

THE FSU REAL ESTATE CENTER'S

27TH REAL ESTATE
**TRENDS
CONFERENCE**

OCTOBER 21 & 22, 2021



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COLLEGE OF BUSINESS





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

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This year's conference features
a personalized schedule, guest messaging and on-site
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The FSU Real Estate Center recognizes REH Capital Partners, LLC for its sponsorship of conference lanyards.

FEATURED GUESTS & PANELISTS



KATHLEEN MCCARTHY

Senior Managing Director & Global Co-Head of Real Estate
Blackstone

New York, New York

Kathleen McCarthy is a senior managing director and global co-head of Blackstone Real Estate, one of the largest real estate private equity investment managers in the world with \$174 billion in investor capital under management. Blackstone Real Estate is an industry leader in opportunistic, core plus and debt investing across the U.S., Europe and Asia. McCarthy previously served as global chief operating officer at Blackstone Real Estate. Before joining Blackstone in 2010, she worked at Goldman Sachs, where she focused on investments for the real estate principal investment area.

McCarthy began her career at Goldman Sachs in the Mergers & Acquisitions Group. McCarthy received a B.A. with distinction from Yale University. She serves on the Boards of City Harvest, the Real Estate Roundtable, the PREA Foundation and the Blackstone Charitable Foundation.



ETHAN CHERNOFSKY

Vice President of Marketing
Placer.ai

Modi'in, Israel

Ethan Chernofsky is vice president of Marketing for Placer.ai, where he has led the development of the marketing department from its inception. Prior to Placer.ai, Chernofsky was director of Corporate Marketing at the digital market intelligence leader SimilarWeb and vice president of Headline Media. Chernofsky earned a master's degree from the London School of Economics and a bachelor's degree in government, diplomacy and strategy from IDC Herzliya. Launched in

2018, Placer.ai is the leading location intelligence platform for retail and commercial real estate firms to better spot opportunities, manage risk and maximize investments. Placer.ai empowers individuals to make smarter business decisions with location analytics for any physical space. Powered by behavioral data from tens of millions of mobile devices and the latest in machine learning and big data, clients are empowered with real-time and actionable insights into the offline consumer journey, at any location. Along with the retail insights, the data also reveals the significant long-term impact of fundamental disruptions to migration patterns from COVID-19 and the new opportunities and challenges for cities and suburbs in the use of office, industrial and residential real estate.



AMY BOND

Head Coach,
Women's Golf Team
Florida State University

Tallahassee, Fla.



TREY JONES

Head Coach,
Men's Golf Team and
Director, FSU Golf
Florida State University

Tallahassee, Fla.

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Pompano Beach, Fla.



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KHARI BUCK

Director of Real Estate & Workplace Cruise
Manhattan Beach, Calif.



WHITLEY COLLINS

Global President, Occupier Accounts
CBRE
Manhattan Beach, Calif.



JOHN CROSSMAN

CEO
Crossman Career Builders
Winter Park, Fla.



MANNY DE ZÁRRAGA

Executive Managing Director
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MICHAEL DREILINGER

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Ares Management LLC
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LARRY FELDMAN

CEO
Feldman Equities
Tampa, Fla.



DAVID FIORE

Senior Airport Affairs, Properties & Development Representative
FedEx Express Corporation
Memphis, Tenn.



BRUCE GAGO

Vice President, Acquisitions & Head of Florida Office
FCP
Chevy Chase, Md.



DAWN GUNTER

Principal & Co-Managing Director
Gensler
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KENNEDY HICKS

EVP Investments & Managing Director
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PATRICK KRECHOWSKI

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ROBERT KRUEGER

Managing Principal Florida Region
Brennan Investment Group
Plant City, Fla.



ERAN LANDRY

Managing Director
Mast Capital
Coconut Grove, Fla.

FEATURED GUESTS & PANELISTS



TODD LIKER

**Managing Director
& Co-Portfolio
Manager**
Oaktree Capital
Management, L.P.
New York, N.Y.



BRIAN LINDLEY

**Executive Director,
New Restaurant
Growth**
Chick-fil-A, Inc.
Atlanta, Ga.



REBECCA LOVETT

**Career Liaison,
College of Business**
FSU Career Center
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Chief Economist
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**Executive Vice
President**
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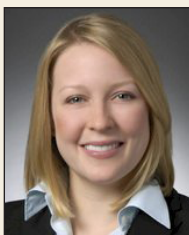
CHARLOTTE MANLEY USTLER

**Senior Director of
Real Estate**
Kimco Realty
Orlando, Fla.



BRENDA WADLE

Managing Director
Principal Real Estate
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Des Moines, Iowa



JENNIFER WARNER

**Economist &
Director of Economic
Development**
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Orlando, Fla.



RYAN WARNER

**Senior Real Estate
Manager**
REI (Recreational
Equipment, Inc.)
Sumner, Wash.



ASHBEL "ASH" WILLIAMS JR.

**Executive Director
& CIO**
Florida State Board
of Administration
Tallahassee, Fla.

CONFERENCE SCHEDULE

THURSDAY, OCTOBER 21, 2021 • CHAMPIONS CLUB

PRE-CONFERENCE STUDENT EVENTS

Student events are held at the Champions Club, 288 Champions Way, Building B, 4th Floor, Tallahassee, Fla.

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

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

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

1:15 – 2:45 PM **“If I Were 21” Student/Mentor Roundtable**

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

Edjuan Bailey, Halff Associates, Inc.

Mary Beale, Berkadia

Nick Chop, Appraisal Institute Region X

Shaun Cranston, Halff Associates, Inc.

Jeff Dervech, Dervech Real Estate, Inc.

Michael Dreiling, Ares Management LLC

Robert Esposito, Stiles

Cary Fronstin, Foundry Commercial

David Gabbai, Colliers – Central Florida

Matt Harrell, Franklin Street

David Kern, Foundry Commercial

Grant Killingsworth, CBRE

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Bill Lloyd, R.K.M. Development Corp.

Ben Macfarland, SROA Capital

Chris Marino, Florida State Board of Administration

Mark Metheny, Homes by WestBay

Liam O'Reilly, GreenPointe Holdings, LLC

Dan Paulus, Universal Engineering Sciences

Eric Penaranda, Link Logistics Real Estate

Greg Spencer, Timbers Resorts

Jaime Sturgis, Native Realty Co.

Chris Suh, Southeast Investment Property Holdings

Imran Thobani, Ryan, LLC

Robert Tyson, Tyson Capital Group

Alison Williams, Walker & Dunlop

Ryan Zink, Appraisal Institute Region X

Moderator: **John Crossman**, Crossman Career Builders, Orlando, Fla.

3:00 – 4:30 PM **Speed Connections**

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

Moderators: **Rebecca Lovett**, FSU Career Center, Tallahassee, Fla., and **Alex Massey**, FSU College of Business, Tallahassee, Fla.

CONFERENCE REGISTRATION AND OPENING RECEPTION

Thursday evening opening event is held at Seminole Legacy Golf Club, 2550 Pottsdamer Street, Tallahassee, Fla.

5:00 – 7:00 PM **Registration and Opening Reception - “Florida State Forged: The Making of a Champion”**

This event, featuring Amy Bond, head coach of the FSU women's golf team, and Trey Jones, head coach of the FSU men's golf team, and director of the FSU Golf program, promotes social networking among leading industry professionals. Seminole Legacy Golf Club is one of the premier university golf courses in the country – and serves as the home for the FSU golf teams. The club recently completed a comprehensive renovation of its golf facilities, led by the famed Nicklaus Design Company. This exceptional outdoor event enables you to network in comfort.

Presiding: **Frank Nardoza**, Chairman & CEO, REH Capital Partners, LLC, Ft. Lauderdale, Fla. (Executive Board Chair)

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CONFERENCE SCHEDULE

FRIDAY, OCTOBER 22, 2021 • TURNBULL CONFERENCE CENTER

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

7:30 AM Registration Opens
1st Floor - Lobby

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

8:45 – 9:00 AM Opening Remarks
2nd Floor - Auditorium

Presiding: **Reggie Bouthillier**, Shareholder, Stearns Weaver Miller, Tallahassee, Fla. (Conference Chair)

9:00 – 9:45 AM “Post-COVID Outlook – A Data Driven Look”
2nd Floor - Auditorium

Powered by behavioral data from tens of millions of mobile devices and the latest in machine learning and big data, see the significant long-term impact from COVID-19 and the new opportunities and challenges for cities and suburbs in the use of real estate.

Ethan Chernofsky, Vice President of Marketing, Placer.ai, Modi'in, Israel

The conference thanks SROA Capital for its sponsorship of this session. **SROA** | CAPITAL

9:45 – 10:00 AM Break

10:00 – 10:45 AM “What is Capital Chasing and How are Investors Creating Value?”
2nd Floor - Auditorium

The real estate strategies of both capital allocators and operators are shifting given the global pandemic, monetary policies and other conditions. This session takes a deep dive into what are now considered “core” real estate strategies, and where value-add and alternative investment opportunities are emerging.

Todd Liker, Managing Director & Co-Portfolio Manager, Oaktree Capital Management, L.P., New York, N.Y.

John Murray, President, CEO & Managing Trustee, Service Properties Trust, Newton, Mass.

Jeff Preston, Managing Partner, North American Development Group, West Palm Beach, Fla.

Brenda Wadle, Managing Director, Principal Real Estate Investors, Des Moines, Iowa

Moderator: **Manny De Zárraga**, Executive Managing Director, JLL, Miami, Fla.

The conference thanks Southeast Investment Property Holdings for its sponsorship of this session. **SOUTHEAST INVESTMENT**
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10:45 – 11:00 AM Break

CONCURRENT SESSIONS

11:00 AM – 12:00 PM HOT TOPICS

Session A. “The Who’s Who of Retail: Survivors, Thrivers, and Innovators”
1st Floor - Room 103

A discussion of how the innovators have persevered and positioned themselves to thrive in this post-pandemic world.

Bob Krueger, Managing Principal Florida Region, Brennan Investment Group, Plant City, Fla.

Brian Lindley, Executive Director, New Restaurant Growth, Chick-fil-A, Inc., Atlanta, Ga.

Charlotte Manley Ustler, Senior Director of Real Estate, Kimco Realty, Orlando, Fla.

Ryan Warner, Senior Real Estate Manager, REI (Recreational Equipment, Inc.), Sumner, Wash.

Moderator: **Maria Bailey**, CEO, BSM Media, Pompano Beach, Fla.

CONFERENCE SCHEDULE

FRIDAY, OCTOBER 22, 2021 • TURNBULL CONFERENCE CENTER

11:00 AM – 12:00 PM **Session B. “The Future of Office - Impact of Mixed-Use and Amenities”** 1st Floor - Room 114

The future of the office environment and how to attract and retain top companies.

Khari Buck, Director of Real Estate & Workplace, Cruise, Manhattan Beach, Calif.

Larry Feldman, CEO, Feldman Equities, Tampa, Fla.

Kennedy Hicks, EVP Investments & Managing Director, Cousins Properties, Atlanta, Ga.

Moderator: **Whitley Collins**, Global President, Occupier Accounts, CBRE, Manhattan Beach, Calif.

Session C. “To Plan, You Must First Understand - Changes and Accelerations in Real Estate Sectors” 2nd Floor - Auditorium

Panel discussion illuminating the data behind trends, including interstate migration and work from home, that have either accelerated or disrupted the industrial, office, and residential sectors and what the occupiers and investors are seeking.

David Fiore, Senior Airport Affairs, Properties & Development Representative, FedEx Express, Memphis, Tenn.

Dawn Gunter, Principal & Co-Managing Director, Gensler, Tampa, Fla.

Brad O'Connor, Chief Economist, Florida Realtors, Orlando, Fla.

Jennifer Warner, Economist & Director of Economic Development, Florida Realtors, Orlando, Fla.

Moderator: **Patrick Krechowski**, Partner, Balch & Bingham, LLP, Jacksonville, Fla.

The conference thanks the ULI Capital Region for its sponsorship of this session.



Session D. “Living in the Moment - Multifamily Trends” 2nd Floor - Room 214

A comprehensive look into multifamily trends assessing the changing nature of urban and suburban markets, involving the growth of the suburbs and the resiliency of cities.

Michael Dreiling, Principal, Ares Management LLC, Atlanta, Ga.

Bruce Gago, Vice President, Acquisitions & Head of Florida Office, FCP, Chevy Chase, Md.

Eran Landry, Managing Director, Mast Capital, Coconut Grove, Fla.

Brett Richards, Executive Vice President, Carroll Organization, Atlanta, Ga.

Moderator: **Melissa Marcolini Quinn**, Senior Managing Director & Office Co-Head, JLL, Orlando, Fla.

CLOSING SESSION

12:15 – 2:00 PM **Closing Lunch with Featured Speaker** 1st Floor - Dining Room

One-on-one conversation with Kathleen McCarthy.

Kathleen McCarthy, Senior Managing Director & Global Co-Head of Real Estate, Blackstone, New York, N.Y.

Moderator: **Ash Williams Jr.**, Executive Director & Chief Investment Officer, Florida State Board of Administration, Tallahassee, Fla.

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



OTHER OPTIONAL EVENTS

Friday
October 22, 2021
2:00 – 3:00 PM **FSU Homecoming Parade - College Avenue**
The Homecoming Parade, to route down College Avenue, allows student organizations and members of the FSU and Tallahassee community the opportunity to display Florida State's longstanding traditions.

5:00 – 10:00 PM **“Friday Night Block Party” - CollegeTown**
The official tailgate event of Florida State football featuring live music along with onsite vendors and special appearances. This event is located on the corner of Madison Street and Woodward Avenue.

Saturday
October 23, 2021
Time: TBA **UMass vs. FSU Football Game - Doak Campbell Stadium**
Single game tickets may be purchased from the FSU Athletic Ticket Office.
(850) 644-1830 or Seminoles.com



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PROGRAM HIGHLIGHTS AND MAJOR GIFTS

PROGRAM HIGHLIGHTS

- The FSU Real Estate Program is ranked 5th in the nation among programs at public institutions (8th among all universities, public and private) by U.S. News & World Report, 2022 ed.
- The program received a \$1.22 million gift from the Kislak Family Foundation for need-based scholarships and program assistance. Students were awarded nearly \$280,000 in Kislak scholarships and assistance for the 2021-22 academic year.
- Approximately 450 students (325 undergraduate students and 125 graduate students) are currently majoring in real estate or pursuing real estate interests within the FSU College of Business.
- The program recently launched three new graduate program initiatives: (1) a real estate specialization within the Master's in Finance program (MSF), (2) a "jump start" program for high achieving undergraduate students considering the MSF real estate specialization; and (3) an on-campus real estate specialization within the MBA program.
- More than 1,500 guests attended Center organized conferences, forums, and events in the 2019-2020* academic year (e.g., the annual TRENDS Conference; FSU-Kislak forums; the Evan Jennings Executive Speaker Series; the Real Deals & Entrepreneurs Series; hosted receptions; research symposia; and Argus seminars).

**Numbers are not available for the 2020-2021 academic year as events were canceled due to the COVID-19 pandemic.*

MAJOR GIFTS

The FSU Real Estate Center recognizes the generosity of those who have provided major gifts to endowments that enable the programs, faculty, and students to excel.

PROGRAM PARTNERS

Donna Abood
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MAJOR GIFTS TO ENDOW THE REAL ESTATE PROGRAM

- The Donna Abood Leadership Fund
- The AREUEA Fund for the Advancement of Research in Real Estate and Urban Economics
- The Beth Azor Fund for Excellence Legacy Commitment
- The Kenneth G. Bacheller Professorship in Real Estate
- The Mark C. Bane, Jr. Professorship in Business Administration
- The Bartelmo Family Endowment for Excellence in Real Estate
- The Leonard Caplin Endowment for Excellence in Real Estate
- The Center for Real Estate Education and Research Endowment
- The J. Harold and Barbara M. Chastain Eminent Scholar Chair in Real Estate
- The Bryan and Karen Cohen Family Endowment for Excellence in Real Estate
- The Marshall Cohn Eminent Scholar Chair in Real Estate Legacy Commitment
- The College of Business Real Estate Student Experiential Learning Fund
- The Peter and Jennifer Collins Real Estate Graduate Fellowship
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- The Crossman Career Builders Scholarship in Real Estate
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- The Barry A. Diskin Endowed Fund for Excellence in Real Estate Valuation
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- The Evan D. Jennings Executive Speaker Series Endowment for Real Estate
- The Kislak Fund for Excellence in Real Estate
- The Kislak Student Excellence Fund
- The Lindquist Endowed Fund for Real Estate Excellence
- The Lindquist Endowed Graduate Fellowship in Real Estate
- The George Livingston Legacy Commitment
- The William and Stephanie Lloyd Endowment for Excellence in Real Estate
- The Michaud Endowment for Excellence in Real Estate
- The Francis J. Nardozza Endowed Scholars' Fund
- The North American Properties Fund for Excellence in Education
- The Renegades of Real Estate Scholarship in Real Estate
- The Riva Family Endowment for Excellence in Real Estate
- The Edgar L. and Marguerite M. Schlitt Family Endowed Fund
- The David Singer Legacy Commitment
- The Billy Teel, Clara 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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www.cbre.com

CBRE Group, Inc. (NYSE: CBRE), a Fortune 500 and S&P 500 company headquartered in Dallas, is the world's largest commercial real estate services and investment firm (based on 2020 revenue). The company has more than 100,000 employees serving clients in more than 100 countries. CBRE serves a diverse range of clients with an integrated suite of 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.



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Colliers is a leading diversified professional services and investment management company. With operations in 66 countries, more than 15,000 enterprising professionals work collaboratively to provide expert advice to real estate occupiers, owners and investors. A company at the forefront of the real estate industry, leading the way and backed by an exceptional record of success, Colliers is building for its future – and yours. Colliers strives to build business at a competitive pace by augmenting internal growth with smart strategic acquisitions that increase market share, expand service offerings and extend geographic reach for the benefit of clients and shareholders. With annualized revenues of \$3.3 billion and \$45 billion of assets under management, Colliers maximizes the potential of property and accelerates the success of its clients and its people.



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It all started in 1932 with a simple belief... People build buildings, not companies. For nearly 90 years, Culpepper Construction Company has remained true to this core value and embraced a team-first culture. Culpepper is more than a company name; it's a reputation earned by its people. The more than 100 men and women who make up the team are the heartbeat of the company. Together, the Culpepper team builds places to live, spaces to heal and environments to learn and work. As a family-owned, local construction company, Culpepper is honored to have been selected to build Legacy Hall – the new FSU College of Business. Team Culpepper offers dynamic and effective outside-of-the-box solutions capable of bringing clients' dreams to life. The company is a team of tenacious professionals with a passion for its community and its work. Culpepper Construction builds its reputation every day on every project. Culpeppers is a firm that values its relationships and its legacy. If clients can imagine it, Culpepper can build it! Welcome to Culpepper. Welcome to the next 90 years.



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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 2020, the firm reported revenue of \$7.8 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services.



www.dunhill.net

The Dunhill Companies is a Florida-based regional commercial real estate and property management group based in Orlando, Fla. 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.

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FirstPointe Advisors, LLC is a full-service property tax consulting firm that provides national experience on a local level. FirstPointe's management team touts the experience to manage both large national engagements and local and regional clients. Services range from filing and presenting appeals, researching and obtaining tax bills to filing personal property tax returns to ensure compliance with local jurisdictions. The company's primary focus is to provide clients with property tax appeal services and to be a trusted advisor and partner on all property tax related matters. FirstPointe acts as an extension of your asset and property management team. FirstPointe provides status updates and advises throughout the appeals process. FirstPointe Advisors firmly believes in great communication and that the best clients are informed clients.



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Florida Trend is "Florida's Business Authority" — an award-winning media company delivering balanced, trusted and in-depth business news and information across print and digital platforms. Florida Trend reports on all industry sectors, including health care, education, research and technology, finance, law, transportation and real estate. Its monthly business magazine is read by more than 270,000 influential business, civil and governmental leaders and its companion website, floridatrend.com, garners nearly a million page views and over 170,000 unique visitors each month.



www.forgecapitalpartners.com

Founded in 2001 and based in Tampa, Forge Capital Partners, LLC is a private real estate investment firm focused on ground-up development and re-development of grocery-anchored commercial retail real estate throughout the southeastern United States and Puerto Rico. Over the past 20 years, Forge and its affiliates have developed and/or acquired and operated over \$1 billion in commercial real estate. Forge's investment underwriting and execution, operating experience, market relationships and access to committed capital, plus its track record as a buyer and seller, enable it to source and produce superior investment opportunities on behalf of its investors.



www.franklinst.com

Franklin Street is a full-service commercial real estate firm dedicated to providing innovative solutions to owners and occupiers of retail, office, industrial and multifamily assets nationwide. Its diverse platform of services provides customized solutions to clients throughout the life cycle of their investment, including capital markets, leasing, insurance, property management and project management. By integrating this expertise in a truly collaborative culture, Franklin Street creates career-long valued partnerships with clients. Fiercely committed to its people, Franklin Street fosters a culture that promotes core values of collaboration, integrity, hard work, accountability and innovation. With industry-leading training and career development opportunities, the company invests in each team member's professional growth and celebrates hard work with exceptional rewards. Franklin Street serves its national client base from its Tampa headquarters and offices in Atlanta, Miami, Fort Lauderdale, Orlando and Jacksonville.



www.jll.com

JLL (NYSE: JLL) is a leading professional services firm that specializes in real estate and investment management. JLL shapes the future of real estate for a better world by using the most advanced technology to create rewarding opportunities, amazing spaces and sustainable real estate solutions for its clients, its people and its communities. JLL is a Fortune 500 company with annual revenue of \$16.6 billion, operations in over 80 countries and a global workforce of more than 92,000 as of June 30, 2021. JLL is the brand name and a registered trademark of Jones Lang LaSalle Incorporated.



www.naitalcor.com

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

GOLD SPONSORS



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. The company also participates in 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. Its 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 world's largest firm dedicated exclusively to business taxes. With global headquarters in Dallas, the firm provides an integrated suite of federal, state, local and international tax services on a multijurisdictional basis, including tax recovery, consulting, advocacy, compliance and technology services. Ryan's multidisciplinary team of more than 3,000 professionals and associates serves over 18,000 clients in more than 60 countries, including many of the world's most prominent Global 5000 companies.



www.stearnsweaver.com

Stearns Weaver Miller Weissler Alhadeff & Sitterson is a full-service law firm with offices in Miami, Fort Lauderdale, Tampa, Tallahassee and Coral Gables, Florida. The company offers multidisciplinary solutions with a focus on litigation and dispute resolution; bankruptcy and creditors' rights; corporate and securities; government and administrative; labor and employment; real estate; real estate finance; commercial finance and loan restructuring workouts; land development; zoning and environmental; and marital and family law and tax. Its Real Estate Group represents clients in all areas of commercial real estate development. Its Land Development, Zoning and Environmental 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.synovus.com

Synovus is a financial services company based in Columbus, Ga. For 130 years, Synovus has stayed true to the concept of banking as a service to its communities and to the people who live there. Local knowledge, plus the expertise and resources of a large financial services company, allows the company to help customers with banking, lending and investing needs. With more than \$55 billion in assets, Synovus provides commercial and retail banking services in Georgia, Alabama, Florida, South Carolina and Tennessee.



www.walkeranddunlop.com

Walker & Dunlop (NYSE: WD) is the largest provider of capital to the multifamily industry in the U.S. and the fourth largest lender on all commercial real estate including industrial, office, retail and hospitality. The company enables real estate owners and operators to bring their visions of communities — where Americans live, work, shop and play — to life. The power of its people, premier brand and industry-leading technology make Walker & Dunlop more insightful and valuable to clients, providing an unmatched experience every step of the way. With over 1,000 employees across every major U.S. market, Walker & Dunlop consistently has been named one of Fortune's Great Places to Work® and is committed to making the commercial real estate industry more inclusive and diverse while creating meaningful social, environmental and economic change in its communities.

FEATURED SPEAKERS 1995-2021

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



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SCHOLARSHIPS

THE KISLAK FAMILY FOUNDATION

Generous gifts from the Kislak Family Foundation have enabled the FSU Real Estate Center to organize and host its FSU-Kislak Forums in South and Central Florida, as well as a featured session at the TRENDS Conference, presented virtually in 2020. In the 2019-2020* academic year, a combined total of nearly 1,000 people attended the FSU-Kislak forums and the sponsored conference session, including more than 150 FSU real estate students. In addition to the event itself, the gift enabled the Center to fund student travel to participate in these events and assist with corporate tours connected to the forums. The contacts initiated at these events have led to numerous job opportunities and internships for the students.

The Kislak Family Foundation, Inc., is a private philanthropic foundation established in 1992 to support leadership and innovation in the fields of education, arts and humanities, animal welfare and environmental preservation, and other charitable endeavors in the United States and abroad. Based in Miami Lakes, Florida, the foundation provides grant funding to a wide range of nonprofit organizations and projects.

THE FSU-KISLAK FORUMS – Miami, Fla., and Tampa, Fla. – 2020* Student Participants:

Emily Alonso
Sara Barnhill
Piper Bolt
Kalee Burkett
Michael Burns

Garret Corr
Samantha Gonzalez
Javier Grevely
Grant Hawks
Hayley Kaplan

Drew Manzo
Graysen Martinez
Gianni Nailor
Gavin Pidgeon
Juan Robalino

Aidan Ryan
Carly Seaman
Agustin Smith
Hope Stephens
Alec Tatum

**The 2019-2020 participants continue to be recognized as the events for the 2020-2021 academic year were canceled due to the COVID-19 pandemic.*

STUDENT INVOLVEMENT IN PROFESSIONAL MEETINGS

Generous gifts to the FSU Real Estate Center allow FSU real estate students to attend national events that enrich the educational experience, while introducing some of the college's brightest young men and women to industry leaders. The gifts allow the real estate program to operationalize its commitment to extend the classroom beyond the boundaries of campus. Students who attend these events come away with contacts, market insights and invaluable advice from professionals, internships and jobs.

Collectively, the set of endowed family funds established by Donna Abood, Tom Bartelmo and family, Jay Caplin, Bryan and Karen Cohen, Scott and Marion Darling, Brett and Cindy Lindquist, Bill and Stephanie Lloyd, Greg Michaud and family, and Kyle Riva and family support this and similar initiatives.

STUDENT INVOLVEMENT IN PROFESSIONAL MEETINGS – 2019* Student Participants:

Emily Alonso
Sara Barnhill
Piper Bolt
Camille Briegel
Taylor Buchberger
Alec Carreras
William Collins

Olivia Diaz
Cole Evans
Roman Federico
Brian Flanagan
Javier Grevely
Dash Hicks
Wyatt Kalapp

Cameron Karimipour
Seth Krepistman
Justin LeVine
Haley Lyons
Alexandra Morse
Juan Robalino
Carlos Rodriguez

Jakob Roney
Kalayah Sargeant
Carly Seaman
Bailey Smith
John Vann

The 2018-2019 participants continue to be recognized as the events for the 2019-2020 & 2020-2021 academic years were canceled or hosted virtually due to the COVID-19 pandemic.

The Kislak Family Assistantship

Garret Corr
Jared Lawrence
Alexander Signori

The Kislak Family Scholarship

Michael Bucca
Noah Burnham
Garret Corr
Kiana Francis
Haley Hansli
Daniel Harkins
Nicholas Kennington
Dalton Kidd

Jared Lawrence
Kirstyn Marsh
Angeline Parekh
Alexis Queior
Ryan Rabinowitz
Britneys Real
Alexander Signori
Alexander Suriano

Elijah Thomas
Nicole Trapp
Tessa Vaughn
Abigail Vogel
Colton Williams
Matthew Williams
Ben Wilmoth
Anthony Zikesh

SCHOLARSHIPS

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

Preston Davis-Garcia
Drew Guy
Alexander Lazcano

Mark and Nancy Casper Hillis Endowed Scholarship in Real Estate

Parker Bierman
Eric Williams

Crossman & Company Endowed Scholarship in Real Estate

Cole Bakotic
Cole Davis

Crossman Career Builders Scholarship in Real Estate

Caoímhe Bryant

Lindquist Endowed Graduate Fellowship in Real Estate

Paige Massengale

Peter and Jennifer Collins Real Estate Graduate Fellowship

Cameron Karimipour
Matthew Williams

The ICSC Foundation's Undergraduate Real Estate Award

Caoímhe Bryant
Eric Williams

The Barry A. Diskin Award

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

To be named

THE NETWORK'S AWARD

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

1996:	Andy Hawkins
1997:	Larry D. Richey
1998:	Robert P. Hernandez
1999:	E. Edward Murray Jr.
2000:	Andrew G. Diaz
2001:	Bobby Byrd
2002:	Beth Azor
2003:	Francis J. Nardoza
2004:	Cyrus H. Sharp III
2005:	John M. Crossman
2006:	Evan D. Jennings
2007:	J. Harold Chastain
2008:	Patrick Kelly
2009:	Robert Breslau
2010:	Jay I. Kislak
2011:	Kyle Riva
2012:	David Beshears
2013:	Gregory Michaud
2014:	Marshall Cohn
2015:	Brett Lindquist
2016:	William F. Butler
2017:	Mark and Nan Casper Hillis
2018:	Peter Collins and Jennifer Collins
2019:	Shawn McIntyre
2020:	Tom Bartelmo
2021:	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	2010:	Natalie Champion Harvey Gonzalez Brad Wolfe
1997:	Julie Holt	2011:	Blake Miller Jonathan Sieg Tom Speno
1998:	Erin Rouse Randall Planthaber	2012:	William Bumgarner Joe Cuffel Paul Formella
1999:	Mark Capodilupo	2013:	Rebecca Bumgarner Joseph Kelley Samuel McCarter Kristie Milam
2000:	Edward Aguiar Terry Cooper	2014:	Eva Branning Michael Brewster Emily Moallem
2001:	LeeAnn Sheldon	2015:	JB Bowers Alexis Smith
2002:	Dion Warren Stephanie Martin	2016:	Nick Vinson
2003:	Maria Sanson Garrett Williams	2017:	Sarah Flemister Michelle Langborgh Race Smith Michael Walsh
2004:	Erin Efstathion	2018:	Anna Landon Rebekah Whittington
2005:	Asher Gunter Nataly Restrepo	2019:	Taylor Buchberger
2006:	Patrick Joseph Greive Lauren Hanley	2020:	To be announced
2007:	Kevin Dover Nicholas Mau Melissa McRoy	2021:	To be announced
2008:	Jonathan Dickson Jordan Donaldson Andrea Torrico		
2009:	Ashton Bligh David Hector Tim Sportschuetz Claire Thomas		

THE EXECUTIVE BOARD & CONFERENCE COMMITTEE

FSU REAL ESTATE CENTER

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

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LEWIS SWEZY, President
CENTENNIAL MANAGEMENT CORP., Miami Lakes, Fla.

HEATHER TURNER, CEO & Co-Founder
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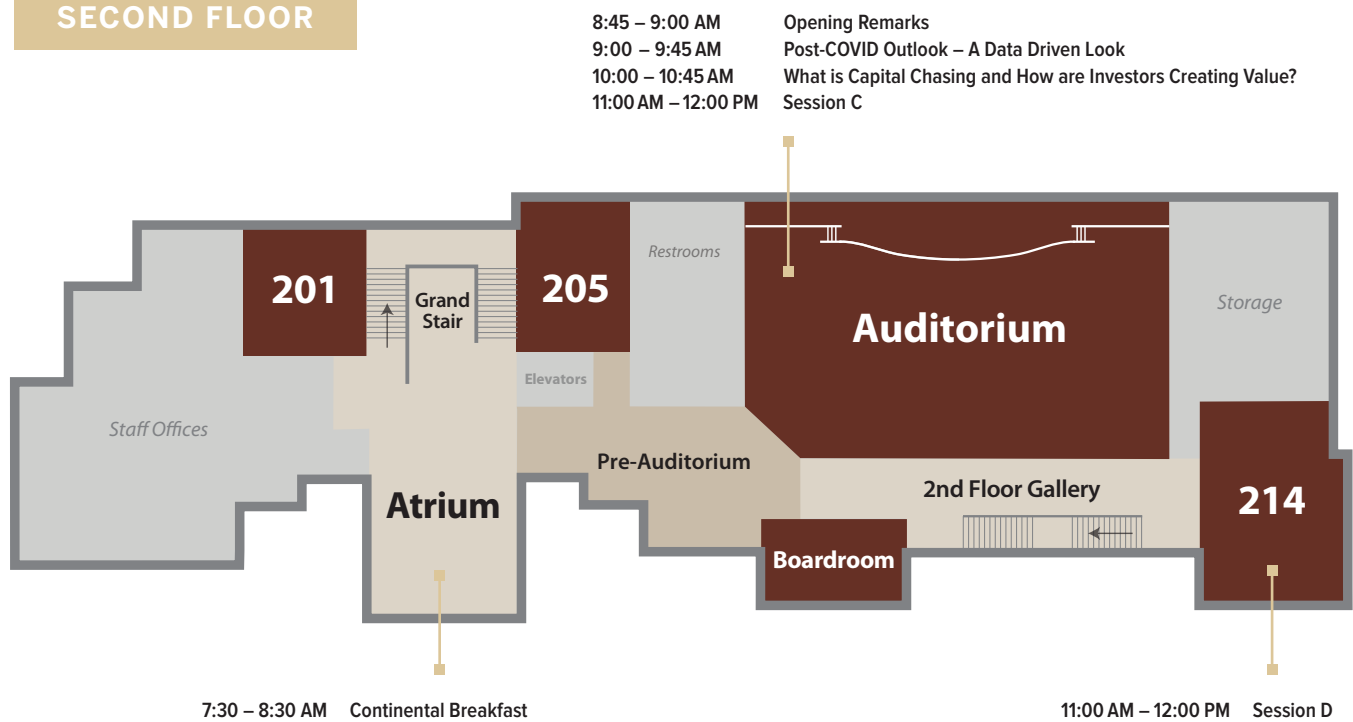
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THE ST. JOE COMPANY, Panama City, Fla.

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

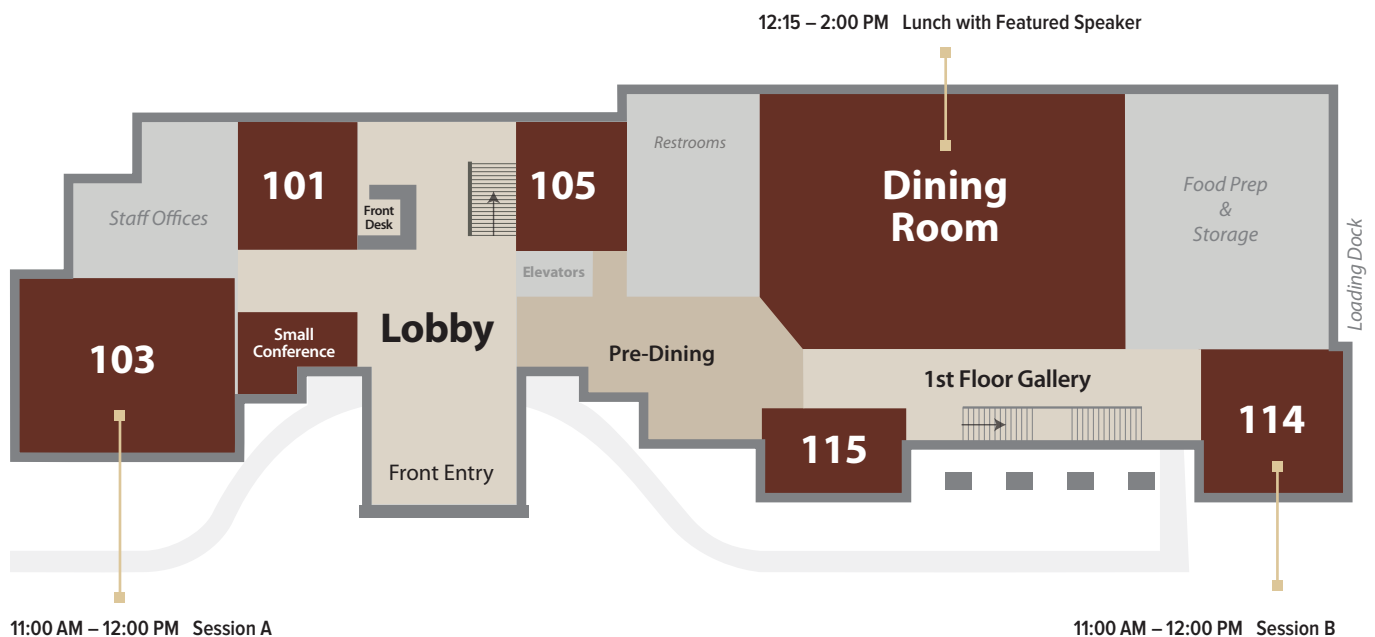
TURNBULL CONFERENCE CENTER MAP

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

SECOND FLOOR



FIRST FLOOR



THE FSU REAL ESTATE CENTER'S 27TH REAL ESTATE TRENDS CONFERENCE

SCHEDULE AT A GLANCE

THURSDAY, OCTOBER 21, 2021

Location: University Center, Bldg. B

12:30 – 1:00 PM	Networking Keys (student-only)	4th Floor - Champions Club
1:15 – 2:45 PM	"If I Were 21" Student/Mentor Roundtable	4th Floor - Champions Club
3:00 – 4:30 PM	Speed Connections	4th Floor - Champions Club
5:00 – 7:00 PM	REGISTRATION AND OPENING RECEPTION	Seminole Legacy Golf Club

FRIDAY, OCTOBER 22, 2021

Location: FSU Turnbull Conference Center

7:30 AM	Registration Opens	1st Floor - Lobby
7:30 – 8:30 AM	Continental Breakfast	2nd Floor - Atrium
8:45 – 9:00 AM	Opening Remarks	2nd Floor - Auditorium
9:00 – 9:45 AM	Post-COVID Outlook - A Data Driven Look Ethan Chernofsky, Placer.ai	2nd Floor - Auditorium
10:00 – 10:45 AM	What is Capital Chasing and How are Investors Creating Value?	2nd Floor - Auditorium
11:00 AM – 12:00 PM	HOT TOPICS (CONCURRENT SESSIONS)	
SESSION A	The Who's Who of Retail: Survivors, Thrivers, and Innovators	1st Floor - Room 103
SESSION B	The Future of Office - Impact of Mixed-Use and Amenities	1st Floor - Room 114
SESSION C	To Plan, You Must First Understand - Changes and Accelerations in Real Estate Sectors	2nd Floor - Auditorium
SESSION D	Living in the Moment - Multifamily Trends	2nd Floor - Room 214
12:15 – 2:00 PM	Lunch with Featured Speaker Kathleen McCarthy, Blackstone	1st Floor - Dining Room
2:00 – 3:00 PM	FSU Homecoming Parade	College Avenue
5:00 – 10:00 PM	"Friday Night Block Party"	CollegeTown

SATURDAY, OCTOBER 23, 2021

Location: Doak Campbell Stadium

TIME: TBA UMass vs. FSU Football Game