

UF Real Estate Trends & Strategies Conference

September 28, 2007 • Gainesville, Florida



*Join us tomorrow
at the UF real estate
tailgate!*



**Saturday
September 29
3 hours before kick-off
Bull Gator parking
spaces #701, 746-749**

Catering by Sonny's Real Pit Bar-B-Q
Beer and wine provided

Thank you to Stumpy Harris for the great location!

And thanks to the following companies for sponsoring this event:

1220 Group * CB Richard Ellis * Courtelis Corp. * Florida Southeast * Hallmark Partners

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Mark your calendar for next year's event!



**UF Real Estate Trends & Strategies Conference
November 14, 2008
Hilton UF Conference Center
UF vs. South Carolina**

AGENDA

Friday, September 28, 2007

10:00 AM
Century A
Welcome
John Kraft, Dean, Warrington College of Business Administration
Chuck Davis, Chair, UF Real Estate Advisory Board

Open Forum Summit
Steve Cohen, Vice Chair, UF Real Estate Advisory Board

Tax Talk
Dominic Calabro, Florida TaxWatch

12:00 PM
Luncheon in Albert's restaurant
Please use the lunch ticket provided with your conference materials

1:15 PM
Century A
State of the Union
Hank Fishkind, President, Fishkind & Associates

Awards Presentation:
- *Exemplary Service to the UF Program in Real Estate*
- *Alumnus of the Year*
- *Industry Leader of the Year*

2:00 PM
Keynote Address
Jack Kemp
Chairman, Kemp Partners

3:00 PM
Networking Break

3:30-5 PM
Concurrent Case Study Presentations (see descriptions next page)

Hickory
Sub-prime Meltdown and Its Effects
Steve Cohen and Chuck Davis

Dogwood
The Technology Edge (Green Buildings)
Bahar Armaghani, UF Facilities Planning & Construction

Cypress
One Path to Community Development
Carlos Alfonso

Live Oak
Mixed-Use Development
Eddy Benoit

5:00-6:30 PM
Conference Center Lobby
Cocktail reception



About our Presenters

Open Forum Summit: Steve Cohen



Steve Cohen is Executive Vice President and Regional Manager, Private Wealth Management for SunTrust Bank. He has served as an instructor for various courses offered by SunTrust University, the American Institute of Banking and Miami-Dade Community College. He is currently Vice Chair of the UF Real Estate Advisory Board and is Chairman of First Housing Corporation in Tampa. Steve received his Bachelor of Science in Business Administration from UF.

Tax Talk: Dominic Calabro



Dominic Calabro is President and CEO of Florida TaxWatch, a statewide, non-profit, non-partisan government watchdog and research center for taxpayers. Florida TaxWatch was founded in 1979 to improve government productivity, taxpayer value, and citizen understanding. Before joining TaxWatch in the early 1980s, Calabro served as an analyst with the Florida Senate Ways and Means Committee (later split into Appropriations and Finance and Tax).

State of the Union: Hank Fishkind



With over 20 years experience in economic analysis and forecasting, Henry Fishkind is widely regarded as one of Florida's premier economists and financial advisors. Fishkind's career began in the public sector, where he worked as an economist and Associate Professor at the University of Florida. He now serves on the Board of Directors of Engle Homes and Summit Properties and is a member of the UF Real Estate Advisory Board.

Keynote Address: Jack F. Kemp Chairman, Kemp Partners



Mr. Kemp is Founder and Chairman of Kemp Partners, a strategic consulting firm which seeks to provide clients with strategic counsel, relationship development, and marketing advice in helping them accomplish business and policy objectives.

Mr. Kemp received the Republican Party's nomination for Vice President in August 1996 and since then has campaigned nationally for reform of taxation, Social Security and education. In 1995, he served as chairman of the National Commission on Economic Growth and Tax Reform, which promoted major reform and simplification on our tax code, to help unleash the American entrepreneurial spirit, increase economic growth and expand access to capital for all people.

Mr. Kemp served for four years as Secretary of Housing and Urban Development. He was the author of the Enterprise Zones legislation to encourage entrepreneurship and job creation in urban America and continues to advocate the expansion of home ownership among the poor through resident management and ownership of public and subsidized housing. Before his appointment to the Cabinet, Mr. Kemp represented the Buffalo area and western New York for 18 years in the United States House of Representatives from 1971-1989. He served for seven years in the Republican Leadership as Chairman of the House Republican Conference.

He currently serves on several boards of directors, including those of Oracle, Hawk, and Six Flags. Mr. Kemp holds a B.A. degree from Occidental College.

Sub-prime Meltdown and Its Effects: Chuck Davis and Steve Cohen



Chuck Davis is Director, MetLife Real Estate Investments, Inc. and Chair of the UF Real Estate Advisory Board. He oversees the Florida and Caribbean real estate debt and equity portfolio for MetLife. He and his Tampa-based team buy, develop, and JV equity investments. Mortgage-wise, they originate floating fixed and construction loans. He holds a BSBA in finance from UF and an MBA in finance from Georgia State.

About the session: Mr. Davis and Mr. Cohen will lead a discussion of the impressions and thoughts on the current state of financial markets and where we go from here. Panelists include finance-oriented experts from the UF Real Estate Advisory Board.

The Technology Edge (Green Buildings): Bahar Armaghani



Bahar Armaghani is Assistant Director at UF's Facilities Planning & Construction, an adjunct instructor at the College of Architecture, U.S. Green Building Council (USGBC) Leadership in Energy and Environmental Design (LEED) faculty, USGBC Florida-Caribbean Regional Board member, and the founding President of the Heart of Florida USGBC chapter, a non-profit joint venture among community leaders, university, industry, and local government seeking to implement sustainable design and construction.

About the session: The University of Florida is one of the few organizations nationwide to take on the challenge of constructing a new breed of buildings, green buildings, and has been leading the way by example to demonstrate its commitment to save and protect the environment and provide its occupants health and comfort. UF's Facilities Planning & Construction division is the first in the state of Florida to require a LEED accredited professional on staff to ensure LEED criteria incorporated in design and construction on all our major projects. As the LEED accredited professional, Bahar will discuss her role working with the project design teams to obtain the highest level of LEED certification for all projects.

One Path to Community Development: Carlos Alfonso



Mr. Alfonso is CEO and Manager of Alliant Partners, a real estate development entity, which currently develops freestanding Single Tenant, Retail Properties located throughout the United States. He has developed properties for entities such as Eckerd Corporation, The Publix, Home Depot, New York Sports Club, Astoria Federal Savings & Loan, Circuit City, Starbucks Coffee, among others. He is a member of the UF Real Estate Advisory Board.

About the session: In 2006, Mr. Alfonso's group began work on a town development concept in Monte Lauro, North Carolina, described as "a community inspired by the Tuscan way of life." Mr. Alfonso will discuss details of this project and share his approach to such a challenge.

Mixed-Use Development: Eddy Benoit



Eddy Benoit, President of Ambling Development Partners in Atlanta, has had a long history in the development and construction management of a variety of real estate projects including speculative office buildings, hotels, high-rise condominiums and retail shopping centers. He has been recognized as a leader in military housing. Mr. Benoit holds a bachelor's degree in building construction from UF and is a member of the UF Real Estate Advisory Board.

About the session: Mr. Benoit and his associates will present their landmark 54-acre mixed-use community, Savannah River Landing, the first major extension of downtown Savannah in 150 years, bringing upscale hotels, luxury riverfront estates, condominiums, lofts, Savannah townhomes, luxury retail, dining, and Class A office space to the city.

UF Nathan S. Collier Master of Science in Real Estate

Academic Year 2007-2008



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