or follow @CushWake on Twitter.



www.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 nearly \$2 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.



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 in print and digital formats, Florida Trend covers business news, executives, industry analysis, regional news round-ups and executive lifestyle. Special features focus on research and technology, personal finance, law, small business, restaurants and travel. E-newsletters cover breaking news, movers and influencers, real estate, health care, education and small business. Floridatrend.com attracts more than 100,000 unique viewers monthly. For more information, visit floridatrend.com.



www.gilbaneco.com

Gilbane Building Company, a privately-held construction management firm, has had a long and thriving presence in Florida dating back to the 1970s. We are one of the nation's oldest and largest builders of new commercial and institutional buildings, major renovations, and complicated interior fitouts, we are well equipped to provide a full range of construction services including site selection, project financing, programming and construction, commissioning as well as relocation management for our partners in the real estate industry.



www.greenpointellc.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.



www.preserveatriverwalk.com

Hatfield Development and Pou Management are privately held companies headquartered in Atlanta, Ga. They have partnered in the investment, development, and management of real estate projects along the southeastern U.S. coast and into central and southwestern Florida. Their business interests span the property type spectrum, but have focused more recently on the multifamily residential and retail categories. Representative projects include the Riversong Apartment Homes and The Preserve at Riverwalk, both in Bradenton, Fla. The firms bring a wealth of construction, development and operational experience to the property investment process.



www.lennar.com

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. Lennar's 2017 acquisition of WCI brings luxury homes and townhomes in amenities-rich communities into the company's brand. Lennar's Financial Services provides mortgage financing, title insurance and closing services. Lennar's Rialto segment is a vertically integrated asset-management platform investing throughout the commercial real estate capital structure. Lennar's multifamily segment develops high-quality rental properties nationwide. Press releases and more information are available at the "Investor Relations" section of Lennar's website www.lennar.com.



www.908group.com/the-nine-tallahassee

The Nine at Tallahassee, a joint venture between 908 Group and Scannell Properties, is a Class A+ apartment complex located on the corner of Jefferson Street and Woodward Avenue, across the street from FSU. The Nine at Tallahassee is currently under construction and began pre-leasing in August 2018 for student move-ins in August 2019. 908 Group and Scannell Properties are excited to bring their national student housing expertise to Tallahassee with a flagship mixed-use project consisting of 104 apartment units, 8,800sf of retail along with property amenities including a rooftop pool with Doak Campbell Stadium views, mini-bowling alley, indoor/outdoor state-of-the-art fitness center, study café with private study rooms and luxury in-unit finishes.



www.ospreycre.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.



www.ryan.com

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.



www.stearnsweaver.com

Stearns Weaver Miller is a full-service, statewide law firm with offices in Miami, Fort Lauderdale, Tampa, Tallahassee and Coral Gables. We focus on bankruptcy and creditors' rights, corporate and securities, labor and employment, land development, zoning, environmental and government affairs, litigation and dispute resolution, real estate and tax, trusts and estates. The Real Estate Group represents clients in all areas of commercial real estate development. The Land Development, Zoning, Environmental and Government Affairs Group provides wide-ranging legal and planning services related to transactions, land use entitlements, land development, and environmental matters, as well as government affairs and related litigation.



www.str.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.walkeranddunlop.com

Walker & Dunlop is one of the largest commercial real estate finance companies in the United States providing financing and investment sales to owners of multifamily and commercial properties. We offer deep industry knowledge, an unparalleled team of financing professionals, broad market coverage and excellent customer service – all inside a public company with a family company culture. Our comprehensive suite of financing solutions allows us to originate loans for our own balance sheet and investment partnerships, or for sale to Fannie Mae, Freddie Mac, HUD, life insurance companies, banks and CMBS providers. Our financing expertise, scaled lending platform and unyielding commitment to client satisfaction make Walker & Dunlop a great choice for your commercial real estate financing needs.

- 1995** John R. Lewis, President & CEO, SuperLube, Inc. and former Professor of Real Estate, FSU
- 1996** Jeb Bush, President & COO, Codina Group, Inc.
- 1997** John P. McCann, Chairman of Board/ President/CEO, United Dominion Realty Trust
- 1998** Peter S. Rummell, Chairman & CEO, St. Joe Company
James M. Seneff, Jr., Chairman & CEO, CNL Group, Inc.
- 1999** Daniel M. DuPree, President & COO, Cousins Properties Incorporated
Peter Korpacz, PricewaterhouseCoopers
- 2000** Henry Fishkind, Fishkind & Associates, Inc.
Michael J. Swerdlow, Chairman & CEO, Swerdlow Real Estate Group, Inc.
- 2001** John M. McKay, Senator and Florida Senate President
Francis J. Nardozza, Managing Director, KPMG Consulting
- 2002** Frank Deford, Sr., Writer, Sports Illustrated & Commentator, ESPN, NPR & HBO's Real Sports
Bruce Rendina, Chairman & CEO, The Rendina Companies
- 2003** Dave Barry, Author and Columnist, The Miami Herald
Dick Greco, Sr., Vice President, DeBartolo Property Group & former Mayor of Tampa
- 2004** Herb Cohen, Negotiations Expert and Author of Negotiate This!
Nancy Walters, President, Very Special Events, Inc.
- 2005** Stuart Varney, Financial and Economic Journalist, Fox News
Randell Smith, Co-Founder and CEO, Smith Travel Research
- 2006** Shelley Broader, President & CEO, Sweetbay Supermarkets
Lee Corso, College Football Analyst, ESPN
Bruce Mosler, President & CEO, Cushman & Wakefield, Inc.
Peter Rummell, Chairman & CEO, The St. Joe Company
- 2007** Joe Scarborough, Former Congressman and Host of MSNBC's Morning Joe
The Honorable Alex Sink, CFO, State of Florida
- 2008** Robert D. Basham, Co-founder, Outback Steakhouse & Vice Chair, OSI Restaurant Partners, LLC
Todd Mansfield, Chairman & CEO, Crosland, LLC
P.J. O'Rourke, Political Satirist and Best-Selling Author
James M. Seneff, Jr., Chairman & CEO, CNL Financial Group, Inc.
- 2009** Bob Sasser, President & Chief Executive Officer, Dollar Tree, Inc.
Don Shula, Pro Football Hall of Fame Coach
- 2010** Todd Buchholz, Former White House Economic Advisor
Mel Martinez, JP Morgan Chase & Co.; Former U.S. Senator and Secretary of Housing & Urban Development
- Hap Stein, Chairman & CEO, Regency Centers Corporation
Terry Stiles, Chairman & CEO, Stiles
- 2011** Tucker Carlson, Veteran journalist, political commentator, FOX News
Thomas D'Arcy, President, Chief Executive Officer and Director, Grubb & Ellis Company
Thomas Sittima, Chief Executive Officer, CNL Financial Group
Christine Romans, Journalist and Anchor, CNN
- 2012** Scott Dennis, Managing Director and CEO, Invesco Real Estate
Jack Nicklaus, Golf Legend & Chairman, Nicklaus Companies
Wilbur Ross, Chairman & CEO, WL Ross & Co. LLC
Ash Williams, Executive Director & CIO, State Board of Administration of Florida
- 2013** Jonathan D. Gray, Global Head of Real Estate, Blackstone
Ethan Penner, Managing Partner, Monday Capital Partners
Senator Alan Simpson, Former U.S. Senator (Wyoming)
- 2014** Stephen J. Dubner, Bestselling Author, Freakonomics; Host of Freakonomics Radio
Ronald Kravit, Head of Real Estate Investing, Cerberus Real Estate Capital Management, LLC
Deirdre Bolton, Anchor, FOX Business Network
- 2015** Steve Forbes, Chairman and Editor-in-Chief, Forbes Media
Raymond Kelly, Former Commissioner of the NYPD, President, Risk Mgmt., Cushman & Wakefield
Stephen Renna, President and Chief Executive Officer, CRE Finance Council
- 2016** Danny Kanell, College Football Analyst, ESPN Networks
Barry Sternlicht, Chairman & CEO, Starwood Capital Group
Mark Zandi, Chief Economist, Moody's Analytics
- 2017** Bobby Bowden, FSU Coaching Legend
Daniel Bass, 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.
- 2018** John Burns, Chief Executive Officer, John Burns Real Estate Consulting
Nick Egelanian, Founder and President, SiteWorks Retail Real Estate Services
John Heilemann, NBC and MSNBC National Affairs Analyst, Creator and Host of Showtime's "The Circus"
Mark McKinnon, Political Advisor, TV Producer, Creator and Host of Showtime's "The Circus"
Lisa Pendergast, Executive Director, CRE Finance Council
Brett White, Executive Chairman & CEO, Cushman & Wakefield

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. 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 1992 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. – 2018 Student Participants:

Justina Ajusma	Marion Eaves	Jalicia Lopez	Bailey Smith
Emily Alonso	Michelle Garcia	Matthew Morrill	Myah Taylor
Daniela Bermudez	Justin Henderson	Jake Nail	Joshua Vaughn
Camille Briegel	Kedric Heyward	Aaron Oliver	Jennifer Ward
Taylor-Paige Buchberger	Richard Kazmi	Wilson Palencia	Tiffany Wein
Sean Coughlin	Seth Krepistman	Peter Powers	
Amanda Davis	Emily Lehman	Carlos Rodriguez	

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. 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 – 2018 Student Participants:

Emily Alonso	Olivia Diaz	Casey Mancuso	Carlos Rodriguez
Jarice Barbee	Connor Kerns	Andrew Michols	Katherine Ryan
Daniela Bermudez	Chris Klinect	Meghan Miranda	Jaime Salazar
Stewart Beshears	Sabrina Koch	Matthew Morrill	Amanda Sapala
Kyle Breazeale	Seth Krepistman	Nathan Nguyen	Kalayah Sargeant
Taylor-Paige Buchberger	Jalicia Lopez	Peter Powers	Alec Tatum
Sierra Bustle	Cameron MacKellar	Jorge Puente	Tiffany Wein

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

John Canzel
Angelina Lam
Daniel Neal-Williams
Jakob Roney
David Schoenberger
Nicholas Wollerman

Crossman & Company Endowed Scholarship in Real Estate

Justin LeVine
Joshua Marc

Michael Baldwin Scholarship in Real Estate Appraisal

David Archer
Daniela Bermudez

Lindquist Endowed Graduate Fellowship in Real Estate

Katherine Ryan

Peter and Jennifer Collins Real Estate Graduate Fellowship

Kyle Barber

The ICSC Foundation's Undergraduate Real Estate Award

Taylor Buchberger
Sabrina Koch
Seth Krepistman

Schurgin Family Foundation Undergraduate Scholarship

Kalayah Sargeant

Society for Real Estate Professionals (SOREP) Scholarship

Bailey Smith

The Barry A. Diskin Award

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

Katherine Ryan

THE NETWORK'S AWARD

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

1996:	Andy Hawkins
1997:	Larry D. Richey
1998:	Robert P. Hernandez
1999:	E. Edward Murray, Jr.
2000:	Andrew G. Diaz
2001:	Bobby Byrd
2002:	Beth Azor
2003:	Francis J. Nardoza
2004:	Cyrus H. Sharp III
2005:	John M. Crossman
2006:	Evan D. Jennings
2007:	J. Harold Chastain
2008:	Patrick Kelly
2009:	Robert Breslau
2010:	Jay I. Kislak
2011:	Kyle D. Riva
2012:	David Beshears
2013:	Gregory Michaud
2014:	Marshall Cohn
2015:	Brett Lindquist
2016:	William F. Butler
2017:	Mark and Nan Casper Hillis
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		
1998:	Erin Rouse Randall Planthaber	2010:	Natalie Champion Harvey Gonzalez Brad Wolfe
1999:	Mark Capodilupo		
2000:	Edward Aguiar Terry Cooper	2011:	Blake Miller Jonathan Sieg Tom Speno
2001:	LeeAnn Sheldon		
2002:	Dion Warren Stephanie Martin	2012:	William Bumgarner Joe Cuffel Paul Formella
2003:	Maria Sanson Garrett Williams	2013:	Rebecca Bumgarner Joseph Kelley Samuel McCarter Kristie Milam
2004:	Erin Efstathion		
2005:	Asher Gunter Nataly Restrepo	2014:	Eva Branning Michael Brewster Emily Moallem
2006:	Patrick Joseph Greive Lauren Hanley		
2007:	Kevin Dover Nicholas Mau Melissa McRoy	2015:	JB Bowers Alexis Smith
2008:	Jonathan Dickson Jordan Donaldson Andrea Torricco	2016:	Nick Vinson
		2017:	Sarah Flemister Michelle Langborgh Race Smith Michael Walsh
		2018:	To be announced

Build your skills in **REAL ESTATE FINANCE & INVESTMENT**

Consistently ranked among the Top 10 programs at public universities nationwide, the Real Estate Program at Florida State University's College of Business now offers three opportunities for graduate studies.

1

Online Master of Business Administration (MBA) with Real Estate Specialization for working professionals

- Earn an FSU MBA online and graduate with significant expertise in real estate finance and investment
- Pursue a degree that ranks No. 16 on *U.S. News & World Report's* 2018 list of Best Online MBA Programs
- Apply by March 1 for summer entry, June 1 for fall entry, Oct. 1 for spring entry

mba.fsu.edu

"Our real estate specialization will provide you with the tools to properly manage real estate investment and risk in any industry."

— Stephen Bailey
MBA Professor and Attorney



Learn more at **graduatebusiness.fsu.edu**

2

Master of Science in Finance (MSF) with Real Estate Specialization for graduate finance students

- Take a set of courses focused on real estate finance and investment as part of the core curriculum in this one-year, on-campus program
- Gain experience managing a student investment fund of more than \$3.5 million
- Apply by March 1
business.fsu.edu/MSF

3

Combined Bachelor of Science in Real Estate/ Master of Science in Finance (BS-RE/MSF) for undergraduate real estate majors

- Get a jump-start on an MSF degree with nine credit hours of streamlined studies that count toward bachelor's and master's degree requirements
- Open to real estate majors with 3.4+ GPA overall and 3.2+ in upper-division coursework
- Apply before registering for senior-level classes
business.fsu.edu/RE-MSF

"We are providing real estate students the opportunity to jump-start their career by acquiring high-level finance skills earlier, giving them a competitive edge when it comes time for internships and job opportunities."

— Dean Gatzlaff

Executive Director, FSU Real Estate Center
and Mark C. Bane Professor of Real Estate



FLORIDA STATE UNIVERSITY
COLLEGE OF BUSINESS
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FSU REAL ESTATE CENTER, EXECUTIVE BOARD

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.

CONFERENCE COMMITTEE

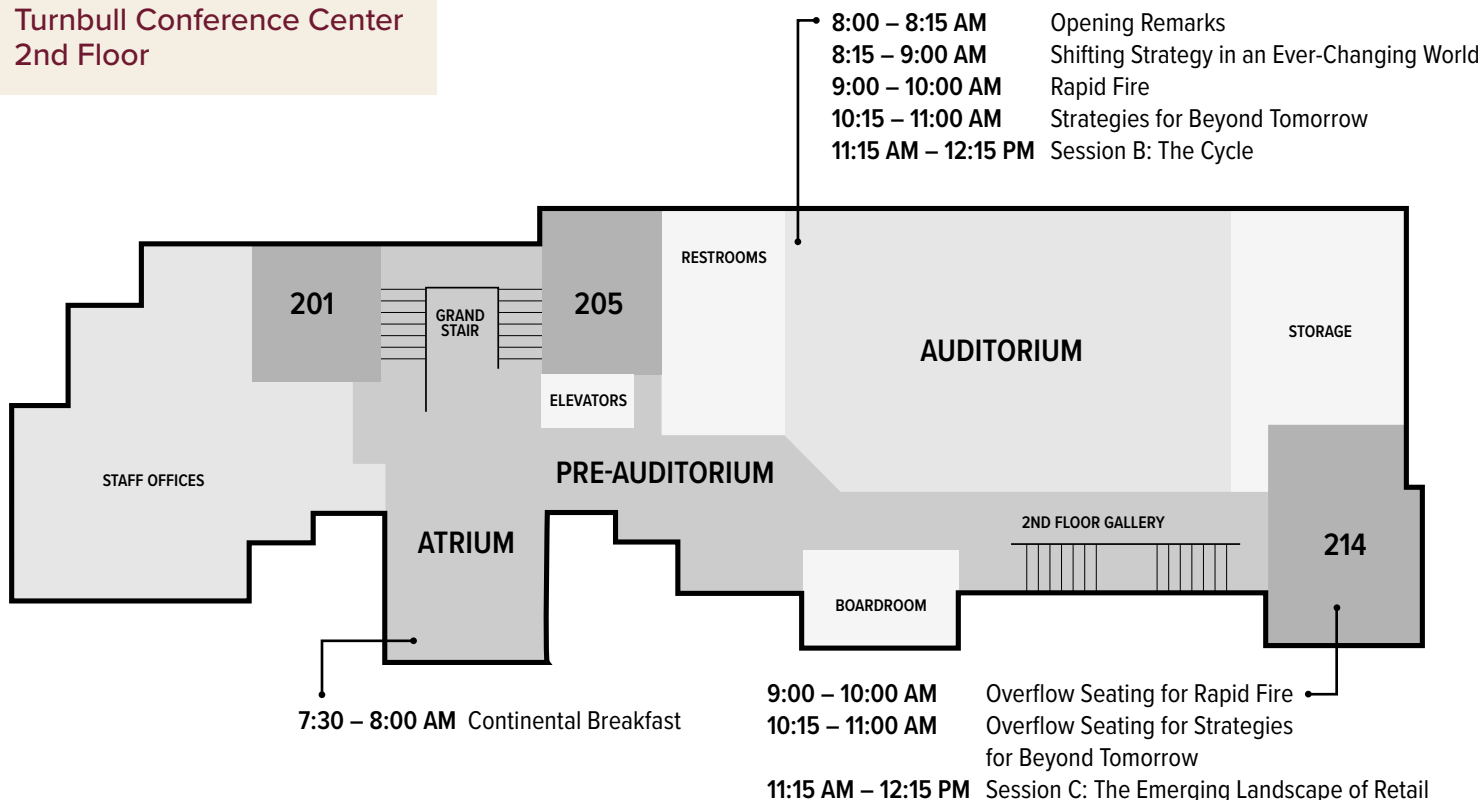
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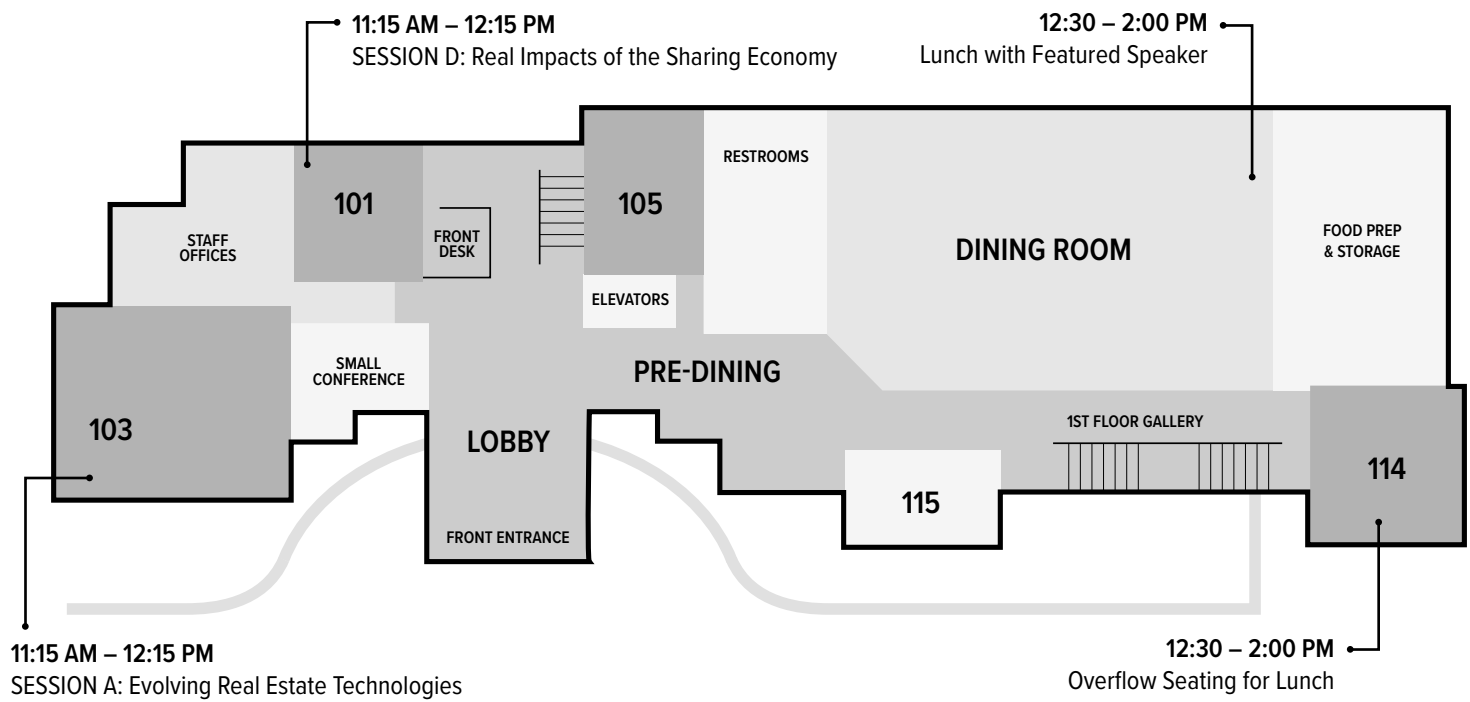
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- **David Singer**, CEO and CFO
BERKOWITZ DEVELOPMENT GROUP, INC., Coconut Grove, FL
- **Randell Smith**, CEO and Co-Founder
STR, INC., Hendersonville, TN
- **Greg Spencer**, CEO
TIMBERS RESORTS, Carbondale, CO
- **Lewis Swezy**, CEO
CENTENNIAL MANAGEMENT CORP., Miami Lakes, FL
- **Heather Turner**, Managing Director/Principal
DINAPOLI CAPITAL PARTNERS, Venice, CA

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 24TH REAL ESTATE TRENDS CONFERENCE

SCHEDULE AT A GLANCE

THURSDAY, OCTOBER 25, 2018

Location: University Center, Bldg. B

12:30 – 1:00 PM	Networking Keys (student-only forum)	3rd Floor Ballroom
1:15 – 2:45 PM	“If I Were 21” Student/Mentor Roundtable	3rd Floor Ballroom
3:00 – 4:30 PM	Real Estate Speed Connections	3rd Floor Ballroom

4:00 – 5:30 PM NETWORKING RECEPTION

6th Floor – Champions Club

5:45 – 7:15 PM	Opening Program	4th Floor – Champions Club
7:30 – 11:00 PM	CollegeTown Reception (non-student event)	Township in CollegeTown

FRIDAY, October 26, 2018

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	Shifting Strategy in an Ever-Changing World John Burns, John Burns Real Estate Consulting	2nd Floor - Auditorium
9:00 – 10:00 AM	Rapid Fire: Smart Money	2nd Floor - Auditorium (Room 214 for overflow seating)
10:15 – 11:00 AM	Strategies for Beyond Tomorrow	2nd Floor - Auditorium (Room 214 for overflow seating)

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

Session A	Evolving Real Estate Technologies	1st Floor - Room 103
Session B	The Cycle	2nd Floor - Auditorium
Session C	The Emerging Landscape of Retail	2nd Floor - Room 214
Session D	Real Impacts of the Sharing Economy	1st Floor - Room 101
12:30 – 2:00 PM	Lunch with Featured Speaker Nick Egelanian, SiteWorks Retail Real Estate Services	1st Floor - Dining Room (Room 114 for overflow seating)
2:15 – 3:45 PM	The ULI Urban Project Hop	1st Floor - Lobby
6:00 – 10:00 PM	“Downtown GetDown”	Adams Street Commons
6:00 – 10:00 PM	“Friday Night Block Party”	CollegeTown

SATURDAY, October 27, 2018

Location: Doak Campbell Stadium

Time: TBA	Clemson vs. FSU Football Game
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