

UF Real Estate

Trends & Strategies Conference

November 14, 2008 • Gainesville, Florida

Presented by the Bergstrom Center for Real Estate Studies



Join us tomorrow
at the UF real estate
tailgate!

Saturday
November 15
12:30 p.m.

Stumpy Harris' Bull Gator
parking spaces
#701, 746-749



Rockefeller Group Development Corporation

Compliments the
2008 Real Estate Trends and
Strategies Conference
of the
University of Florida

Edgar C. Jones, Jr.
Vice President, Regional Development Office

1441 Brickell Avenue, Suite 1011
Miami, Florida 33131
305-579-9966

Conference Agenda

8:30 am **Networking breakfast** sponsored by the UF Real Estate Society

9:00 am **Registration**

10:00 am Conference begins (Century Ballroom)

Welcome

Tim Becker, Director, UF Bergstrom Ctr for Real Estate Studies

Open Forum Summit

*Steve Cohen, Chair, UF Real Estate Advisory Board
SVP, American Momentum Bank*

Panel: "Get Well Soon - what does recovery from the current financial crisis look like?"

*Scott Frame, PhD, Senior Economist, Atlanta Federal Reserve Bank
Mark Flannery, PhD, Eminent Scholar in Banking and Finance, UF
Chuck Davis, Director of MetLife Real Estate Investments
Moderator: Steve Cohen, SVP, American Momentum Bank*

12:30 pm **Lunch buffet** (Albert's Restaurant)

2:00 pm Conference resumes (Century Ballroom)

Awards presentations

*Alumnus of the Year
Hall of Fame inductee*

Panel: "The Current State and Direction of Retail Property in Florida"

*Duane Stiller, President, Woolbright Development Corporation
Keith Schantz, Regional Real Estate Director, The TJX Companies
Rod Castan, VP, Courtelis Company
David Rattner, VP, Development, North American Properties
Moderator: John Crossman, President, Crossman & Company*

3:30 pm Networking break

4:00 pm Break-out sessions:

Navigating the Legal Risks of Real Estate Financial Distress (Dogwood)

*Michael Greene, Berger Singerman's Transaction Team
Jordi Guso, Berger Singerman Business Reorganization Team
James Gassenheimer, Berger Singerman Dispute Resolution Team
John Dischner, Director, Chicago office of Alix Partners*

Case Study: MetWest Tampa (Hickory)

Glenn Becker, Associate Director, Equity Team, MetLife Real Estate Investments

Green Building, Sustainability and Energy Efficiency (Cypress)

*Bahar Armaghani, Assistant Director, UF Facilities Planning
Jim Stine, Chief Investment Officer, Stiles Corporation*

Looking Ahead: Where are the Jobs in Real Estate? (Azalea)

*Angela Brown, Vice President, Meridian Appraisal Group, Inc.
Todd Jones, Senior Manager, Thomson Property Tax Services
Rich Bezold, Shareholder, Akerman Senterfitt P.A.
Ray Sandelli, Senior Managing Director, CB Richard Ellis Florida
Tim Gipe, President, Evans Environmental & Geosciences
Moderator: David Rattner, VP, Development, N. American Properties*

5:30 pm **Cocktail reception** (Conference Center Lobby)

6:30 pm **MSRE Reunion** (Poolside) *pre-registration required*

Welcome!

Welcome to the University of Florida's 2008 Real Estate Trends & Strategies Conference. We are honored to have you with us today and look forward to your continued involvement with the UF real estate program. We are proud to present the students in the Nathan S. Collier Master of Science in Real Estate (MSRE) program for the 2008-09 academic year (see pages 9-11 of this program). Please introduce yourself to them during today's conference.

We are also extremely pleased to bring to you some of the country's leading authorities on mortgage, finance, and banking for our morning panel, "Get Well Soon - what does recovery from the current financial crisis look like?" - and several of Florida's most experienced and successful practitioners for our afternoon panel, "The Current State and Direction of Retail Property in Florida." Between these two events and our four afternoon break-out sessions, we hope to provide you with a number of practical take-aways to help you and your business thrive despite the current economic climate.

Take a look at the up-coming events scheduled throughout the state (p. 13) and plan to join us as often as you are able. You can find contact information for your local UF Friends & Alumni of Real Estate (UF-FARE) director on p. 14, so please let them know when you are interested in hosting, sponsoring, or helping out with an event. Support of these events, as well as contributions to the graduate real estate scholarship fund, are tax deductible.

Thanks for joining us. Go Gators!

Tim Becker, Director

Wayne Archer, Ph.D., Executive Director

David Ling, Ph.D., Director, Nathan S. Collier Master of Science in Real Estate program



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Gainesville, FL 32611
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www.realestate.ufl.edu

About our Panelists

Get Well Soon - what does recovery from the current financial crisis look like?



Steve Cohen* is the Senior Vice President of American Momentum Bank in Central Florida. He joined AMB after a 24 year career with SunTrust Bank where he held various leadership roles throughout Florida. He has been an instructor for various courses offered by SunTrust University, the American Institute of Banking and Miami-Dade Community College. He currently serves as Chair of the UF Real Estate Advisory Board and Chairman of First Housing Corporation in Tampa. Mr. Cohen received a BS in Business Administration from the University of Florida.



Chuck Davis* is Director, MetLife Real Estate Investments, Inc. and past 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. Mr. Davis holds a BSBA in finance from UF and an MBA in finance from Georgia State.



Mark Flannery has held an Eminent Scholar Chair in Finance at the University of Florida since 1989. He has also worked as a visiting faculty member at the London Business School and the University of New South Wales, and Research Adviser to the Federal Reserve Bank of Philadelphia. With FDIC staff and others, he established the FDIC's Center for Financial Research, of which he is now a Senior Adviser. Dr. Flannery holds economics degrees from Princeton and Yale Universities.



W. Scott Frame is a financial economist and policy adviser on the research department financial team of the Federal Reserve Bank of Atlanta, specializing in financial institutions, credit markets, real estate, and public policy. Prior to joining the Bank in 2001, he was a senior financial economist at the U.S. Treasury Department, an adjunct professor of economics at Marymount University, and an instructor at the University of Georgia. Dr. Frame received his doctorate in economics in 1996 and his master's degree in economics in 1993, both from the University of Georgia. He received his bachelor of science in economics in 1990 from Arizona State University.

* Member, UF Real Estate Advisory Board

About our Panelists

The Current State and Direction of Retail Property in Florida



Rod Castan* has been a Director of Leasing with the Courtelis Company since 1995 and is responsible for the leasing of almost 2.5 million sq. ft. in Florida. As District Leasing Manager with Balcor Property Management, he was responsible for leasing 1.7 million sq. ft. of shopping centers in the Southeast US including Miami's Mall of the Americas. Mr. Castan was Florida State ICSC Operations Chair in 2003. He earned a BS in finance from Florida International University.



John Crossman*, CCIM, is President of Crossman & Company. With more than 15 years in the industry, he has been involved with more than \$1 billion in transactions. He supervises retail leasing and marketing initiatives for The Villages, the largest single site residential development in the United States. John has been an active member of ICSC for over 15 years, and is an active speaker and writer on national retail issues. Mr. Crossman earned a BA in real estate at FSU.



David Rattner* is VP for Development at North American Properties where he is responsible for all phases of development with an emphasis on retail and multifamily. Previously with the Community Center Development Division of CBL & Associates Properties, he was responsible for generating more than 2.6 million sq. ft. of retail projects in Florida. Mr. Rattner holds a BA in advertising and a masters in real estate from UF, and an MBA from Florida Atlantic University. He chairs the committee responsible for planning today's event.



Duane Stiller* is President and founder of Woolbright Development, Inc., which focuses its investments on redeveloping existing shopping centers in Florida's densely populated metro areas, and has recently added ground-up developments into its project mix. Mr. Stiller began his career with Traveler's Asset Management International Corporation as Director of Property Management. He also helped form The Sterling Companies in 1993.

Keith Schantz* is Regional Real Estate Director for The TJX Companies, where he is responsible for market strategy planning, site touring/selection, letter of intent/lease negotiations, interfacing with Operations, legal, design and construction. He is currently responsible for all new store development in Monroe, Dade, and Broward Counties. Mr. Schantz was named Development Manager of the Year in 2004. He earned his BA from UF in 1986.

Break-out Sessions

Navigating the Legal Risks of Real Estate Financial Distress

Michael Greene* is a shareholder on Berger Singerman's Transaction Team. His concentration is in real estate development and finance, real estate acquisition, sale and leasing, construction law, construction contracting and claims resolution, indoor environmental and disaster preparation and recovery, ADA and Accessibility Code, hospitality law, land use and zoning law, trademark and copyrights for owners, design professionals and manufacturers, and alcoholic beverage licensing. Mr. Greene received his Bachelor of Building Construction with high honors and his Juris Doctor with honors from UF.

Jordi Guso is a member of Berger Singerman's Business Reorganization Team where he represents debtors, official committees and secured creditors in the areas of bankruptcy, insolvency and debtor-creditor relations. Mr. Guso also has substantial experience representing single and multi-family home developers. He currently serves as counsel to Levitt and Sons, LLC and its thirty-seven subsidiaries, and to Puig, Inc. and thirteen of its affiliates, as debtors in possession. Mr. Guso received his Bachelor of Science degree, Pi Sigma Alpha, in Political Science from Spring Hill College in 1987, and his Juris Doctorate degree from the University of Miami in 1990.

James Gassenheimer is a shareholder in Berger Singerman's Dispute Resolution Team resident in the Miami office. He has handled a wide variety of litigation matters including complex commercial litigation matters, real estate litigation, and has represented creditors in bankruptcy matters. Mr. Gassenheimer is a graduate of Brown University, B.A. 1989; and the University of Miami School of Law, J.D., cum laude 1992 where he was selected to receive the Order of the Coif, a national honor society for law school graduates who attend member schools.

John Dischner is a Director in the turnaround and restructuring services practice at the Chicago office of Alix Partners, and has held officer and advisory roles in various large restructurings. He has over 10 years of experience in crisis management and business reorganizations, and has demonstrated expertise assisting companies with financial restructurings, operational improvement plans, asset sales and liquidity management. Mr. Dischner has led the resolution of several challenging situations in a broad cross section of industries including real estate and homebuilding.

* Member, UF Real Estate Advisory Board

Break-out Sessions

Case Study: MetWest Tampa mixed-use project currently under construction

Glenn Becker is Associate Director for the Equity Team at MetLife Real Estate Investments, where he is responsible for the asset management of commercial properties throughout the state of Florida with a market value of \$1.6B. He is the MetLife National Hotel Coordinator involved in a national hotel portfolio of 4500 rooms, and is currently developing MetWest International, a mixed-use development in Tampa consisting of 750,000 sq. ft. of office, 75,000 sq. ft. of retail, a 260 room full service hotel and a 250 unit residential apartment. Mr. Becker holds a BS in finance (minor: marketing) from the University of Dayton and an MBA/real estate from UF.

Green Building, Sustainability and Energy Efficiency: preview of changes in LEED requirements coming in Jan. 2009

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.

Jim Stine* is Chief Investment Officer of Stiles Corporation, where he coordinates the focus and objectives of Stiles Corporation's real estate development, leasing, asset management and property management departments. Formerly President of Stiles Capital Group, he was responsible for asset management activities including arranging and executing all project financing as well as the acquisition and disposition of assets from the Company's portfolio. As a result of his leadership and accomplishments, Stiles Corporation enjoys a respected reputation and long-standing relationships with numerous financial institutions and investment groups.

MSRE Reunion tonight!

Open to all who hold a graduate degree in real estate (MRE, MSRE, MARE) from UF.

Register (\$25) at the conference registration desk or poolside at 6:30p.m.

* Member, UF Real Estate Advisory Board

Break-out Sessions

Looking Ahead: Where are the Jobs in Real Estate?

Angela Brown* is Vice President and Principal of Meridian Appraisal Group, Inc., a full service valuation and consulting firm. She started her career at the appraisal firm Pardue, Heid, Church, Smith & Waller, Inc., where she obtained her MAI designation in 1988 and was appointed to the Board of Directors. During the S&L crisis she became a review appraiser for Southeast Bank and then First Union Bank. In 1992 she became President of Realvest Appraisal Services, Inc, which became Meridian Appraisal Group, Inc. in January 2008. Ms. Brown received a BS in real estate from UF in 1983.

Todd Jones*, Senior Manager, Thomson Property Tax Services, has over 20 years of experience providing ad valorem property tax counseling and representation, complex income-producing commercial property valuation, expert testimony, litigation support and counseling, appraisal review, investment advice, marketability analysis, feasibility analysis including highest and best use analysis. He serves on the faculty at UF's Warrington College of Business Administration. Mr. Jones holds a BFA in communication from UF and an MBA in finance from the University of South Florida.

Richard Bezold* is a shareholder in the law firm of Akerman Senterfitt P.A. His practice focuses on real estate and environmental issues for investors, developers, landlords, tenants, lenders and end users. He received a BSBA (with a specialty in real estate) from UF in 1977 and graduated from the University of Miami School of Law, cum laude, in 1981, after which he served as law clerk to the Honorable Parker Lee McDonald of the Florida Supreme Court. Mr. Bezold has been with Akerman Senterfitt since 1996.

Raymond Sandelli* is the Senior Managing Director of CB Richard Ellis' operations for the state of Florida. In 2000, he received the J. Frank Mahoney Award for Excellence by a senior manager in the company. Mr. Sandelli received a BS in business from Monmouth University in Long Branch, New Jersey. Following college, he completed eight years of military service as a Naval Officer and Aviator. His final tour was as a member of the Navy's Flight Demonstration, better known as the Blue Angels.

Timothy Gipe* is President/Director/Shareholder at Evans Environmental & Geosciences, where he has been responsible for the overall management and direction of the company since 1996. He is responsible for the technical, administrative, and fiscal management of the firm, including direction of the firm's business development activities. As President, Mr. Gipe has led EE&G to increasing profits, client business diversification, and both revenue and geographical growth.

Nathan S. Collier

Master of Science in Real Estate

Academic Year 2008-2009



Carl Barraco* cbarraco@ufl.edu
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Interests: Investment/Development



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* Member, Student Executive Committee



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 Professional Golfer
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 MBA - Vanderbilt, BA - Chapel Hill, Ft Benning Infantry
 Training School; MBW Management - Principal
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 BSBA Finance-College of Charleston 2003
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 MA Urban & Regional Planning - UF 2007
 Alachua County, Asst. Housing Program Manager
 Location: Tampa/Atlanta/Charlotte; Interests: Urban
 Re-dvlpmt/Mixed-Use/Multi-Family Housing Dvlpmt



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 BS Management - UF 2007
 Stiles Investment Management, Real Estate Researcher
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 Spectrum Economics, Research Assistant
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 BSBA Finance - UF 2008
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 Interests: Acquisitions/Asset Management



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 BS Economics/Management - Universita Professionale di
 Lugano 2005; Tigestim, Commercial Property Manager
 Location: Miami
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 Jones Lang LaSalle, Project Manager
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 Interests: Asset Management/Corporate Strategic Planning



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 MA Urban & Regional Planning - UF 2007
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 US Navy, Human Resources Officer
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 Interests: Development/Finance



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 MS Management - UF 2008
 Wilson Mobile Closing Services, Closing Agent/Manager
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Andrew Yi* andyyi@gmail.com
 BSBA Marketing - UF 2004
 US Marine Corps, Maintenance & Material Control Officer
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Bassem Youssef albassem@ufl.edu
 BS Civil Engineering - UCF 1998
 Unlimited Sunshine Assoc., Broker/Manager
 Location: US/Global
 Interests: International Real Estate/Portfolio Management

* Member, Student Executive Committee

UF Real Estate Trends & Strategies Conference 2008



The Real Estate Society

Warrington College of Business Administration

UNIVERSITY of FLORIDA

The mission of the University of Florida Real Estate Society is to actively create, support and enhance the academic experiences and pre-professional opportunities for undergraduate students involved in the UF Program in Real Estate.

The Society offers a sense of identity to undergraduate real estate students at the University of Florida. We believe this cadre of students will serve to form a critical mass of committed students who desire involvement in a robust undergraduate program. For the Bergstrom Center, the Society offers a point of contact for the industry to identify students who are serious about careers in real estate. In addition, it is hoped that the Center will view Society members as those who can be counted on to provide more depth and assistance in supporting regional and statewide events led by the Center.



The Real Estate Society is fully funded through independent donations. We are proud to announce that we are the only Student Organization at UF that can offer credit for donations through the UF Foundation. For more information, or if you are interested in supporting the Society, please contact our Treasurer Mr. Vitul Patel at vitul@ufl.edu.

Visit our website at www.realestate.ufl.edu

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UF Bergstrom Center for Real Estate Studies

Warrington College of Business Administration
UNIVERSITY of FLORIDA



Upcoming Events

November 20, 2008 - Networking event, 5-7PM, YOLO, Ft. Lauderdale
Contact: Catey Vaughn

January 2009 - Watch for news on the UF-FARE tailgate prior to which-ever bowl game the Gators are in!

- 3rd Annual UF Real Estate Spring Fling

The Sagamore Hotel, Miami Beach; Contact: Tanya Eberhardt

February 2009 - Networking event, 5-7PM, YOLO, Ft. Lauderdale

Contact: Catey Vaughn

March 2009 - Dinner/Speaker event with Real Estate Advisory Board
Brickell, Miami; Contact: Tanya Eberhardt

April 2009 - Networking event, West Palm Beach

Contact: Christopher Benvenuto

- REIC/UF-FARE Featured Speaker Dinner (students invited), Tampa

Contact: Garritt Bader

- General Networking Event/Speaker Roundtable TBD, Orlando

Contact: Dan Byrnes

- Spring Fling speaker event, Southwest Florida

Contact: Rachel Elias Wein

April 16-17, 2009 -- UF Real Estate Advisory Board Spring Retreat

Hyatt Grand Cypress, Orlando, FL

May 2009 - Networking event, Ft. Lauderdale

Contact: Catey Vaughn

June 2009 - Dinner/Speaker event with Real Estate Advisory Board

Eco Plex, West Palm Beach; Contact: Christopher Benvenuto

- CCIM Joint Feature Panel Series TBD, Orlando; Contact: Dan Byrnes

July 2009 - MSRE Class on Wheels Beach Bash, Gainesville/St. Augustine

Contact: Beau Beery

- Networking event, Coral Gables; Contact: Tanya Eberhardt

- Scholarship Donation Day, Gainesville/Ocala Region

Contact: Beau Beery

August 2009 - Networking event, West Palm Beach

Contact: Christopher Benvenuto

August 17, 2009 - 3rd Annual UF-FARE ICSC Cocktail Reception

Gaylord Palms Resort & Convention Center, Kissimmee; Contact: Dan

Byrnes

September 2009 - Dinner/Speaker event with Real Estate Advisory

Board, Ft. Lauderdale; Contact: Catey Vaughn

September 11, 2009 - UF Real Estate Trends & Strategies Conference

Gainesville

October 2009 - UF-FARE Speaker Panel/Market Update, Tampa

Contact: Garritt Bader

- Networking event - West Palm Beach; Contact: Christopher Benvenuto

November 2009 - Networking Event, Miami Beach

Contact: Tanya Eberhardt

December 2009 - Networking event, Boca Raton

Contact: Catey Vaughn

UF-FARE Leadership

Please contact your local regional director if you would like to host or contribute to an event.

Steering Committee

Chair: Dan Byrnes, Thomas D. Wood & Company
(407) 619-4227, dbyrnes@tdwood.com

Vice Chair: Bryson Ridgway, Stiles Corporation
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Mark your calendar!

Real Estate Trends & Strategies Conference

September 11, 2009

Hilton UF Conference Center

UF vs. Troy



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LOOKING AT IT FROM THE TOP

Since 1993, The **Florida Real Estate Journal** has provided comprehensive coverage of Florida's commercial real estate market, featuring office, industrial, retail and multi-family housing.

Each section in the **Journal** is devoted to up-to-date coverage of each region within the state, including **North Florida, Central Florida, Gulf Coast, South Florida** and **Southwest Florida**.

The **Journal** also features in-depth reports on the capital markets, major residential trends, legislative issues, national trends, industry leaders and company profiles.

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