TABLE OF CONTENTS

- Education ........................................ Page 6
- Research .......................................... Page 14
- Industry Leadership .............................. Page 18
The Bergstrom Center for Real Estate Studies has experienced another strong year. Propelled by the unwavering support of its Advisory Board, the Center has continued to pursue its mission on the research front, in the classroom and in the industry.

In research, the Center successfully completed a major two-year commitment to scholarly inquiry in real estate. The final product was eight research articles forming a special issue of the prestigious Journal of Real Estate Research. These articles all came from the UF-PSI Critical Issues in Real Estate Symposium, which the Center hosted and supported. This Symposium has steadily grown in academic prestige. The Center has now launched the “call for papers” for our next UF-hosted session to be held in March 2014.

Our real estate degree programs have felt the effect of the Center in dramatic ways. The most spectacular effect is the new interna-

tional focus in the classroom and in the industry.

Ten Advisory Board members visited our classes to speak or bring case studies from their own experience. Through our mentoring program and by inviting the MSRE students to participate again in their Retreat, our Advisory Board members continued their exceptional engagement with our students. Several Advisory Board members further contributed to our teaching effort by reviewing and commenting on chapters for the 4th edition of the prestigious Journal of Real Estate Finance and Economics. These articles all came from the UF-PSI Critical Issues in Real Estate Symposium, which the Center hosted and supported. This Symposium has steadily grown in academic prestige. The Center has now launched the “call for papers” for our next UF-hosted session to be held in March 2014.

The past year has been a great foundation for a productive year ahead. It supported more than 25 regional events of the Advisory Board that carried through the entire year. The Center partially subsidized the cost for each student in this endeavor. Also, several Advisory Board members were integral in helping arrange the trip’s events.

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Our real estate degree programs have felt the effect of the Center in dramatic ways. The most spectacular effect is the new interna-
tional focus in the classroom and in the industry.
Graduate real estate courses have been offered at UF since the Master of Business Administration (MBA) program first began in 1946. The Haigie Graduate School of Business within the Warrington College of Business Administration now offers three graduate real estate degree programs—the Nathan S. Collier Master of Science in Real Estate (MSRE), an MBA with a real estate concentration, and the joint JD/MSRE program. Additionally, the College offers a Combined Bachelor/MSRE program.

The MSRE is a 10-month, in-residence graduate degree program that produces approximately 30 industry leaders each year. It is led by Professors Wayne Archer and David Ling, two of the most recognized names in real estate education and research. Because of their work and leadership, the MSRE program is already considered to be one of the best in the country.

### Scholarships

- Bergstrom Center for Real Estate Studies Scholarship — Danielle Brooks, Sam Crapper, David Espy, Caleb McBee
- Nathan S. Collier Scholarship — Brian Cox, Alex Yingyang Deng, Densitive Dubrovsky, Wimmi Han, Dehui Kong, Michael Perry
- Masry L. Carter Scholarship — Deming Dubrovsky
- Frederic A. Scardia Scholarship — Clayton Howl
- Florida Association of Realtors Scholarship — John Landress, Min Fung Koe
- Richard P. Donnallion, Jr. Real Estate Scholarship — Bryan Brown
- Steven Berenstein Real Estate Scholarship — Alex Yingyang Deng

### Direct Questions To:

**Pam DeMichele**
Director of Admissions & Student Services
Nathan S. Collier MSRE Program
(352) 273-0310
pam.demichele@warrington.ufl.edu

### Placements

As the real estate marketplace continued to improve, placements have remained strong. An impressive 82% of students looking for full-time, permanent employment accepted jobs with an average starting salary of $74,000. Students were placed in the following companies:

- Deutsche Bank
- ECO B
- ExxonMobil
- Front Street Commercial Real Estate Group
- General Electric
- Landeavor LLC
- Lennar
- LNR
- Meridian
- RCLCO
- REC Development
- Silverman
- Vohis & Doan
- Steven Lee, P.A.
- TerraCap Management
- The Graham Companies
- Valus Tech Realty Services, Inc.
- Weir-Tex Brameurs & Development Services

### Student Statistics

- **30.** MSRE students
- **1.** Combined Bachelor/MSRE students — Spring 2013 start
- **6.** MSRE/JD
- **7.** International Students (China, South Korea, Thailand & Ukraine)
- **605.** Average GMAT
- **3.3.** Average upper division undergraduate GPA
- 5 years average work experience

### Scholarships

- Bergstrom Center for Real Estate Studies Scholarship — Danisa Borges, Sam Crapper, David Espy, Caleb McBee
- Nathan S. Collier Scholarship — Brian Cox, Alex Yingyang Deng, Densitive Dubrovsky, Wimmi Han, Dehui Kong, Michael Perry
- Masry L. Carter Scholarship — Deming Dubrovsky
- Frederic A. Scardia Scholarship — Clayton Howl
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**Nathan S. Collier MSRE Program**

### Required Courses (30 credit hours)

<table>
<thead>
<tr>
<th>Course Title</th>
<th>Cr</th>
</tr>
</thead>
<tbody>
<tr>
<td>GEB 6930 International RE Study Tour 2</td>
<td>2</td>
</tr>
<tr>
<td>REE 6045 Introduction to Real Estate 2</td>
<td>2</td>
</tr>
<tr>
<td>GEB 5212 Professional Writing 1</td>
<td>1</td>
</tr>
<tr>
<td>GEB 5215 Professional Communication 1</td>
<td>1</td>
</tr>
<tr>
<td>REE 6930 Construction Factors in Commercial Real Estate 2</td>
<td>2</td>
</tr>
<tr>
<td>BUL 6516 Law of Real Estate Transactions 2</td>
<td>2</td>
</tr>
<tr>
<td>REE 6315 Real Estate Market &amp; Transaction Analysis 2</td>
<td>2</td>
</tr>
<tr>
<td>REE 6935 Real Estate Case Studies (1 cr during Summer B, Fall &amp; Spring terms)</td>
<td>1</td>
</tr>
<tr>
<td>REE 6395 Investment Property Analysis 2</td>
<td>2</td>
</tr>
<tr>
<td>REE 6930 Real Estate Research and Technology 1</td>
<td>1</td>
</tr>
<tr>
<td>REE 6105 Real Estate Appraisal 2</td>
<td>2</td>
</tr>
<tr>
<td>QMB 5304 Introduction to Managerial Statistics</td>
<td>2</td>
</tr>
<tr>
<td>QMB 5305 Advanced Managerial Statistics</td>
<td>2</td>
</tr>
</tbody>
</table>

Plus at least 1 of the following:

<table>
<thead>
<tr>
<th>Course Title</th>
<th>Cr</th>
</tr>
</thead>
<tbody>
<tr>
<td>REE 6208 Secondary Mortgage Markets &amp; Securities</td>
<td>2</td>
</tr>
<tr>
<td>REE 6930 Real Estate Development</td>
<td>2</td>
</tr>
</tbody>
</table>

### Best Colleges & Universities Rankings

**7** Among Publics

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**Bergstrom Center for Real Estate Studies Scholarship** — Danisa Borges, Sam Crapper, David Kaplan, Caleb McBee

**Nathan S. Collier Scholarship** — Brian Cox, Alex Yingyang Deng, Dmitriy Dubrovsky, Weimo Han, Dehui Kong, Michael Perry

**Maury L. Carter Scholarship** — Deming Dubrovsky

**Frederic A. Scardia Scholarship** — Clayton Howl

**Florida Association of Realtors Scholarship** — John Landress, Min Fung Koe

**Richard P. Donnallion, Jr. Real Estate Scholarship** — Bryan Brown

**Steven Berenstein Real Estate Scholarship** — Alex Yingyang Deng
Combined degree program now available

Last year witnessed the launch of a Combined Bachelor / MSRE program. The Nathan S. Collier Master of Science in Real Estate (MSRE) Combined Degree Program is designed for highly-qualified and motivated undergraduate students seeking to complete both a bachelor’s and master’s degree in as few as four years. With permission from their undergraduate department, the combined degree program allows students to use 12 hours of graduate coursework toward both their undergraduate and MSRE degrees.

Real estate minor increases in popularity

For undergraduates, real estate courses are not required courses in the Warrington College of Business Administration; but they are becoming more popular with students from multiple disciplines as electives — as well as those students seeking a minor in real estate.

Two undergraduate courses, taught by Dr. Kent Malone are “Real Estate Analysis” and “Real Estate Investment Decision Making.” At the graduate level, Dr. Malone also teaches “Real Estate Development,” “Construction Factors in Commercial Real Estate,” and ARGUS Certification Training in the “Real Estate Research and Technology” course.

UFI reinstated a real estate minor in 2010. In the 2010-2011 year, 24 real estate minors were conferred, which increased to 37 in 2011-2012. Twenty-nine minors were conferred in 2012-2013.
Students in the Nathan S. Collier MSRE program are required to take a Case Studies course which runs the length of the 10-month program. This course brings industry leaders and projects into the classroom and allows students to apply their academic skills to real-world situations. This year’s shedule was a mixture of product-specific cases, professional development and leadership development.

The Case Studies course continues to serve as a flexible venue to give our students exposure to diverse aspects of the real estate world. This year the topics our students encountered included:

- Personal Leadership and Case Studies in Student Housing — led by Nathan S. Collier (The Collier Companies)
- Career strategies — led by John Crossman (Crossman and Company)
- Ethics in real estate — led by Ted Starkey (Wells Fargo), Ron Wheeler (The Sembler Company) and Rachel Wein (Wein + Associates)
- Business communication — led by John Sanna (Score!Communications LLC)
- Analysis of a complex joint venture — led by Rich Bezold (Akerman Senterfitt)
- A case in office property management — led by Dan Woodard (Highwoods Properties)
- A case in property tax appeals — led by Todd Jones (Challman Wakefield)
- A case in golf resort development — led by Tom Senn (Monsor Appraisers)
- A case in reuse of a military base — led by Kay Kauschick and James Kauschick (ValueTech Realty Services, Inc.)
- Roundtable of experts on housing policy, housing finance and home ownership.
- The Community Land Use Game (CLUG)
- Real Estate Forum — Sponsored by the Bergstrom Center and hosted by Coldwell Banker Commercial / M.M. Parrish Realtors

Richard Smalies, Ph.D.

Richard Smalies, Ph.D., is a senior lecturer in the M.E. Rinker Sr. School of Building Construction at the University of Florida. He teaches the Real Estate Development course and the MSRE Capstone project. His expertise in project management and construction cost estimating provided valuable tools to the students and enhanced the value of both projects. Professor Smalies’ support was made possible thanks to the generous support of The Stiles Corporation, Steve Palmer, and Jim Stites.

Blaine Strickland, CCIM

Blaine Strickland, CCIM, is the CEO of Bimora Partners in Orlando. He is also an instructor at the CCIM Institute and taught our Market Analysis course. Graduate of the CCIM program are credited with two of the four courses required for the coveted CCIM designation, with this course as a critical component. Blaine has extensive industry experience in real estate development and market analysis providing real world cases in market research using CCIM’s Site To Do Business technology. His market analysis course is particularly valuable as preparation for the types of projects addressed in the MSRE capstone course.

Richard Smalies, Ph.D.

Nathan S. Collier, J.D.

Nathan S. Collier, J.D., is the Chairman and Founder of The Collier Companies. He teaches leadership and professional development every summer to the MSRE students in the Real Estate Case Studies course. Nathan’s passion for leadership is evident in the classroom. The students in this course focus on Stephen Covey’s Seven Habits of Highly Effective People. Nathan supplements Covey’s writing with personal experiences that reinforce the lessons.

Don Emerson, MAI

Don Emerson, MAI, Chief Appraiser and President of Emerson Appraisal Company, Inc. in Gainesville. Don has been in the commercial real estate appraisal business in Florida since 1974 and has a wide range of experience in all types of retail, office, industrial, apartment, agricultural and special use properties. Don is also a national instructor for the Appraisal Institute and regularly teaches the advanced appraisal courses and various seminars throughout the United States. His specialty areas include commercial real estate consulting, appraisal review, litigation appraisal and income property analysis with complicated cash flow problems.

Melissa Murphy, J.D.

Melissa Murphy, J.D., is a partner with the Gainesville law firmalter, Fisher, Murphy, Hutson & Monet, P.A. where she practices real estate law. Melissa taught the Real Estate Law course for the MSRE students covering numerous aspects including a detailed review of contract law, mortgages law, ownership, and restrictive covenants. She has been an adjunct professor for the UF Bergstrom Center since 2008.
Bergstrom Center for real estate studies
2012 — 2013 Annual Report

Each year the Nathan S. Collier Master of Science in Real Estate (MSRE) program concludes with a Capstone course involving a challenging, live real estate project. A property owner or manager, usually a member of the UF Real Estate Advisory Board, offers a site and a problem for the MSRE students to solve. Commonly, the problem is to draft a development plan for the property. The Capstone project is selected to be of serious interest to the host, who covers the direct expenses incurred in the project and makes a contribution to the overhead of the course.

The 2013 Capstone Project involved an asset management decision concerning a three-acre parcel of commercial property between the University of Florida and downtown Gainesville. It is the site of one of the oldest strip shopping centers in the city—still operating at a marginal level—but adjacent to the UF Innovation Hub. Each group was challenged to form a recommendation for the future use of the property with financial analysis to support their recommendation. Alternatives explored ranged from making only cosmetic changes for the next several years to immediate redevelopment into high-density mixed use. The winning team took a very conservative approach involving significant cosmetic work on the center, but largely retaining the current structure and retenanting with businesses oriented to the residential areas to the east and north of the location. The winning team included: Caleb McDow, Dehui Kong, Pichaya “Belle” Srisomburananont, Clinton Howell and Thomas Webb.

Beau Beery, Audley Harris, Steve McKinney and Robert Wallace of Coldwell Banker Commercial M.M. Parrish volunteered their time to judge the presentations and select the winning team.

ALFRED A. RING DISTINGUISHED SPEAKER SERIES

We are privileged to continue honoring Dr. Alfred Ring’s far-reaching contributions with the Alfred A. Ring Distinguished Speaker Series, which brings prominent industry professionals to campus to speak and interact with UF real estate students and faculty. Ring speakers bring real estate course material to life, and share their informed perspectives on real estate career strategies and opportunities.

The Bergstrom Center brought a talented set of industry professionals to Gainesville during the 2012-2013 academic year. Many of their presentations are now available on the Bergstrom Center YouTube channel at youtube.com/bergstromcenter

FALL 2012

Nathan S. Collier, Founder and Chairman, The Collier Companies— “Personal Leadership”
Peter Rummler, Principal, Rummler Company— “Managing the Creative Process”
Ed Graz, Alachua County Property Appraiser— “Change: Reflection of the Property Tax and Appraisal Valuation”
James M. Shea, Chief Investment Officer, DKB Realty Services— “A Real Estate Investment Strategy”
Raymond F. Snell, Senior Managing Director (Ret.), CBRE— “What I (and some of my friends) Learned Outside the Classroom”

SPRING 2013

Stephen Hagenback, Managing Principal, TerraCap Management Corp.— “Population Tracking and Opportunistic Real Estate Investing”
Stuart J. Reiner, President & CEO, The J. Reiner Company— “Case Study: Weathering the Real Estate Cycles of Boston, Sacramento, and Miami”
Bob Warden, CEO, The Shopping Center Group— “The History of American Retail and Shopping Centers”

CAPSTONE PROJECT

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Beau Beery, Audley Harris, Steve McKinney and Robert Wallace of Coldwell Banker Commercial M.M. Parrish volunteered their time to judge the presentations and select the winning team.
The Bergstrom Center joined with the Moore Center to support an annual invitation-only research seminar in real estate and housing economics. The goal is to encourage successful scholarly research on the “critical issues” selected as the focus for the Symposium. The event is held alternately at FSU and UF, and the special issue of the Journal of Real Estate Finance and Economics is published. The Bergstrom Center will again cover travel costs for participants, both authors and discussants. The papers selected will be offered, subject to their success, a facilitated chance to be published. That process, requiring more than a year, was completed in June, and the special issue of the Journal of Real Estate Finance and Economics was published in December. The eight research articles contained in the special issue are as follows:

- "Investor Sentiment, Limits to Arbitrage, and Private Market Returns?" (with Andy Naranjo, and Benjamin Scheick), Real Estate Economics, Vol. 41, No. 3 (2013).
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The Bergstrom Center will host and conduct the Symposium again in 2013. The theme of the 2014 Symposium will be Commercial Real Estate Investment and Risk. From the proposals submitted, no more than a dozen research papers will be accepted for presentation. In 2012 almost 30 qualified papers were submitted. In 2013, closer to 60 were submitted. The Bergstrom Center will again cover travel costs for participants, both authors and discussants. The papers selected will be offered, subject to their success, a facilitated chance to be published. That process, requiring more than a year, was completed in June, and the special issue of the Journal of Real Estate Finance and Economics was published in December. The eight research articles contained in the special issue are as follows:

- "Investor Sentiment, Limits to Arbitrage, and Private Market Returns?" (with Andy Naranjo, and Benjamin Scheick), Real Estate Economics, Vol. 41, No. 3 (2013).
AWARDS AND PRESENTATIONS

UPS’ MBA Class of 2013 elected Professor Ling as a recipient of the “Faculty Excellence in Teaching” award. He also won this award in 2010.

Dr. Kent Malone, Lecturer of Real Estate Studies, received Warrington’s Undergraduate Teaching Award. The award signifies excellence in all aspects of teaching and represents Dr. Malone’s value by his students and peers.

In May, Professor Ling completed a three-year appointment as a Research Fellow at the University of Cambridge. While in the U.K., Professor Ling presented “Why Do Distant Buyers Pay More?” with search costs, behavioral biases, and information intermediary effects.” He gave a presentation titled “Do REIT Managers Outperform their Private Market Benchmarks?” in the U.S. Evidence” as part of the University of Cambridge/European Public Real Estate Association Research Symposium. A version of this presentation was also given to British Land, a large, publicly traded U.K. REIT.

Professor Ling presented “Credit Availability and Asset Pricing in Illiquid Markets” at the Annual Meetings of the American Real Estate and Urban Economics Association in San Diego in January.

Professor Ling was an invited presenter at USC Konan-Flagler Business School’s conference on Global Private Investing. The conference brought together leaders in business and academia to examine the complexities of managing global private investments and strategies for maximizing return. The title of Professor Ling’s presentation was “Return and Volatility Dynamics in Public and Private Real Estate Markets.”

Professor Ling presented a research paper at the 4th Annual Conference on Real Estate Markets and Capital Markets in Mannheim, Germany in October. The conference was hosted by the Centre for European Economic Research. The paper, “Credit Availability and Asset Pricing in Illiquid Markets” (co-authored with Warrington Professor Andy Narano and Ben Scheick), examines the relations among asset prices, credit availability, and market liquidity in both the private and public commercial real estate market.

Professor Ling, also won this award in 2010. The Bergstrom Center for Real Estate Economics initiated the Survey of Emerging Market Conditions in 2005 to accomplish three objectives that are strategically important to the long-term interests of the Center:

INVESTMENT OUTLOOK: FLORIDA REAL ESTATE

1. To bring visibility and professional awareness to UF real estate degree programs

2. To draw upon the vast experience and professional expertise of leaders and professionals who have interest in Florida

3. To bring visibility and professional awareness to UF real estate degree programs

This survey is the only Florida-centered measure of leaders and professionals in the industry. It relies on the expertise of state-based professionals including bankers and appraisers as an indication of the direction of the market.

In addition to producing the survey every quarter, Tim Becker, Director of the Bergstrom Center, presented the results to various organizations throughout the year. This year, he presented at several Bergstrom Center regional events, as well as to the Florida United Tax Managers Association, the Florida chapter of the International Association of Assessing Officers, and the Florida chapter of the American Society of Farm Managers and Rural Appraisers. Additionally, Tim frequently appears on the Fox-3 Florida business radio show in Miami discussing the survey thanks to Advisory Board member John Fried, who is an on-air talent and behind the program. Thanks to the support and efforts of Advisory Board member John Crossman and his team at Crossman & Company, ICSC used the retail portion of the survey in their annual Florida Retail Real Estate Report presented during the ICSC Florida Conference in Orlando.

The survey had an average of 160 respondents each quarter. The survey continues to be initiated by a variety of industry professionals including bankers and appraisers as an indication of the direction of the market.

In April, Dr. Kent Malone was a panel member at the annual American Real Estate Society (ARES) conference in the Big Island of Hawaii, discussing the effectiveness and importance of case studies in real estate education.

To produce a “deliverable” with recurring value to real estate professionals who have interest in Florida

The Bergstrom Center for Real Estate Studies initiated the Survey of Emerging Market Conditions in 2005 to accomplish three objectives that are strategically important to the long-term interests of the Center:

1. To bring visibility and professional awareness to UF real estate degree programs

2. To draw upon the vast experience and professional expertise of leaders and professionals who have interest in Florida

3. To produce a “deliverable” with recurring value to real estate professionals who have interest in Florida
The Bergstrom Center has three membership levels: The Chairman’s Circle, the Advisory Board, and the Bergstrom Council. Bergstrom Center members and supporters are leaders in the real estate industry and represent every sector. They play an integral role in leading Center initiatives, supporting the degree programs and students, and providing up-to-date information through regional events and conferences.

RICHARD P. DONELLAN, JR. JOINS THE CHAIRMAN’S CIRCLE

Thanks to his generous contributions to the Bergstrom Center and University of Florida real estate students, Dick Donnellan is now a member of the Chairman’s Circle, the Bergstrom Center’s highest level of supporters. Learn more about the Chairman’s Circle by visiting warrington.ufl.edu/centers/cres/board/about.aspx.

ADVISORY BOARD

The Bergstrom Center Advisory Board works to advance the quality and visibility of UF real estate degree programs and courses. Comprised of more than 250 of the most successful and influential decision makers in the real estate industry, Advisory Board members serve as mentors, speakers and adjunct professors, as well as provide significant scholarship assistance.

CHAIRMAN’S CIRCLE

The Bergstrom Center depends on its top-level supporters—the Chairman’s Circle—to supply funding for key student programs and other Center initiatives. The Chairman’s Circle, now in its third year, is comprised of the following individuals who have generously invested their time and money in the Bergstrom Center and UF real estate students.

2012-2013 ADVISORY BOARD EXECUTIVE COMMITTEE

- James W. Stine — CEO, BAM Realty Services
- Jeffrey A. Coon — Principal, Hallmark Partners
- Richard P. Donellan, Jr. — Principal, ARA
- Rod L. Castan, SCCL — President, Leasing, Courtelis Company
- John Coleman — Senior Vice President, RealGroup Properties
- Steven W. Deutsch, J.D. — Partner, Frank, Weinberg & Black
- John G. Ebenger — Director, Real Estate Tax Services, Berkowitz Pollack Brant
- Howard Fabian — President, Fabian Realty, Inc
- Jerry Gisclair, MAI — Executive Managing Director, Colliers International Valuation & Advisory Services
- Farley J. Grainger, CRE, MAI — President, Broom, Moody, Johnson & Grainger
- Whitfield Hamilton — Regional Partner, Panattoni Development Company
- Karl Hansen — President, Phoenix Asset Management
- J. Andrew Hogshead — Chief Executive Officer, The Collier Companies
- Sam D. Norton, J.D. — Shareholder, Norton, Hamilton, Lopez & Shook, P.A.
- Timothy A. Peterson — Chief Financial Officer and Partner, The Altman Companies
- Howard Taft — Senior Managing Director, Astra Group Inc.
- Daniel E. Woodward — Vice President, Highwoods Properties, Inc.

Bergstrom Center Advisory Board 2012-2013 Executive Committee
BERGSTROM COUNCIL

The Bergstrom Council is a group of real estate industry leaders who are donating both their time and money to ensure the future success of the real estate industry. The Bergstrom Council provides members with the opportunity to plan Bergstrom Center regional events, mentor MSRE students, and continue to grow their own professional network.
The 2013 UF Bergstrom Center Real Estate Trends & Strategies Conference hosted more than 420 real estate professionals, making it the largest gathering to date. Nearly $45,000 was raised from the event, a portion of which went to offset the cost of the 2013 MSRE international study tour to Chile.

The conference took place February 21 -22 at The Peabody Orlando and featured a slew of industry experts:

- Kelley Bergstrom — President of Bergstrom Investment Management, LLC
- Sam Chandan, Ph.D. — President and Chief Economist of Chandan Economics
- Armando Codina — Chairman & CEO of Codina Partners, Inc.
- Stan Eichelbaum — President of Marketing Developments, Inc. & Planning Developments, Inc.
- Ed Glaeser, Ph.D. — Frederick and Eleanor Glimp Professor of Economics at Harvard University
- Christopher Lee — President & CEO of CEL & Associates, Inc
- Dennis Oklak — Chairman & CEO of Duke Realty
- James Pugh, Jr. — Owner & Chairman of Epoch Properties, Inc
- Thomas Sittema — CEO of CNL Financial Group
- Thomas Sunnarborg — VP of Land Development and Management for The Mosaic Company
- J. Ronald Terwilliger — Chairman Emeritus of Trammell Crow Residential Company

Each presenter brought a wealth of knowledge from all aspects of real estate from economics to capital markets, retail to development. Visit youtube.com/bergstromcenter to view conference presentations.

The 2013 conference committee was led by John Crossman of Crossman & Company and included:

- Barry Altshuler — Senior Vice President, Equity Residential
- Jody Barry — Administrative Director - Facilities Development, Florida Hospital
- Daryl Carter — President, Maury L Carter & Associates, Inc
- Jeffrey A. Conn — Principal, Hallmark Partners, Inc
- Richard P. Donnellan, Jr. — Principal, ARA
- Danny Finkle — Managing Director, HFF
- Carson Good — Managing Director, Jones Lang Lasalle
- Doug Irmscher — Senior Vice President - Central Florida, Duke Realty Corporation
- Scott MacLaren — Senior Vice President, Stiles Corporation
- Albert G. Rex — Senior Vice President, Walker & Dunlop
- Frederic A. Scarola — Managing Partner, Covenant Capital Group
- James W. Stine — Chief Investment Officer, RAM Realty Services
- Rachel Wein — Principal, Wein + Associates
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MSRE students formally introduced themselves to the group on the first day of the retreat, followed by a speed networking session and welcome reception. Day two of the retreat featured roundtable discussions led by Steve Cohen, Executive Vice President of Sabadell United Bank, N.A., a luncheon presentation by Mark Vitner, Managing Director and Senior Economist for Wells Fargo, and a discussion on entrepreneurship with Daryl Carter, President of Maury L. Carter & Associates, Inc., Richard P. Donnellan, Jr., Managing Director of ARA, Frederic A. Scarola, Managing Partner at Covenant Capital Group, and Rachel Wein, Principal at Wein + Associates, moderated by Jim Stine, CIO, RAM Realty Services. Center Director Tim Becker also gave board members a brief overview of Center accomplishments and future initiatives, as well as ways to get more involved.

The University of Florida Bergstrom Center Real Estate Hall of Fame was established in 2008 to honor leaders whose lifetime service has helped to shape the real estate industry. Deserving nominees are considered by the Advisory Board executive committee and inducted at the annual conference.

The Bergstrom Center was proud to induct industry veteran J. Ronald Terwilliger, Chairman Emeritus of Trammell Crow Residential Company, into its Hall of Fame. The induction ceremony was held during the 2013 Real Estate Trends & Strategies Conference in February in Orlando. View the ceremony at youtube.com/bergstromcenter.

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**MEMBERS**

- **Kelley A. Bergstrom** — Bergstrom Investment Management, LLC
- **Armando Codina** — Codina Partners
- **James Pugh** — Epoch Properties, Inc.
- **Mel Sembler** — The Sembler Company
- **James Senoff** — CNI Financial Group
- **Halbert Smith** — University of Florida
- **Martin E. “Hap” Studn** — Regency Centers
- **Terry Stiles** — Stiles Corporation

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REGIONAL EVENTS

In addition to the two large annual events, the Bergstrom Center, with the help of our many supporters and volunteers, hosted more than 35 regional events in 2012-2013, including an annual reception at the ICSC Florida Conference; the 4th Annual Real Estate Forum in Gainesville; the 4th Annual Scholarship Golf Tournament in South Florida, as well as numerous smaller regional gatherings.

Visit the Upcoming Events page at RealEstate.ufl.edu to find events in your area.