Fall 2017
REE 6935: Real Estate Case Studies -
(Including the Alfred A. Ring Distinguished Speaker Series)

Instructors: Professor Ling (Course coordinator/Ring) and Mr. Becker (Case Studies)

Office: STZ 301

Office Hours: By appointment

Phone: (352) 273-0313 (Ling)
       (352) 273-1827 (Becker)

E-mail: ling@ufl.edu
       tim.becker@warrington.ufl.edu

Classroom: Hough 150

Meeting Time: Thursday, 4:05 PM – 6:00 PM except for days as indicated on schedule

COURSE GRADING

Your “base” course grades will be based on three considerations, weighted as indicated:

- Attendance and participation as appropriate: 75%
- Attendance at Ring Small Group Session: 10%
- Case studies work: 15%

For cases or other homework, a straight scale will be used to determine your base grade: greater than 90%, “A”; 80-90%, “B”, etc. You are required to attend all of the Ring presentations, the case study sessions and the Advisory Board Retreat. Each unexcused absence will lower your final grade by a full letter grade. Examples of excused absences include job interviews that could not be scheduled on an alternative date and medical emergencies. Excused absences must be arranged with Professor Ling prior to the missed session. You should expect to be required to make up missed Ring Speakers with an MBA, MSF, or other industry speaker approved by Professor Ling.

OTHER EXPECTATIONS

Proper attire for MSREs at all Ring presentations is business casual. In most cases, we are able to arrange for the Ring Speaker to meet with a small group of invited students for an hour (usually 2:45-3:45pm) before the speaker’s “public” presentation at 4:05pm. Every student will be required to attend at least one of these sessions this semester. Students attending these small group meetings should wear coats and, preferably, ties.

Arriving late to Ring presentations, or leaving early, is not acceptable and will result in loss of attendance credit. MSRE students not dressed appropriately will be asked to leave and will not receive attendance credit.

We will do everything we can to provide advanced notice of changes to the case studies schedule. However, our guests are volunteering their time out of complex schedules dealing with extensive responsibilities. Thus, we may have to make last minute changes to the schedule. Your flexibility is both expected and appreciated.
Email accounts: We will frequently correspond with the class via Canvas announcements. If you frequently use an alternative email address (gmail, yahoo, etc.), it is your responsibility to make sure you are receiving Canvas announcements.

CLASS SCHEDULE

Tuesday, August 22
Course introduction for both Real Estate Research and Technology and Real Estate Case Studies

Thursday, August 24
Case Study: Overview of the Acquisition Process
Speaker: Paul Ellis
CEO, Foundry Commercial (www.foundrycommercial.com)

Sunday, August 27
ICSC Florida Conference – Orange County Convention Center -Student Reception

Monday, August 28
ICSC Florida Conference and Bergstrom Center Reception

Wednesday, August 30
Presentations Skills Workshop
Instructor, John Sanna
Principal, Score Communications (http://scorecommunications.com)
4:05-8:00pm

Thursday, August 31
Presentations Skills Workshop, continued
4:05pm-8:00pm

Thursday, September 7
Alfred A. Ring Distinguished Speaker Series
Speaker: Hamilton Hunt
President, Hunt Douglas Real Estate Services, Inc. (http://www.huntresco.com)

Friday, September 8
UF Business Career Services – Professional Development Day (8am-5pm), UF Hilton

Thursday, September 14
Bergstrom Center Advisory Board Retreat (1pm-7pm), UF Hilton/Campus

Friday, September 15
Bergstrom Center Advisory Board Retreat (8pm-3pm), UF Hilton

Thursday, September 21
UF Business Career Services Gator Graduate Career Fair (3pm-7pm), Champions Club in Gator Football Stadium

Friday, September 22
UF Business Career Services Gator Graduate Interview Day (all day), Hough Hall
Tuesday, September 26 (non-technical day) and Wednesday, September 27 (technical day)
UF Career Resource Center Career Showcase (9am-3pm) Stephen C. O’Connell Center

Thursday, September 28
Alfred A. Ring Distinguished Speaker Series
Speaker: Timothy Peterson
Chief Financial Officer and Partner, The Altman Companies (http://altmancos.com)

Thursday, October 5
Alfred A. Ring Distinguished Speaker Series
Speaker: Scott (“Skipper”) Peek
Senior Vice President, Tavistock Development Company (http://tavistockdevelopment.com)

Thursday, October 12
No class – Module 1 finals week

Thursday, October 19
No class – Fall break

Thursday, October 26
Case Study: Leasing Strategy and Negotiation
Speakers: Ralph Conti, Principal and Managing Member, RaCo Real Estate Advisors (www.racorealestate.com); Keith Schantz, TJX Companies (www.tjx.com)

Thursday, November 2
Alfred A. Ring Distinguished Speaker Series
Speaker: Robert Given
Vice Chairman, Cushman & Wakefield (www.cushmanwakefield.com)

Thursday, November 9
MSRE Alumni Panel
Speakers: Brett Gelsomino, Senior Development Manager, ZOM Florida (www.zomusa.com), Kevin Jund, Associate, Hines (www.hines.com)

Thursday, November 16
Alfred A. Ring Distinguished Speaker Series
Speaker: Thomas Arnold
Deputy Global Head & Head of Americas, Real Estate and Infrastructure Department, Abu Dhabi Investment Authority, Abu Dhabi, UAE (www.swfinstitute.org/swfs/abu-dhabi-investment-authority)

Thursday, November 23
No Class, Thanksgiving

Thursday, November 30
Alfred A. Ring Distinguished Speaker Series
Speaker: Mary Pat Dunleavy
Senior Vice President, Fidelity National Title Insurance Group (www.fnf.com)

Thursday, December 7
Case Study: Ethics in Real Estate
Speaker: Ron Wheeler
CEO, Sembler Company (www.sembler.com)

Thursday, December 14
No Class-Finals Week

ADMINISTRATIVE ISSUES

Computer usage during class:
Laptops may be required for some sessions. However, they are to be used only for class related matters. Web surfing, answering emails, etc. are a distraction both for you and your peers and will adversely affect your participation grade.

Department Chair
The chairman of the Department of Finance, Insurance and Real Estate is Professor Andy Naranjo, andy.naranjo@warrington.ufl.edu, (352)392-3781. The Department offices are located in 321 Stuzin, 392-0153.

MISCELLANEOUS UNIVERSITY ISSUES

Document retention policy:
Student course material will be retained for three weeks beyond the end of the semester.

Accommodations for students with disabilities:
Students requesting classroom accommodation must first register with the Dean of Students Office. The Dean of Students Office will provide documentation to the student who must then provide this documentation to the Instructor when requesting accommodation.

The University’s honesty policy regarding cheating and use of copyrighted materials:
All students are required to abide by the Academic Honesty Guidelines set forth in the UFlorida Rules - 6C1-4 Student Affairs, 6Cl-4.017 Student Affairs: Academic Honesty Guidelines. The following website contains details covering the academic honesty guidelines: http://www.aa.ufl.edu/Handbook/students.html.

The University’s student code of conduct:
Students enjoy the rights and privileges that accrue to membership in the UF community and are subject to the responsibilities that accompany that membership. As stated in the Standard of Ethical Conduct, students are expected to treat others with respect and concern (6C1-4.016 Student Conduct Code; Violations, Penalties and Procedures for Adjudication). The following website contains details covering the student code of conduct: http://www.dso.ufl.edu/judicial/conductcode.php.