

Kelley A. Bergstrom

REAL ESTATE CENTER

2017-18

ANNUAL REPORT

ABOUT THE

BERGSTROM REAL ESTATE CENTER

The Bergstrom Real Estate Center is greatly admired among industry leaders as a hub of information and a resource for all things commercial real estate. The Center's ability to provide opportunities for students to connect with industry leaders has produced a legacy of outstanding talent and powerful connections. The Nathan S. Collier Master of Science in Real Estate program's world-renowned faculty, industry-leading research, rigorous curriculum and connection to the Center make it one of the best in the county.

The Center was named after Kelley A. Bergstrom, Chairman, Bergstrom Investment Management, in 2006, after Mr. Bergstrom created an endowment to support the Center for years to come.

FACULTY

WAYNE R. ARCHER

*William D. Hussey Professor
Executive Director, Kelley A. Bergstrom
Real Estate Center*

DAVID C. LING

*Ken and Linda McGurn Professor
Director, Master of Science in Real Estate*

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PHILIP KABLER, ESQ.

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ISABELLA MEREDITH

Graphic Designer

MSRE PROGRAM STAFF

PAM DEMICHELE

*Director of Admissions &
Student Services*



FROM THE EXECUTIVE DIRECTOR

The real estate industry is a world of incredibly diverse and dynamic small businesses, which makes information flow a special challenge. And this challenge is the dominant driver of the Kelley A. Bergstrom Real Estate Center. The Center's mission is to overcome the barriers to information and communication that separate students from rewarding careers in the industry and separate firms from each other.

The Center brings a wide array of tools to this challenge. To connect students with real estate firms, the Center supports training in industry practice and protocol, supports mentorships with over 150 Advisory Board members and supports an international project trip for our students. To bring students and industry firms together, the Center holds an annual retreat of the Advisory Board. Then, to bring both our students and the Advisory Board together with the industry, the Center holds our annual Trends & Strategies Conference. The Center's strength played an important role in the Master of Science in Real Estate program being ranked No. 1 among U.S. publics, No. 2 among all U.S. programs and No. 16 in the world in the Real Estate/Wealth Management rankings by Eduniversal.


And the challenge continues. The Center is constantly reviewing its tools and programs in the search for still better ways to lower the information and communication barriers for students and firms of the industry.

Sincerely,



DR. WAYNE ARCHER

*William D. Hussey Professor
Executive Director, Bergstrom Center*



STUDENT ACCOMPLISHMENTS: Students in the Bergstrom Center stand out in the job search because of their immersive educational experience. With 100 percent of domestic students placed in 2018, the quality of their education is matched by graduating with a job secured.

RESEARCH/FACULTY: Bergstrom Center faculty members are respected as leaders in the real estate world. They produce influential research and speak at engaging conferences, consistently moving the industry forward with new ideas.

INDUSTRY PARTICIPATION: Leading real estate firms are no stranger to the Bergstrom Center. Whether that happens through their attendance at the Center's Trends & Strategies Conference or by participating in an on-campus speaker series, many recognizable real estate firms are represented at the Center.

DONORS: The Bergstrom Center is supported by many individuals and firms that make our detailed educational experience possible. These donors are at the very core of what the Center stands for and believes.

RANKED ABOVE THE REST

With the backing of the Bergstrom Center, the Nathan S. Collier Master of Science in Real Estate program was ranked **No. 1** among U.S. publics, **No. 2** among all U.S. programs and **No. 16** in the world on the inaugural Real Estate/Wealth Management rankings from *Eduuniversal*.



To learn more about our rankings,
visit news.warrington.ufl.edu/realestate



The Kelley A. Bergstrom
Real Estate Center

REACHED A
LANDMARK

\$1 MILLION

GROSS
REVENUE
IN 2018.

PREPARED FOR IMPACT

Students who graduate from our real estate programs are in high demand. They learn from executives with some of the most respected real estate firms in the world, and because of that, students leave prepared to be influential employees in their jobs.



MSRE CLASS OF 2017-18

- | | | |
|--------------------|--------------------|----------------------|
| → Aaron Banks | → Jonathan Listro | → Peter Starr |
| → Cody Brais | → Jiyu Liu | → Scott Steckroth |
| → Joseph Bryan | → Hank McClane | → Adam Subes |
| → Andrew Diamond | → Alexander Nunner | → Prosper Surujon |
| → Luke Duffack | → Cooper Reece | → Oliver Tranter |
| → Alec Fox | → Chandler Reed | → Kenneth Trujillo |
| → Jonah Grossman | → Ben Robinson | → Allison Villarreal |
| → David Haggard | → Melody Scott | → Zifei Wang |
| → Dongyeon Hwang | → Kyle Selby | → Cody Warren |
| → Benjamin Kennedy | → Trent Slattery | |
| → Antonio Leite | → Maxwell Spencer | |



100%

DOMESTIC STUDENT PLACEMENT RATE FOR THE CLASS OF 2017-18

*Companies who hired our
students include:*

- **Stiles**
- **HFF**
- **Greystar**
- **Cushman & Wakefield**
- **PwC**
- **Duff & Phelps**
- **USAA Real Estate**
- **SunTrust**
- **Walker & Dunlop**
- **Foundry Commercial**
- **Valley National Bank**
- **Avesta Communities**

BLUE TEAM WINS COMMUNITY LAND USE GAME

AARON BANKS, CODY WARREN, MELODY SCOTT, ADAM SUBES AND JONAH GROSSMAN, AKA THE BLUE TEAM, were this year's winning team in the Community Land Use Game (CLUG). The game is a teaching tool designed around a team (development company) activity focused on the challenges of business strategy, city management and community building. Originally developed in the 1960s by University of Michigan professor of urban planning Allan Feldt, CLUG has since been played by thousands of students, public officials and civic groups. Our intention of playing the game is to provide a participatory framework to teach the core principles of land use theories.



CAPSTONE PROJECT

Advisory board member Rick Scarola and MSRE alumnus Brian Lott from Covenant Capital Group supported our capstone project. The capstone project focuses on a challenging, real-world market scenario and is a required course for all graduating students.

This year's winner was:

Team Ken, which consisted of Ken Trujillo, Aaron Banks, Peter Starr, Scott Steckroth and Prosper Surujon.



BERGSTROM REAL ESTATE CENTER SCHOLARSHIPS

These funds are provided by UF Real Estate Advisory Board members, friends and alumni, and others who contribute to this scholarship fund.

→ **Ben Robinson**

→ **Melody Scott**

NATHAN S. COLLIER SCHOLARSHIP

This annual scholarship is funded by Nathan S. Collier. It provides two rent-free, 3 bedroom/3 bath luxury scholarship apartments in The Polos for six MSRE students.

→ **Melody Scott**

→ **Jiyu Liu**

→ **Zifei Wang**

→ **Enrique Triana**

→ **Dongyeon Hwang**

RICHARD P. DONNELLAN JR. SCHOLARSHIP

Mr. Donnellan, an alumnus from Boca Raton and Vice Chair, ARA Newmark Company, established an endowed scholarship fund for real estate students in 2005.

→ **Ben Robinson**

STEVE BERNSTEIN SCHOLARSHIP

Steve Bernstein, of Boca Raton, Chairman of SBA Communications, established an endowed scholarship fund for real estate students in 2005.

→ **Trent Slattery**

REAL ESTATE EDUCATION AT UF

Nathan S. Collier Master of Science in Real Estate (MSRE): The traditional MSRE program is a 10-month, 34-credit, in-residence program that is focused on commercial real estate, led by two of the most recognized names in real estate education and research—Professors Wayne Archer and David Ling.

Joint JD/MSRE: This unique program allows students to complete both the Juris Doctor and MSRE degrees in three years by double-counting some credits from each degree toward the other degree's elective credits.

MBA with a Real Estate Concentration: MBA students take eight credits of real estate coursework as electives to earn the concentration.

Combined Bachelor/MSRE: Combined degree students are highly-qualified and motivated, have earned significant college credits in high school, and want the added challenge of taking MSRE coursework while still finishing their undergraduate degree. They apply some MSRE graduate credits toward their undergraduate degree, then complete the rest of their 34 MSRE program credits after earning their undergraduate degree.

Minor in Real Estate: The College offers an undergraduate and graduate real estate minor, giving students exposure to diverse topics in real estate.

Direct academic questions to: David Ling, Director of Nathan S. Collier Master of Science in Real Estate Program:

352-273-0313 or **david.ling@warrington.ufl.edu**



*Congratulations
to our graduating
class of 2017-18*

SHAPING AN INDUSTRY

Faculty members are an important part of enhancing the Bergstrom Center's reputation. From traveling across the globe to speak at conferences and universities to writing industry-impacting texts, the Bergstrom Center maintains a strong influence on real estate.

DR. LING AND DR. ARCHER released their 5th edition of ***Real Estate Principles: A Value Approach*** in 2017. The book demonstrates how value is central to virtually all real estate decision making. While the world of finance and real estate continues to evolve, the textbook remains one of the most widely used classroom real estate textbooks across the world for its easy to understand format and comprehensive material.

175+
universities
around
the United
States use
the textbook

A portrait of Dr. David Ling, a man with short, light-colored hair, wearing a dark suit jacket, a light-colored shirt, and a patterned tie. He is smiling slightly. The background is a solid blue color.

DR. DAVID LING

Ken and Linda McGurn Professor

Dr. Ling teaches courses in commercial real estate finance and investment at the graduate level and serves as Director of the Master of Science in Real Estate (MSRE) program. His academic and professional publications have included articles on housing policy and economics, mortgage markets and pricing, private commercial real estate investments, publicly traded real estate companies, and performance evaluation.

He received his Ph.D. from Ohio State University in 1984, MBA from Ohio State University in 1977 and B.S.B.A from Central Michigan University in 1976.



To read about Dr. Ling's 2017-18 achievements, visit news.warrington.ufl.edu/realestate

Bergstrom Center Faculty

TRAVELED

100,000

MILES IN

2018.



A portrait of Dr. Wayne Archer, a man with short, light-colored hair, smiling. He is wearing a dark, collared shirt and a patterned tie. The background is a blurred green, suggesting foliage. The entire image has a blue color overlay.

DR. WAYNE ARCHER

William D. Hussey Professor

Dr. Archer teaches real estate finance, mortgage markets, and real estate market analysis. His research is in housing price indices, mortgage valuation and office markets. He has served as a consultant for various businesses as well as for the Florida Real Estate Commission.

He received his Ph.D. from Indiana University in 1974, M.S. from Wichita State University in 1977 and B.A. from Westmar College in 1963.



To read about Dr. Archer's 2017-18 achievements, visit news.warrington.ufl.edu/realestate



UF

HOUGH
GRADUATE S

WARRINGTON CO

HOSTING THE BEST

The Bergstrom Center often welcomes important names in real estate. From hosting the Trends & Strategies Conference that brings together many of the top minds in real estate to industry leaders frequently speaking to students, the Bergstrom Center plays an integral role in shaping real estate professionals.

TRENDS CONFERENCE BY THE NUMBERS

77

sponsors (our largest ever)

27

speakers

47

students in attendance

417

registered attendees

TRENDS CONFERENCE **SPONSORS**

PLATINUM SPONSORS

- Bergstrom Investment Management
- Front Street Commercial Real Estate Group
- TH Real Estate

GOLD SPONSORS

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- Akerman
- ARA Newmark Company
- CenterState Bank
- Epoch Residential
- Florida Trend
- JLL
- Strategic Property Partners
- Wells Fargo

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- ApexOne Investment Partners
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- The Bainbridge Companies LLC
- Balfour Beatty Communities
- Bank of America Merrill Lynch
- BBX Capital Real Estate
- CBRE
- The Collier Companies
- Colliers International
- Courtelis Company
- Covenant Capital Group
- Cushman & Wakefield
- Cypress Real Estate Advisors
- Dean Mead Attorneys at Law
- EastGroup Properties
- EZON
- Chicago Title, Commonwealth, Fidelity National Title
- Foundry Commercial
- Gardner Brewer Martinez-Monfort

SILVER SPONSORS

Continued

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- Kaufman Lynn Construction
- Macfarlane Grand Properties, Inc.
- MetLife
- NAIGlobal Florida Region
- RealAdvice
- Regency Centers
- The Shopping Center Group
- Starwood Property Trust
- Stearns Weaver Miller
- Ten-X Commercial
- Trenam Law
- WestLake by Minto
- WRH
- ZOM Living

BRONZE SPONSORS

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- Berger Singerman LLP
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- Berkowitz Pollack Brant Advisors and Accountants
- Consolidated-Tomoka Land Co.
- ContraVest
- Diversified Companies
- DMD Ventures
- The Ferber Company
- Hunt Real Estate Services, Inc.
- LeCesse Development Corporation
- McCraney Property Company
- Mill Creek Residential
- PwC
- REDSTONE
- RH2 Properties
- Sleiman Enterprises
- Stiles Corporation
- Susquehanna Holdings, LTD.
- Trez Forman Capital
- Viking Companies
- Weyerhaeuser
- Winderweedle, Haines, Ward & Woodman, P.A

TRENDS CONFERENCE COMMITTEE

CONFERENCE CHAIR

- **Ted Starkey**, *Office Manager, Tampa Office, Wells Fargo Real Estate Banking Group*

SPONSORSHIP CHAIRS

- **Jerry Gisclair II**, *Executive Managing Director, Colliers International Valuation & Advisory Services*
- **Ann-Marie Ayers**, *First Vice President, CBRE*
- **Nick Banks**, *Managing Director, Front Street Commercial Real Estate Group*
- **Chuck Davis**, *Managing Director, Met Life Real Estate*
- **Richard P. Donnellan Jr.**, *Vice Chairman, ARA Newmark Company*
- **Carson Good**, *Managing Director, JLL - Capital Markets*
- **Brandon Granai**, *Vice President, Wells Fargo*
- **Andy Hogshead**, *CEO, The Collier Companies*
- **Ernest Johnson**, *Principal, ApexOne Investment Partners*
- **Robert Klein**, *Managing Partner, Monday Properties*
- **Chris McGibbon**, *Head of Americas, TH Real Estate*
- **Jennifer Sharabba**, *Director of Development, Crescent Communities*

ADVISORY BOARD EVENTS

The Bergstrom Real Estate Center hosted two new regional events in late Fall 2017 for our advisory board members and their invited guests. The events centered on hosting a high-powered speaker focused on real estate to help our board members stay connected to each other and the issues facing the industry.

Thank you to our sponsors!

An Evening With Ron Terwilliger

- Akerman
- ARA Newmark Company
- Cushman & Wakefield
- PGIM
- PNC Real Estate
- RAM Realty Services
- Stiles

Bergstrom Real Estate Center SW Florida Forum

- Courtelis Company
- iBERIABANK
- Halstatt Real Estate Partners
- TerraCap
- The Lutgert Companies

IT'S NOT ABOUT WHO YOU KNOW...

BUT WHO KNOWS YOU

Our focus on relationships through mentors, conferences, speaker series, and in-class visitors gives students unparalleled access to the best and brightest in the industry.

In 2017-18, students had access to over 477 industry professionals in their 10-month program.



ALFRED A. RING DISTINGUISHED SPEAKER SERIES

FALL 2017

- **Scott “Skipper” Peek**, *Senior Vice President, Tavistock Development Company*
- **Tom Arnold**, *Global Head of Real Estate, Abu Dhabi Investment Authority*
- **Mary Pat Dunleavy**, *Senior Vice President, Fidelity National Title Insurance Group*

SPRING 2018

- **Kelley A. Bergstrom**, *Chairman, Bergstrom Investment Management*
- **Dan Woodward**, *Vice President, Highwoods Properties, Inc.*
- **Larry Church**, *MAI SRA, Managing Director, Valbridge Property Advisors*
- **Robert Given**, *Vice Chairman, Cushman & Wakefield*
- **Scott MacLaren**, *President, Stiles Corporation*
- **Tim Peterson**, *Chief Financial Officer and Partner, The Altman Companies*



Mary Pat Dunleavy

*Senior Vice President, Fidelity
National Title Insurance Group*

November 30, 2017

Title Insurance: the Real(estate) Foundation



REAL ESTATE SOCIETY MIXER AND SPONSORS

The Real Estate Society (RES), through the help of leading industry professionals, teaches its members about the diverse field of real estate, and in the process, creates a community of like-minded individuals who are focused on learning, creating meaningful relationships and developing professionally.

One highlight from this year was the first-annual Internship Mixer. RES hosted a panel of companies who presented their internship opportunities, and then allowed the employer and students to talk one-on-one about those opportunities.

Sponsors: Gator Rentals, Appraisal Institute, Front Street Commercial Real Estate Group, RESF Real Estate, PNC, and USAA Real Estate

SPEAKERS

FALL 2017

- **Tom Arnold**, Deputy Global Head of Real Estate, Abu Dhabi Investment Authority
- **Ken Carl**, Senior Vice President Florida Market Manager, PNC

SPRING 2018

- **Ira Bellinkoff**, MAI, Principal - Edge Realty Advisors
- **Nathan Gibboney**, MAI, President, Gibboney & Associates
- **Justin Markley**, MAI, Principal - Florida Valuation
- **Matthew Bulecza**, MAI, AI-GRS, Vice President, Commercial Appraisal Review Manager - Hancock Whitney Bank
- **Michael Warren**, President & Founder, MEW Commercial LLC
- **Marley Jackman**, Team Leader, Keller Williams
- **Christopher D. Candler**, Vice President/Senior Appraiser, Candler Appraisal Services, Inc.
- **Amber Dunaway**, HR Recruiter, The Collier Companies
- **Mark Solana**, Sales Associate, Keller Williams
- **Sue Fisher**, Director of Training and Operations, Front Street Commercial Real Estate Group
- **Dr. Alex Sevilla**, Associate Dean & Director of the Heavener School of Business

CASE STUDIES

SPEAKERS

Students are exposed to a variety of topics such as leadership, ethics and career strategies, as well as hearing first-hand from professionals who have seen and done it all.

SUMMER 2017

- **Nathan S. Collier**, *Chairman & Founder, The Collier Companies—Studies in Entrepreneurial Real Estate Investing*
- **Keith Goldfaden**, *Principal, NAI Hallmark Partners—Alumni Speaker Series*

FALL 2017

- **Paul Ellis**, *CEO, Foundry Commercial—Overview of the Acquisition Process*
- **Ralph Conti**, *Principal and Managing Member, RaCo Real Estate Advisors & Keith Schantz, TJX Companies—Leasing Strategy and Negotiation*
- **Ron Wheeler**, *CEO, Sembler Company—Ethics in Real Estate*

SPRING 2018

- **Richard Bezold**, *Partner, Akerman—The Structuring of Real Estate Joint Ventures*
- **John Sanna**, *Principal, SCORE Communications—Presentation Skills*

INVESTING IN REAL ESTATE'S FUTURE

The Bergstrom Center would not be able to make an impact without its donors. Being generous with your time and money allows us to continue providing an immersive real estate education while furthering the industry.

BERGSTROM CENTER

HALL OF FAME

Kelley A. Bergstrom

Bergstrom Investment Management

Maury Carter

Maury L. Carter & Associates, Inc.

Armando Codina

Codina Partners

Jim Heistand

Parkway

Mori Hosseini

ICI Homes

2018

inductee

Jorge Perez

The Related Group

James H. Pugh, Jr.

Epoch Properties, Inc.

Peter Rummell

RummellMunz

Mel Sembler

The Sembler Company

James Seneff

CNL

Halbert Smith

University of Florida

Martin E. "Hap" Stein

Regency Centers

Terry Stiles

Stiles Corporation

Stanley G. Tate

Tate Capital Real Estate Solutions

J. Ronald Terwilliger

Trammell Crow Residential Company

UF BOARD OF TRUSTEES MEMBER INDUCTED INTO BERGSTROM CENTER'S HALL OF FAME

Mori Hosseini was inducted into the Bergstrom Center's Hall of Fame at its annual Trends and Strategies Conference.

Hosseini is the Chairman and CEO of ICI Homes, one of Florida's largest residential homebuilder/developers. ICI Homes, founded in 1980, is consistently ranked by Builder Magazine among the nation's Top 100 homebuilders. It has built thousands of homes and created some of the largest master development communities in Florida.

"I am deeply honored to join the esteemed ranks of those who have previously been inducted into the Bergstrom Hall of Fame," Hosseini said.



*To read more about Hosseini's induction,
visit news.warrington.ufl.edu/realestate*



TAMPA REAL ESTATE VETERAN
NAMED BERGSTROM CENTER'S
ALUMNUS OF
THE YEAR

Dan Woodward was honored as the Bergstrom Center's 2018 Alumnus of the Year at its annual Trends & Strategies Conference.

Woodward is the Vice President of Highwoods Properties, a real estate investment trust. He is responsible for Highwoods' Tampa Division, including the day-to-day operations, acquisition, leasing, management and development activities. Under his leadership, the Tampa portfolio has grown to include 3.6 million square feet and represents approximately 12 percent of Highwoods' total annualized revenue. He is also a licensed real estate broker.

"I am very honored and humbled, particularly given the quality of the program and the quality of the alumni [at UF]," Woodward said.



To learn more about Woodward,
visit news.warrington.ufl.edu/realestate

CHAIRMAN'S CIRCLE

Nick Banks

Managing Director, Front Street Commercial Real Estate Group

Kelley A. Bergstrom

Chairman, Bergstrom Investment Management

Rich Bezold

Chair, Real Estate Practice Group, Akerman

Daryl M. Carter

President, Maury L. Carter & Associates, Inc.

Tim Clark

President, Cypress Real Estate Advisors

Nathan S. Collier

Founder & Chairman, The Collier Companies

Richard P. Donnellan Jr.

Vice Chairman, ARA Newmark Company

Steve and Truett Gardner

Partner, Gardner Brewer Martinez-Monfort, PA

W. Stephen Hagenbuckle

Managing Partner, Terracap Management Corporation

Jim Heistand

CEO, Parkway

Andy Hogshead

CEO, The Collier Companies

Chris McGibbon

Head of Americas, TH Real Estate

2017-18

ADVISORY BOARD

Executive Committee

Chair

- **Andy Hogshead**, *Chief Executive Officer, The Collier Companies*

Immediate Past Chair

- **Rod Castan**, *President, Courtelis Company*

- **Ted Starkey**, *Office Manager, Tampa Office, Wells Fargo Real Estate Banking Group*
- **Scott MacLaren**, *President, Stiles*
- **Robert Given**, *Vice Chairman, Cushman & Wakefield*
- **Steve Cohn**, *SVP/Florida Region Executive, Bank of America—Commercial Real Estate Banking*
- **David Rattner**, *Principal, Blue Sky Holdings*
- **Jim Mehalso**, *Managing Director, PGIM*
- **Barry Lapides**, *Attorney, Berger Singerman*
- **Steve Hagenbuckle**, *Managing Partner, TerraCap Management Corporation*
- **Alan Kolar**, *Senior Managing Director, Mill Creek Residential Trust, LLC*
- **Julie Augustyn**, *Senior Director, Foundry Commercial*

- **Steve Messing**, *Chief Operating Officer, The Ferber Company*
 - **Nick Banks**, *Managing Director, Front Street Commercial Real Estate Group*
 - **Steve Gardner**, *Partner, Gardner Brewer Martinez-Monfort, PA*
 - **Brian Gale**, *Vice Chair Office Brokerage Services, Cushman & Wakefield*
 - **Sandy Londono**, *Vice President, IBERIABANK*
 - **Kelley A. Bergstrom**, *Chairman, Bergstrom Investment Management*
 - **Rich Bezold**, *Chair, Real Estate Practice Group, Akerman*
- ## Advisory Board Members
- **Bruce Adams**, *Senior Vice President Finance, Chief, Cornerstone Group*
 - **Barry Altshuler**, *Executive Vice President, Equity Residential*
 - **Angel Arroyo**, *Principal/Sr. Asset Manager, AGPM LLC/Banyan Realty Advisors*
 - **Dirk Aulabaugh**, *Managing Director, Green Street Advisors*
 - **Anne-Marie Ayers**, *First Vice President, CBRE, Inc./Brokerage*
 - **Victor Ballestas**, *Principal, Integra Investments*

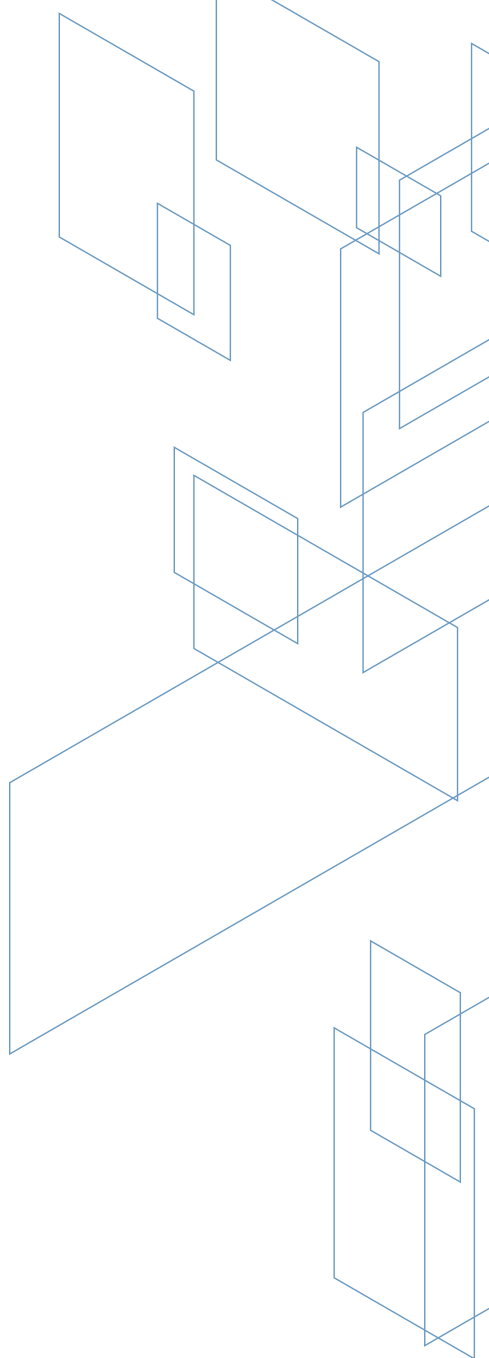
- **Nick Banks**, *Managing Director, Front Street Commercial Real Estate Group*
- **Amish Barot**, *Partner, PJT Partners*
- **Bryan Bartlett**, *Senior Vice President, Newmark Grubb Phoenix Realty Group*
- **Elise Batsel**, *Partner, Phelps Dunbar*
- **Glenn Becker**, *President, Cantor Fund Management, LLC*
- **Eddy Benoit**, *President, The Benoit Group*
- **Kelley A. Bergstrom**, *Chairman, Bergstrom Investment Management*
- **Richard Bezold**, *Chair, Real Estate Practice Group, Akerman*
- **Cecelia Bonifay**, *Shareholder—Chair, Green and Sustainable Development Practice, Akerman*
- **Brandon Box**, *Market President, IBERIABANK*
- **Ryan Bridger**, *Director Business Development, Hedrick Brothers Construction*
- **Angela Brown**, *Vice President, Meridian Appraisal Group, Inc.*
- **Fred Burgess**, *President, DMD Ventures*
- **Tim Byal**, *Vice President, Miromar Development Corporation*
- **Walter Byrd**, *Managing Director, Transwestern South Florida*
- **Rob Carroll**, *Broker, IPC of Naples*
- **Daryl Carter**, *President, Maury L. Carter & Associates, Inc.*
- **Rod Castan**, *President, Courtelis Company*
- **Larry Church**, *Managing Director, Valbridge Property Advisors | Beaumont Matthes & Church*
- **Timothy Clark**, *President, Cypress Real Estate Advisors*
- **James Clark, II**, *Vice President, Harden*
- **William Clarkson**, *Senior Vice President, Torchlight Investors*
- **Steve Cohen**, *Executive Vice President/CRE Banking Manager, IBERIABANK*
- **Mike Cohn**, *President, Berkley Development*
- **Steve Cohn**, *SVP/Florida Region Executive, Bank of America—Commercial Real Estate Banking*
- **John Coleman**, *Senior Vice President, EastGroup Properties*
- **Nathan S. Collier**, *Founder & Chairman, The Collier Companies*
- **Jeffrey Conn**, *Principal, NAI Hallmark*
- **Ralph Conti**, *Principal and Managing Member, RaCo Real Estate Advisors LLC*
- **John Crossman**, *CEO, Crossman and Company*
- **Lisa Dailey**, *Vice President, Balfour Beatty Communities*
- **Stuart Davis**, *President & CEO, Titan Investments*
- **Charles Davis, Jr.**, *Managing Director, Met Life Real Estate Investments Management*
- **John DeAngelis**, *Vice President, DeAngelis Diamond Construction*

- **Steven DeRose**, *Senior Vice-President, Starwood Mortgage Capital*
- **Steven Deutsch**, *Partner, Frank, Weinberg & Black Plantation*
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- **Andrea Drasites**, *Managing Director, Real Estate, Blackstone*
- **Mary Pat Dunleavy**, *Senior Vice President, Fidelity National Title Insurance Group*
- **Svein Dyrkolbotn**, *Principal, Viking Companies, LLC*
- **John Ebenger**, *Director, Real Estate Tax Services, Berkowitz Dick Pollack & Brant Advisors and Accountants*
- **Paul Ellis**, *CEO, Foundry Commercial*
- **Howard Fabian**, *President, Fabian Realty, Inc.*
- **Neil Freeman**, *Chairman & CEO, Aries—Principal, Conlon Capital, Aries/Conlon Capital*
- **Jim Fried**, *Sandstone Realty Advisors*
- **Brian Gale**, *Vice Chair Office Brokerage Services, Cushman & Wakefield*
- **Truett Gardner**, *Attorney, Gardner Brewer Martinez-Monfort, PA*
- **Steve Gardner, Esq.**, *Partner, Gardner Brewer Martinez-Monfort, PA*
- **Keith Gelder**, *President, Stock Luxury Apartment Living*
- **Stephan Gianoplus**, *Managing Director, PwC*
- **Don Ginsburg**, *President, Katalyst Real Estate*
- **Jerry Gisclair II**, *Executive Managing Director, Colliers International Valuation & Advisory Services*
- **Robert Given**, *Vice Chairman, Cushman & Wakefield*
- **Cary Goldberg**, *President, Diversified Companies*
- **Carson Good**, *Managing Director, Jones Lang LaSalle—Capital Markets*
- **Brandon Granai**, *Vice President, Wells Fargo*
- **Michael Greene**, *Managing Partner, Development Law Group*
- **Alex Gulick**, *CFO, Procacci Development*
- **Howard Gutman**, *President, The Lutgert Companies*
- **Steve Hagenbuckle**, *Managing Partner, TerraCap Management Corporation*
- **Shiple Hall**, *Managing Director, Parkway*
- **Robert Harding**, *Shareholder, Gray/Robinson*
- **Stumpy Harris**, *Founding Partner, Harris, Harris, Bauerle & Sharma*
- **Jim Heistand**, *President and Chief Executive Officer, Parkway*
- **Jonathan Heldenbrand**, *Chief Investment Officer, Sleiman Enterprises*
- **Andy Hogshead**, *Chief Executive Officer, The Collier Companies*
- **Sandra Hostetter**, *Central Florida Regional President, Valley National Bank*

- **Hamilton Hunt, Jr.**, *President, Hunt Douglas Real Estate Services, Inc.*
- **Doug Irmischer**, *Chief Operating Officer, Beacon Partners*
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