

## ORGANIZATION UPDATE

Dear Members of UF-FARE,

I hope this letter finds you well. The changes in our economy over the past several months have affected all of us. Now more than ever, it is important that we utilize opportunities to consult and learn from other respected real estate professionals. I expect you find, as I do, that UF-FARE provides a reliable network of support that will continue to enable each of us to persevere and succeed.

Over the past two years our organization has experienced tremendous growth and has continued to develop its identity. Recently, structural changes were made that will enable perpetual growth and ensure long-lasting benefits to members. As always, the University's nationally recognized research and teaching practices remain the foundation of our organization.

Moving forward, Bryson Ridgway and I will have the privilege of serving as the organization's Vice-Chair and Chair, respectively. In addition, 15 leaders have been elected to serve as Regional and At-Large Directors to strengthen our presence on our 10 regions. We are excited about the events to come and I strongly encourage you to be a part of our growth!

The strength of UF-FARE depends on the participation of its members. We have included some additional information about the comings and goings of UF-FARE. If you have an interest in becoming more involved please contact one of our Directors. Go Gators!

Sincerely,  
*Dan Byrnes*  
*UF-FARE Chair*

## How Do I JOIN UF-FARE?

To join UF-FARE [click here](#).

Membership is open to all commercial real estate professionals who are looking to get involved and give back to the University of Florida. There is no cost to join UF-FARE.



## MEMBER SPOTLIGHT



### **KRIS KRAL, CCIM**

*Real Estate Manager*  
*Sweetbay Supermarket*

[kkral@sweetbaysupermarket.com](mailto:kkral@sweetbaysupermarket.com)

Kris is a member of our Tampa Region and a graduate of the MSRE program. For Sweetbay Supermarket he is responsible for site selection, new store development & assisting with company growth and internal policy. Kris has led the charge to formalize our Peer Mentoring program which will debut in June 2009.



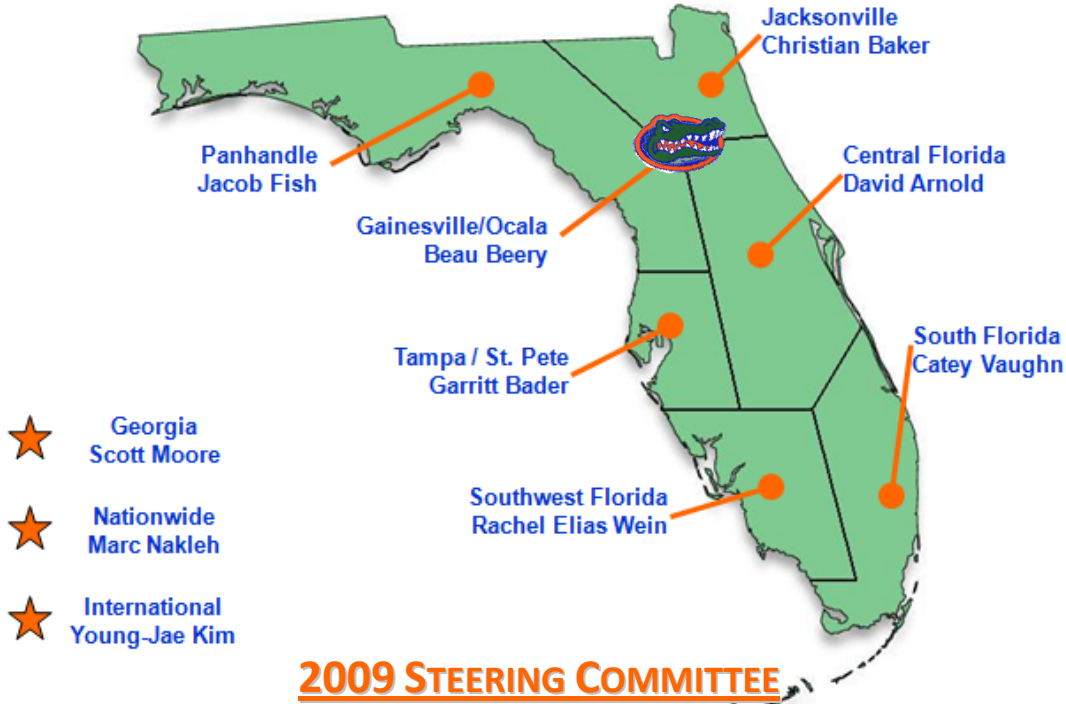
### **LILLIAN RAMOS**

[lillianramos@gmail.com](mailto:lillianramos@gmail.com)

Lillian is an active member in our Central FL Region. She has played an important role in helping her region plan and implement new events for 2009. Lillian is a graduate of UF and is currently exploring new opportunities in commercial real estate. Lillian's experience includes the leasing & marketing of retail and mixed use space in Central Florida.

## OUR REGIONS

Find a UF-FARE Region in your community...



Region	Director	Name	Company	Email
UF-FARE	Chair	Dan Byrnes	Thomas D. Wood & Co.	dbyrnes@tdwood.com
	Vice Chair	Bryson Ridgway	Stiles Corporation	Bryson@alumni.ufl.edu
Central Florida	Regional	David Arnold	Crosland	DArnold@crosland.com
	At-Large	Brett Gelsomino	ZOM, Inc.	brett.gelsomino@gmail.com
Gainesville/Ocala	Regional	Beau Beery	AMJ, Inc.	beau@amjinc.com
Georgia	Regional	Scott Moore	The RADCO Companies	scott_moore@yahoo.com
Jacksonville	Regional	Christian Baker	Atlantic Coast Developers	christian@atlanticcoastdevelopers.com
	At-Large	Chris Reibling	Taurus Southern Investments	creibling@tiholdings.com
	At-Large	Cliff Taylor	CB Richard Ellis	cliff.taylor@cbre.com
Panhandle	Regional	Jacob Fish	The St. Joe Company	Jacob.Fish@joe.com
South Florida	Regional	Catey Vaughn	Stiles Corporation	Catey.Vaughn@stiles.com
	At-Large	Katherine Bruner	CB Richard Ellis	katherine.bruner@cbre.com
	At-Large	Tanya Eberhardt	Integra Realty Resources	teberhardt@irr.com
Southwest FL	Regional	Rachel Elias Wein	Wein + Associates	rwein@weinplusassociates.com
Tampa / St. Pete	Regional	Garritt Bader	Hunt Real Estate Services, Inc.	gbader@huntresco.com
International	Regional	Young-Jae Kim	Samjong KPMG Advisory, Inc.	ykim3@kr.kpmg.com
Nationwide	Regional	Marc Nakleh	Cushman & Wakefield	marc.nakleh@cushwake.com

### COMING SOON

UF-FARE in Washington D.C.



Please stay tuned for details regarding our first event

### DON'T SEE A REGION NEAR YOU? INTERESTED IN CONNECTING?...

New UF-FARE members are connecting Nationwide. If you are aware of Gators in your area that are working in commercial real estate and could benefit from connecting on a professional level, please let us know. For more information on finding UF-FARE members in different areas contact **Marc Nakleh** at [marc.nakleh@cushwake.com](mailto:marc.nakleh@cushwake.com)



For more information on any of our upcoming events [click here.](#)

Details of events in your Region will be sent by email from your Regional Director or the Bergstrom Center for Real Estate Studies.



**MEMBER DATABASE**

Looking to reconnect with specific members? Our member database has been recently upgraded & via the website you can now find members based upon search criteria.

[Access Here](#)



**CALENDAR OF EVENTS**

**APRIL**

1 <sup>st</sup>	New York City	Networking Event – James P. Stuckey, President & CEO of Verdant Properties “How to prosper in a declining real estate market while keeping the public’s best interest in mind.”
8 <sup>th</sup>	Central Florida	Round Table Discussion – Economic Stimulus Package
9 <sup>th</sup>	Gainesville	RING Speaker Series - Nathan S. Collier, Principal of the Collier Companies, “From Small Acorns”
Mid April	All	UF Survey of Emerging Market Conditions <i>1<sup>st</sup> Qtr. 2009 results published</i>
30 <sup>th</sup>	South Florida	Palm Beach County Regional Event Breakers Hotel, West Palm Beach

**MAY**

TBD	South Florida	Broward County Networking Happy Hour
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**JUNE**

TBD	Tampa	Networking Event
TBD	South Florida	Miami-Dade Regional Event (Palms)
TBD	Central Florida	UF-FARE/CCIM Annual Speaker Event

**JULY**

1 <sup>st</sup>	Gainesville / All	Annual Donation Day (Scholarship Fundraiser)
Mid July	ALL	UF Survey of Emerging Market Conditions <i>2<sup>nd</sup> Qtr. 2009 results published</i>
17 <sup>th</sup>	Gainesville / Jacksonville	Bash at the Beach – MSRE Student Bus Trip to Jacksonville
TBD	South Florida	Beach County Networking Happy Hour
TBD	Gainesville	Mentoring, Networking & Careers in Real Estate

**AUGUST**

17 <sup>th</sup>	Central Florida / All	ICSC Cocktail Reception
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**SEPTEMBER**

11 <sup>th</sup>	Gainesville / All	UF Real Estate Trends & Strategies Conference
TBD	New York City	Networking Event
TBD	South Florida	Broward County Regional Event

**OCTOBER**

Mid October	All	UF Survey of Emerging Market Conditions <i>3<sup>rd</sup> Qtr. 2009 results published</i>
TBD	Tampa	Networking Event
TBD	South Florida	Palm Beach County Networking Happy Hour

**NOVEMBER**

TBD	South Florida	Miami-Dade Networking Happy Hour
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**DECEMBER**

TBD	South Florida	Broward County Networking Happy Hour
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## HOW TO GET INVOLVED

### STUDENT MENTORS

The 2009/2010 MSRE Class will be arriving in Gainesville in June. CRES in conjunction with UF-FARE is continuing to develop our "Peer Mentor" program and is seeking real estate professionals with 3-5 years of industry experience to compliment the seasoned mentorship the students receive through our Advisory Board. To learn more about the program or to become a "Peer Mentor", please contact **Kris Kral** at [kkral@sweetbaysupermarket.com](mailto:kkral@sweetbaysupermarket.com)

### VOLUNTEERS

We need help to grow. To become more involved please contact any of our Directors. Opportunities are available to help with Regional and National activities.

### SCHOLARSHIP FUNDRAISING

Help deserving applicants become part of the Gator Nation as an MSRE Student. For more information on becoming a financial sponsor or fundraising volunteer please contact **Dan Byrnes** at [dbyrnes@tdwood.com](mailto:dbyrnes@tdwood.com)

### CORPORATE SPONSORS

Although being a member of UF-FARE is free, our events do cost money. There are many opportunities to make a donation to the University of Florida and in turn receive some great advertising for your company. For event sponsorship information please contact **Bryson Ridgway** at [Bryson@alumni.ufl.edu](mailto:Bryson@alumni.ufl.edu)

### MEET OUR STUDENTS...

Our 2008/2009 MSRE Students are graduating in May. Many of them are still looking for jobs. For more information [click here.](#)



### STAY CONNECTED...

Please join UF-FARE's online community. Our members use services such as **LINKED IN** and **FACE BOOK** to stay connected to the organization and to each other. To join add UF-FARE to your "Groups" section at [www.linkedin.com](http://www.linkedin.com) & [www.facebook.com](http://www.facebook.com)



#### **STUDENT SPOTLIGHT:**

**WHITAKER  
LEONHARDT**

(407) 718-2275

[wleonhardt@crossmanco.com](mailto:wleonhardt@crossmanco.com)

Crossman & Co. - Leasing Associate

As a student member of UF-FARE, Whitaker has aided in the growth of our new Peer Mentoring program. Upon graduation in May he will be working as a leasing associate for Crossman & Company in Orlando, FL.



#### **STUDENT SPOTLIGHT:**

**CARL BARRACO**

(239) 633-6344

[cbarraco@ufl.edu](mailto:cbarraco@ufl.edu)

Carl represented the

SW Region at an industry trade event in Ft. Myers, adding to our organization's awareness & growth. Carl will be utilizing his civil engineering & real estate experience via a land asset management firm which will provide consulting to financial institutions on distressed real estate projects.



Mark your calendars...this year's Orange & Blue Game is Saturday, April 18th, 2009.

**IT'S GREAT TO BE A  
FLORIDA GATOR!**

## MEMBER INSIGHT

**QUESTION: WHAT ARE SOME OF THE MOST IMPORTANT THINGS A REAL ESTATE PROFESSIONAL NEEDS TO FOCUS ON IF THEY WANT TO SUCCEED IN THIS ECONOMY?**



**Mr. Jim Stine**  
Stiles Corporation  
Fort Lauderdale, FL  
[www.stiles.com](http://www.stiles.com)

**What do you do?** - "I serve as the Chief Investment Officer for Stiles Corporation. I oversee / direct our real estate investment activity which includes the identification and acquisition of assets as well as the capitalization of said assets."

**What do you think?** - "Needless to say this is an extremely difficult economy to operate in. I think the definition of success for now is to manage your business in such a manner that you don't lose money. Focus on management & leasing and make sure that your properties are being run as efficiently as possible. As always, take care of your existing tenants and make sure that any prospective tenants you're leasing to are best in class & are capable of paying their rent. Stay in touch with your network of relationships & work harder than ever to find opportunities in this distressed environment. The good companies that manage to survive this down cycle should start seeing some good investment opportunities later this year & well into next year."



**Mr. Jim Spaeth**  
Sonata Health Care  
Orlando, FL  
[www.sonatahc.com](http://www.sonatahc.com)

**What do you do?** - "Sonata Health Care is a full service real estate operating company created to take advantage of compelling investment opportunities in senior housing and medically-related real estate. I serve as Sonata Health Care's Chief Financial Officer (CFO) and am responsible for all financial, accounting and reporting functions for the company."

**What do you think?** - "Success will be achieved through an unyielding focus on creating new opportunities while managing the risks associated with a changing global economy. Today's real estate landscape is fundamentally different from anything we've seen in the recent past, and the successful real estate professional will recognize the new realities and exploit those opportunities. Conversely, new risks exist, and the successful real estate professional will need to integrate those risks into his or her business plan."



**Mr. Cliff Taylor**  
CB Richard Ellis  
Jacksonville, FL  
[www.cbre.com](http://www.cbre.com)

**What do you do?** - "I am a retail investment sales broker specializing in the sale of shopping centers throughout the southeast. Based in Jacksonville, I am active in markets throughout Florida, Georgia, Alabama and Mississippi."

**What do you think?** - "There is no question that the current economy makes surviving in the real estate industry difficult at best. I think what you have to remember is that real estate markets are neither positive nor negative...they just are. Money can be made and success can be had on both sides of the cycle, perhaps your focus simply shifts a bit. What we all need in order to be successful is movement in the market, not necessarily movement in any one direction. If you remain focused on only one side of the bell curve the time will come when your business will evaporate before your very eyes."