Summer 2016  
REE 6935: Real Estate Case Studies

Instructors: Mr. Tim Becker and Mr. Nathan S. Collier
Office: Bryan 200
Office Hours: By appointment only
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Classroom and Time: Hough 150; Tuesday-Thursday, 3:30-6:15pm (unless otherwise notified)

COURSE OVERVIEW

Summer Case Studies is designed to exposure you to a number of industry professionals. Mr. Nathan Collier will conduct five sessions on leadership, ethics, and numerous other real estate topics. You will also meet a number of recent MSRE graduates, CRES Advisory Board members, and other real estate professionals. Career planning and strategies will be discussed in numerous sessions.

COURSE GRADING

Grading is based largely on attendance, although Mr. Collier will require several written assignments. Attendance at all class sessions/events is required. Each unexcused absence will lower your final grade by a full letter grade. To be excused from a session, you must have prior written permission from Mr. Becker. Mr. Collier will handle attendance for his sessions. In fairness to all of the students in the program, illness or a death in the family will be the only accepted excused absences, except in very rate circumstances.

OTHER EXPECTATIONS

Business casual attire is required when the class is meeting with industry professionals. Arriving late to presentations, or leaving early, is not acceptable and may result in loss of attendance credit.

We will do everything we can to provide advanced notice of changes to the case studies schedule. However, we are working with extremely busy professionals who are often forced to alter their plans. Thus, we may have to make last minute changes to the schedule. Your flexibility is both expected and appreciated.

Email accounts: We will frequently communicate with the class by posting announcements to the Canvas website. It is your responsibility to make sure you are receiving email notifications of announcements.

CLASS SCHEDULE

Tuesday, June 28  
3:30 – 4:30pm Program Expectations - Bergstrom Center Overview
4:30 – 6:15pm GBCS – Resume/Cover Letter Writing Bootcamp
Thursday, June 30
3:30 – 4:30pm  Library Orientation – 211 Library West
4:45 – 6:15pm  Introduction to Real Estate Industry Organizations - Hough 150

Tuesday, July 5
GBCS Social Media/Maintaining your online presence, Networking, Interviewing
Ms. Leigh Hall, Associate Director, Career Services

Thursday, July 7
Careers in Real Estate
John Crossman, President, Crossman & Company

Tuesday, July 12
Personal Leadership
Mr. Nathan S. Collier, Chairman & Founder, The Collier Companies

Thursday, July 14
Personal Leadership
Mr. Nathan S. Collier, Chairman & Founder, The Collier Companies

Monday, July 18
MSRE Alumni Session

Tuesday, July 19
Personal Leadership
Mr. Nathan S. Collier, Chairman & Founder, The Collier Companies
3:30 – 5:30pm  Personal Leadership, Hough 150
5:45 – 7:00pm  Skybox Reception with Collier Companies, Suite 730

Thursday, July 21
Strength Finder
Ms. Kara Cupoli, Senior Director of Full Time Student Affairs

Tuesday, July 26
Personal Leadership
Mr. Nathan S. Collier, Chairman & Founder, The Collier Companies

Thursday, July 28
Personal Leadership
Mr. Nathan S. Collier, Chairman & Founder, The Collier Companies

Tuesday, August 2
Ethics in Business – A Panel Discussion
Mr. Ron Wheeler, CEO, The Sembler Company

Thursday, August 4
NO CLASS, final preparations for Argentina trip
COURSE OBJECTIVES

Dr. Collier will teach five case studies on projects with which he currently is dealing. This course will blend real-life real estate case studies with lessons in personal leadership. At certain higher levels of achievement, many hard skills or abilities (industry knowledge, education, intelligence, motivation) are a given—table stakes if you will. Everyone has them or they would not have made it to a high level. What enables some to take their game even higher? To become super-achievers? What enables some seemingly ordinary people to accomplish at a consistently, extraordinarily high plane?

The thesis of this seminar is that soft skills become increasingly important and significant as one moves up Maslow’s hierarchy of success. Just as aerodynamic efficiency becomes increasingly important as a jet moves through Mach 1 and beyond, so too does the ability to know, understand, and influence the subtle nuances of human individual and organizational behavior as one moves to higher and higher levels of achievement.

The course takes a student-centered approach where each individual assumes personal responsibility for his/her learning and personal and professional growth.

COURSE REQUIREMENTS

Assigned Reading:

Buy the book: *The 7 Habits of Highly Effective People* by Stephen R. Covey

NSC Personal Leadership Blog

Each of you will be registered to receive Dr. Collier’s Personal Leadership Blog which runs every Tuesday and Thursday. At the end of the class if you wish to unsubscribe please email Angela Tharpe and she will remove you from the subscription list.

Written Assignments

A short paper is required on each of the 7 Habits. This is NOT a summary of the individual habits; it is your personal thoughts and reaction to each habit based on your individual experience and life history.

Assignments should be **E-MAILED** by 5 p.m. on the date assigned here to Angela Tharpe <angela.tharpe@colliercompanies.com>. You are encouraged to write your assignment in the email rather than as an attachment. Please do not turn in physical pieces of processed dead trees with ink on them. Angela keeps a list and it will be noted if the assignment is late.
**TUESDAY, JULY 12th:**
Introduction: A Short History of Collier Companies: How $1,000 and a duplex became 10,000 plus apartments and the largest privately owned Student Housing provider in America.

Case Study: ICON: New Construction/Development
New Construction across from University of South Florida (USF) in Tampa on Bruce B. Downs Blvd, 5 stories, parking garage, 183 Apartments with 653 beds. The Collier Companies closed on the land in June and site work should commence in October of this year with Certificate of Occupancy anticipated early summer of 2016 and full occupancy in August of 2016. We will review and discuss deal structure including actual
1) Construction/Development Costs
2) Loan Term Sheets from multiple banks
3) Operations Pro Forma (including the variables & professional judgment calls)
4) Exit Strategy
Written Assignment:
Habit 1: Be ProActive

**THURSDAY, JULY 14th**
Case Study: 238 Development: Luxury Professional Housing – Is there a need in Gainesville?
Meet at site and reconvene at 220 N. Main Street
Written Assignment:
Habit 2: Begin With the End in Mind & Habit 3: First Things First

**TUESDAY, JULY 19th:**
Case Study: Location, Location, Location – A Site’s Impact on Development
Union Park (84 Unit Apartment building, 3600 E. Fletcher Ave., Tampa, built 1996, proposed new development 169-205 new units)
Lessons Learned and Best Practices – learning how to make the most of the development site potential and challenges
Written Assignment:
Habit 4: Think Win/Win & Habit 5: Seek First to Understand, Then to be Understood

5:45p MSRE Reception – Ben Hill Griffin Stadium – Sky Box 730.

**TUESDAY, JULY 26th:**
Case Study: Expanding Market Rate Portfolio – Where Do You Begin
Broadmoor Oaks/SR200 (Proposed 276 Luxury Apartment Units located on SR200 in Ocala, FL)
Written Assignment:
Habit 6: Synergize

**THURSDAY, JULY 28th:**
Case Study: College Park Redevelopments (The Heights, 309 NW 19th Street, 27 luxury student housing apartments; Viceroy – 304 NW 15th Street, 32 luxury student housing apartments; The Edge – 1743 NW 3rd Place, 9 luxury student housing apartments) & Bent Creek Development
Challenges of Partners and Regulatory Financing Constraints

Written Assignment:
Habit 7: Sharpen the Saw/Renewal

There may be other short reaction assignments due during the course.

— Participation/Preparation/Attendance
Students are expected to contribute meaningfully to the learning experience and will be graded on preparation, class participation, and class attendance. From time to time, the instructor will indulge in the Socratic Method and call upon students to respond. Articulate, intelligent responses will be greatly appreciated. PLEASE DISPLAY YOUR NAME PLATE AT EACH CLASS. Any absence not preceded by an e-mail notification may result in a negative impact on grading. More than one absence (even if preceded by notification) will presumably result in less knowledge accumulation, thus a lower grade.

— Final Exam
At this time the instructor plans no final exam. However, like life, the instructor has been known to change course.