

REAL ESTATE

CENTER

2016 - 2017 Annual Report

WARRINGTON COLLEGE of BUSINESS

realestate.ufl.edu



warrington.ufl.edu/social

FROM THE EXEC DIRECTOR

In a year full of surprises at the national and world level, it is reassuring to see some things that stay on course with steady progress: Like the Kelley A. Bergstrom Real Estate Center. As Rod Castan has noted in his Chairman’s letter, the Center and the Advisory Board have kept their focus on “creating and adding value,” with gratifying success.

The Center has once more given outstanding support to our real estate academic programs. It has served in a host of ways to guide and assist our MSRE candidates to a high degree of success in job placement and launching of their careers. At the same time, it has been a superb catalyst for undergraduate interest in real estate, supporting a rich array of events for our Real Estate Society, and attracting an increasing number of top flight combined degree entrants into the MSRE program.

The Center has taken a bold new step in real estate research with the appointment of our first ever post-doctoral fellow, Chongyu Wang. Chongyu, a new doctorate in real estate from the University of Connecticut, will continue his own research on REITs, teach undergraduate courses and join with us in other projects.

Meanwhile, our efforts in sponsoring academic research symposia continue to flourish. Our standing engagement with FSU in the Symposium on Critical Issues in Real Estate has expanded to include the University of Central Florida, fostering a growing network of quality real estate scholars in our region. And our joint symposium with Cambridge University and the National University of Singapore is soon to hold its second session, in Singapore, with outstanding participation from scholars worldwide.

Professor Ling and I are excited with the completion of the 5th edition of Real Estate Principles: A Value Approach. It remains the leading academic real estate text, and McGraw-Hill has elevated it to a set of textbooks for which the company is creating unprecedented new online interactive learning support systems.

Our Advisory Board continues to be a key to our success. Membership, and all forms of support – mentorships, classroom visits, Ring speakerships, conference and retreat engagement, and financial support – have continued strong. We have great pride and gratitude for the irreplaceable role that our Advisory Board plays, enabling the Center and the real estate program at UF to continue creating and adding value.



Dr. Wayne Archer
William D. Hussey Professor,
Executive Director, Bergstrom Center



ABOUT THE CENTER

The Kelley A. Bergstrom Real Estate Center:

The Bergstrom Real Estate Center is greatly admired among industry leaders as a hub of information and a resource for all things commercial real estate. The Center’s ability to provide opportunities for students to connect with industry leaders has produced a legacy of outstanding talent and powerful connections. The MSRE program’s world-renowned faculty, industry-leading research and rigorous curriculum make the Center one of the best in the country.

The Center was named after Kelley A. Bergstrom, Chairman, Bergstrom Investment Management, in 2006, after Mr. Bergstrom created an endowment to support the Center for years to come.

Bergstrom Center Faculty and Staff



Dr. Wayne Archer
William D. Hussey Professor,
Executive Director, Bergstrom Center



Dr. David Ling
Ken and Linda McGurn
Professor, Director, Nathan S.
Collier MSRE Program



Dr. Kent Malone
Senior Lecturer of Real
Estate Studies



Philip Kabler, Esq.
Adjunct Professor



**Don Emerson, Jr.,
MAI, SRA**
Adjunct Professor



Pam DeMichele
Director of Admissions &
Student Services, Nathan S.
Collier MSRE Program



Tim Becker, CCIM
Director, Bergstrom Center



Nikki Wagner
Assistant Director,
Bergstrom Center



Denise Stoll
Office Manager,
Bergstrom Center



Isabella Meredith
Graphic Designer,
Bergstrom Center



FROM THE BOARD CHAIR

Creating and adding value in all we do was the theme that we discussed when we all got together for our Fall retreat last September. It seems like just yesterday! This charge was really meant for our University of Florida Real Estate Students to strive for this year and going forward in their careers, but it is applicable to all of us. Creating value in our properties and communities by implementing best practices in real estate development, financing and management. Adding value to our organizations through engaging networking opportunities, student mentorship and employment. Creating value via cutting edge research and development by our faculty and students at our University of Florida. 2016-2017 was another banner year for the Bergstrom Real Estate Center and I could not be prouder being associated with such a fine group of distinguished board members, professors, students and staff that truly add value in all that they do.

2016-2017 marked a year of tremendous activity and growth in the real estate industry in Florida, and as we look at the roster of UF Bergstrom Center Advisory Board Members, it's obvious that so many of these professionals are the driving force of this great industry in the state and beyond. Our Board Members are quite the socially active group and we engaged in many Bergstrom Center events including:

- A new highly interactive format for our Fall Retreat
- 450 attendees at our 2017 Trends Conference (Thank you committee chair Cliff Taylor)
- 9 Ring Series Speakers

Our Board Members clearly embraced the student mentoring aspect of our program, taking time to encourage students and sharing their wisdom and life experience. I know that the students are truly grateful for this opportunity, and they often cite this closely knit Advisory Board-student interaction as one of the strengths of the University of Florida's Master of Science in Real Estate Program. I welcome our newest board members, and encourage you all to contribute in volunteering on our committees, in actively mentoring and providing internship and work opportunities, and in making a financial commitment by providing scholarships, contributing to our event sponsorships, and considering an even higher level of financial support such as Chairman's Circle. Our standing as an elite program depends upon your continued financial support.

I am especially grateful to Dr. Ling, Dr. Archer and all of our fine faculty and staff which is the foundation of this great program. The faculty continues to be recognized for its research and are widely published and acknowledged across the industry. Our staff, led by Tim Becker, made this year such a pleasure and I truly appreciate their support, friendship and exceptional professionalism.

I'm proud to pass the torch to Andy Hogshead, your Chairman for 2017-2018. Andy not only brings great energy and passion to the Board, and dedication as a true die-hard Gator, but also has the distinct advantage of being Gainesville-based, offering hands-on leadership and access to the students. There will be a great new sheriff in town for our incoming troops, and this will no doubt be another amazing year for the Bergstrom Center program. Thank you all kindly for the opportunity to serve you and the University of Florida and...

Go Gators!


Rod Castan
President, Courtelis Company



NATHAN S. COLLIER

MSRE PROGRAM

MSRE by the numbers

- 2017 MSRE Graduates: **37**
- 2017 International MSRE Graduates: **10**
- Average GMAT for the 2016-2017 class: **630**
- Average upper division undergrad GPA for the 2015-2016 class: **3.53**



Required Courses

34 total credits; 26 required plus 8 elective credits

GEB 6930	International RE Study Tour	2 Credits
REE 6045	Introduction to Real Estate	2 Credits
GEB 5212	Professional Writing	1 Credit
GEB 5215	Professional Communication	1 Credit
REE 6007	Fundamentals of Real Estate Development	2 Credits
BUL 6516	Law of Real Estate Transactions	2 Credits
REE 6315	Real Estate Market & Transaction Analysis	2 Credits
REE 6935	Real Estate Case Studies (1 cr. during Summer B, Fall & Spring terms)	3 Credits
REE 6395	Investment Property Analysis	2 Credits
REE 6930	Real Estate Research and Technology	1 Credit
REE 6105	Real Estate Appraisal	2 Credits
REE 6948	Capstone Seminar & Applied Project	2 Credits
QMB 5304	Introduction to Managerial Statistics	2 Credits
Plus at least 1 of the following:		
REE 6208	Secondary Mortgage Markets & Securitization	2 Credits
REE 6737	Real Estate Development	2 Credits



ACADEMIC SUCCESS

REAL ESTATE EDUCATION AT UF

Nathan S. Collier Master of Science in Real Estate (MSRE)

The traditional MSRE program is a 10-month, 34-credit, in-residence program that is focused on commercial real estate, led by two of the most recognized names in real estate education and research—Professors Wayne Archer and David Ling.

Joint JD / MSRE

This unique program allows students to complete both the Juris Doctor and MSRE degrees in three years by double-counting some credits from each degree toward the other degree’s elective credits.

MBA with a Real Estate Concentration

MBA students take eight credits of real estate coursework as electives to earn the concentration.

Combined Bachelor / MSRE

Combined degree students are highly-qualified and motivated, have earned significant college credits in high school, and want the added challenge of taking MSRE coursework while still finishing their undergraduate degree. They apply some MSRE graduate credits toward their undergraduate degree, then complete the rest of their 34 MSRE program credits after earning their undergraduate degree.

Minor in Real Estate

The College offers an undergraduate and graduate real estate minor, giving students exposure to diverse topics in real estate.

Direct academic questions to:

Pam DeMichele, Director of Admissions and Student Services, Nathan S. Collier MSRE program:

(352) 273-0310

pam.demichele@warrington.ufl.edu

MSRE CLASS OF 2017



MSRE Class of 2017 Graduates



Michael Bennett



Eduardo Cademartori



Jiawei "Jarvey" Cai



Arjun Choudhary



Joshua Comiter



Kenny Cutler



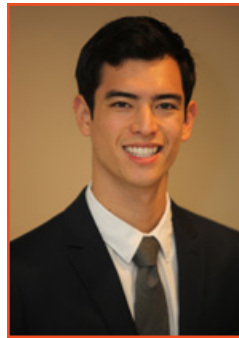
George Dennison



Kevin Doan



Thomas Evans



Luke Feldman



Zachary Feldman



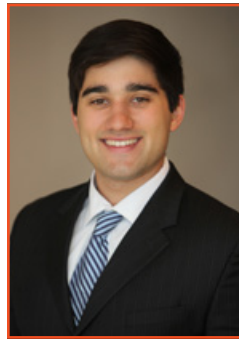
Denise Fierro



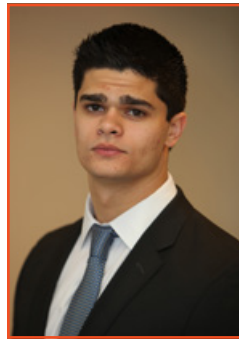
Sebastian Fox



Siddhartha Gautam



Alex Gonzalez



Benjamin Blake Hakimian



Nina Hosseini



Nicholas Kasper



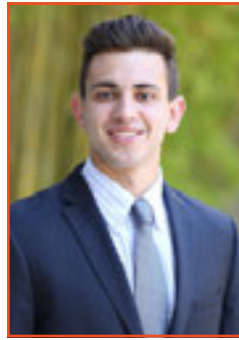
Charles Kennedy



Yeon Soo Kim



Riley McChesney



James Mendel



Peter Michaels



Yeji Moon



Paul Naccache



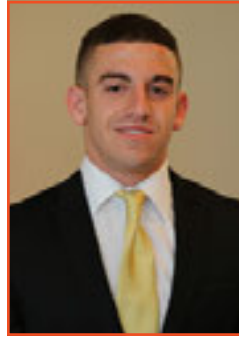
Jonathan Nunez



Ian Perkovich



Nathalie Piñero



Brian Piper



Ranosurja Sarkar



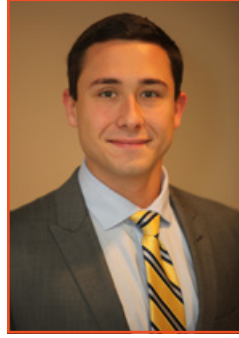
Qi Si



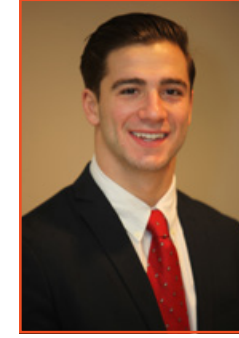
Cameron Snavelly



Evan Southern



Justin Walker



Tyler Workman

MSRE SCHOLARSHIPS

Bergstrom Center Real Estate Center MSRE Scholarship:

These funds are provided by Advisory Board members, friends, alumni, and others who contribute to this scholarship and graduate assistantship fund.

2016-17 Recipients:

- Michael Bennett
- Siddhartha Gautam
- Ranosurji Sarkar
- Arjun Choudhary
- Paul Naccache
- Qi Si
- Zachary Feldman

Nathan S. Collier Scholarship:

This annual scholarship is funded by Nathan S. Collier of Gainesville, Chairman & Founder of The Collier Companies. The scholarship provides two rent-free three bedroom/three bath luxury apartments in The Polos for up to six MSRE students.

2016-17 Recipients:

- Eduardo Cademartori
- Zachary Feldman
- Yeji Moon
- Arjun Choudhary
- Siddhartha Guatam
- Xuan “Somerville” Wang

Florida Association of Realtors (FAR) Scholarship:

Scholarship of up to \$8,000 from an endowment created by the Florida Association of Realtors.

2016-17 Recipient:

- Denise Fierro

Richard P. Donnellan Jr. Scholarship:

Mr. Donnellan, an alumnus from Boca Raton and Vice Chair, ARA Newmark, established an endowed scholarship fund for real estate students in 2005.

2016-17 Recipient:

- Denise Fierro

Florida Real Estate Commission Scholarship Program:

This scholarship program provides up to \$2,500 per semester for qualified graduate students, is renewable on a semester-by-semester basis and contingent upon funding. The applicant should express a desire for a career in the real estate industry and need for educational financial assistance while demonstrating an active community service record, pursuing a concentration in real estate at Florida and meeting Florida residency requirements.

2016-17 Recipients:

- Luke Feldman
- Blake Hakimian
- Charles Kennedy
- Alex Gonzalez
- Nick Kasper
- Cooper Reece

Yvonne Heistand Real Estate Scholarship:

Alumnus and Chairman’s Circle member James Heistand (BSBA ’74) established this endowed scholarship in 2009 in memory of his mother Yvonne to support MSRE students or MBA students with a concentration in real estate.

2016-17 Recipient:

- Eduardo Cademartori

CAPTSTONE PROJECT

Each graduating student concludes his or her academic program with a challenging, real-world market value scenario called the Capstone project. Once again, Advisory board member Rick Scarola and MSRE alumnus Brian Lott from Covenant Capital Group supported this project. The Capstone project focused on one of Covenant’s private equity funds and the students produced an appraisal analysis, an investment analysis, and a fund level analysis on the property.

This year, eight different groups presented to faculty and staff in a semi-final round. Then four teams entered the final four round and presented their investment recommendations to Mr. Scarola and Mr. Lott. The winning team was chosen based on that team’s presentation and underwriting skills, as well as the team’s ability to sell their recommendation to the committee. This year’s winning team was Team Riley, which included **Thomas Evans, Tyler Workman, George Dennison, Riley McChesney and Kevin Doan.**



My Capstone Experience



Riley McChesney,
MSRE ’17

“I thought our team had excellent group dynamics. From the get-go, we established our plan of action, defined roles and responsibilities, and then continuously motivated one another to bring our very best to the table. We were all especially determined to win the competition, as we saw the Capstone trophy as the ‘icing on the cake’ after a great year in the MSRE program.”

STUDENT

BUENOS AIRES STUDY TOUR

This year, the International Study Tour was in Buenos Aires, Argentina. The trip helped students understand how international business decisions are made and was a great bonding experience for the students.



"I enjoyed the tour very much. We got to discover cultural activities, tour office sites and hear first-hand from those active in commercial real estate in Argentina."

Nick Kasper, MSRE '17

UF HALL OF FAME INDUCTEES

Kevin Doan and Blake Hakimian were honored with acceptance into the UF Hall of Fame. The University of Florida Hall of Fame recognizes seniors and graduate students who have consistently demonstrated an outstanding commitment to improving the University of Florida through campus and community involvement, participation in organized campus activities, and scholastic achievement. It is one of the most prestigious honors awarded to students by the Division of Student Affairs at the University of Florida.



Kevin Doan, MSRE '17 and Blake Hakimian, MSRE '17

HIGHLIGHTS

HINES COMPETITION

MSRE students **Arjun Choudhary** and **Yeji Moon** were part of a five-person team that won an honorable citation at the Urban Land Institute Hines Competition, one of the toughest graduate student competitions in the field of real estate, development and design. With over 200 teams participating in the event, the honorable citation puts them among the top nine teams in North America.



Arjun Choudhary, MSRE '17 and Yeji Moon, MSRE '17

GREEN TEAM WINS CLUG

Sebastian Fox, Luke Feldman, Nina Hosseini, Peter Michaels, Tyler Workman and Cameron Snavelly, aka the Green Team, were this year's winning CLUG team. The Community Land Use Game (CLUG) is a teaching tool designed around a team (development company) activity focused on the challenges of business strategy, city management and community building. Originally developed in the 1960s by University of Michigan professor of urban planning Allan Feldt, CLUG has since been played by thousands of students, public officials and civic groups. Our intention of playing the game is to provide a participatory framework to teach the core principles of land use theories.



REAL ESTATE

CASE STUDIES COURSE

OUR CASE STUDIES COURSE REMAINS ONE OF OUR MOST POPULAR COURSES FOR BOTH OUR STUDENTS AND THE INDUSTRY PROFESSIONALS IT ENGAGES.

Students are exposed to a variety of topics such as leadership, ethics and career strategies, as well as hearing first-hand from professionals who have seen and done it all. Our speakers delight in answering student questions and engaging with the next generation of real estate professionals.

- **PERSONAL LEADERSHIP**
Nathan S. Collier, Chairman & Founder, The Collier Companies

→ **CAREER STRATEGIES**
John Crossman, CEO, Crossman & Company

→ **ETHICS IN BUSINESS - A PANEL DISCUSSION**
Ron Wheeler, CEO, The Sembler Company
Ted Starkey, Office Manager, Tampa Office, Wells Fargo Real Estate Banking Group
Rachel Wein, Principal, WeinPlus

→ **JOINT VENTURE DOCUMENT ANALYSIS**
Rich Bezold, Chair, Akerman
- **COMMUNICATIONS WORK SHOP**
John Sanna, President, SCORE Communications

→ **RETAIL LEASE NEGOTIATION CASE STUDY**
Steve Deutsch, Partner, Frank, Weinberg & Black

→ **BANK UNDERWRITING CASE STUDY**
Sandy Londono, VP, Sabadell United Bank

→ **STRENGTH FINDER**
Kara Cupoli, Former Senior Director of Full-Time Student Affairs, UF MBA at the Hough Graduate School of Business

Case Studies Highlight

Every year, **John Crossman** visits our Case Studies course to give advice on getting ahead in one's career, how to network effectively and common career pitfalls to avoid. Mr. Crossman's talk about these common career issues has proven to be so popular he wrote a book about them called "Career Killers and Career Builders."



"I found John Sanna's communication workshop to be extremely beneficial. He shared many techniques that have proven useful to me in networking and presentation settings."

James Mendel, MSRE '17



ALFRED A. RING DISTINGUISHED

SPEAKER SERIES

EACH YEAR, SEASONED INDUSTRY PROFESSIONALS GRACIOUSLY DONATE THEIR TIME TO SPEAK AT OUR ALFRED A. RING DISTINGUISHED SPEAKER SERIES.

The series provides a forum for attendees to hear best practices, lessons learned and advice on how to be successful in the real estate industry. Thank you to all our speakers!

- **Dirk Aulabaugh**, Managing Director, Green Street Advisors

→ **Rod Castan**, President, Courtelis Company

→ **Neil Freeman**, Chairman & CEO, Aries Capital

→ **Sandy Hostetter**, Central Florida Regional President, Valley National Bank
- **Jim Motta**, Partner, Triton Atlantic Partners

→ **Katie Sproul**, CEO, Halstatt, LLC

→ **Andrew Wheeler**, Senior Vice President, RS&H Inc. and President, RS&H Commercial Realty



"The Ring Speaker Series provides a fantastic opportunity for the students sitting in a classroom to learn about different real world scenarios in the real estate business through the eyes of the stalwarts in the industry."

Ranosurja Sarkar, MSRE '17



FACULTY

DR. WAYNE ARCHER

William D. Hussey Professor

- Continued to serve as the William D. Hussey Professor and the Executive Director of the Kelley A. Bergstrom Real Estate Center.
- Completed revision of the Ling-Archer text, *Real Estate Principles: A Value Approach*, now in its 5th edition with McGraw-Hill.
- To support the Ling-Archer text, prepared related materials for SmartBook, the new interactive learning system of McGraw-Hill. This highly sophisticated learning system is McGraw-Hill's approach to exploiting the internet and the best of educational theory to bring students a new level of learning efficiency and effectiveness, at a lower cost than traditional textbooks.
- Continued reviewing research papers for academic journals, including *Real Estate Economics*, the *Journal of Real Estate Finance and Economics* and *The Journal of Housing Economics*.
- Reviewed or discussed numerous academic papers for such academic meetings as the national Meetings of the American Real Estate and Urban Economics Association, the UF-FSU Symposium on Critical Issues in Real Estate and the UF-Cambridge-National University of Singapore Symposium on Real Estate Issues.
- Continued work on a major real estate research project examining the interaction of house price increases and the extent of "loose lending" for home mortgages.
- Continued to evolve the MSRE course on market analysis in real estate.
- Attended both annual meetings of the Homer Hoyt Institute as a Weimer Fellow.
- Served in the UF faculty senate.
- Chaired the recruitment of the first ever Post-Doctoral Fellow for the Kelley A. Bergstrom Real Estate Center.
- Served on doctoral committees for the College of Design, Construction and Planning.



DR. KENT MALONE

Senior Lecturer

- Moderated a panel discussion entitled "How to teach critical thinking?" at the annual ARES (American Real Estate Society) conference in San Diego in March. Panelists represented LSU, Columbia, Lucerne University, Georgia State University and Texas A&M.
- At that same conference, was a panelist discussing issues relating to Academic Dishonesty in a Highly Technical and Internationally Diverse Academic World.
- Attended training on Argus Enterprise.
- Completed the post-doctoral bridge program in the Accounting and Finance track.
- Completed the first of six courses toward the NCREIF Professional Certificate in Institutional Real Estate Investment, hosted at Southern Methodist University.



HIGHLIGHTS

DR. DAVID LING

Ken and Linda McGurn Professor

- Recipient of Graduate Teaching Award, Warrington College of Business, 2016-2017.
- Professor Ling was an invited presenter at UNC-Chapel Hill's 2016 Real Estate Research Conference hosted by UNC's Institute for Private Capital on October 20-21. Professor Ling presented the results of a recent research project (co-authored with Andy Naranjo) titled "Asset Location and Timing Ability in Commercial Real Estate Markets."
- Dr. Ling attended the 2016 Real Estate Finance & Investment Symposium co-sponsored by the University of Florida, the National University of Singapore, and the University of Cambridge. The location of the research symposium rotates among the three schools and this year was hosted by the University of Cambridge in the United Kingdom. Participation is by invitation only and is highly competitive. Professor Ling was a discussant of the paper "Real Estate Company Reactions to Financial Market Regulation" by Hoesli, Milcheve, and Moss.

Other Presentations

- Discussant of "Distance and Diversification," a paper presented at the 2016 International Meetings of the American Real Estate and Urban Economics Association, Alicante, Spain, July 7-8, 2016.
- Presented "How Taxes and Required Returns Drove Commercial Real Estate Valuations over the Past Four Decades," National Meetings of the American Real Estate and Urban Economics Association, Washington, D.C., June 2-3, 2016.
- Discussant of "Capital Expenditures, Asset Dispositions, and the Real Estate Cycle," 2017 Real Estate Research Institute Conference, Chicago, May 10, 2017.
- Presented "Asset Location, Timing Ability, and the Cross-Section of REIT Returns, invited seminar speaker, Iowa State University Department of Finance, February 3, 2017.
- Presented "The Impact of Tax Incentives on Investment: A Cost-Benefit Analysis of Real Estate Tax-Deferred Exchanges," invited speaker, May 2016 Meetings of the Weimer School of Advanced Studies in Real Estate and Land Economics, Palm Beach, FL, May 2016.

Editorial Boards

- Continued to serve on the editorial boards of numerous scholarly journals including *Real Estate Economics*, *Journal of Real Estate Finance and Finance Economics*, *Real Estate Finance*, *Journal of Housing Economics*, *Journal of Housing Research*, *Journal of European Real Estate Research*, and *Journal of Real Estate Research*.

Publications

- "How Taxes and Required Returns Drove Commercial Real Estate Valuations over the Past Four Decades" (with John Duca and Patric Hendershott), forthcoming *National Tax Journal*.
- "Asset Growth and Stock Performance: Evidence from REITs" (with Joseph T.L. Ooi and Ruoran Xu), forthcoming *Real Estate Economics*.
- "Why Do Distant Buyers Pay More? Search Costs, Behavioral Biases, and Information Intermediary Effects" (with Milena Petrova and Andy Naranjo), forthcoming *Journal of Real Estate Finance and Economics*.
- "REIT Leverage and Return Performance: Keep Your Eye on the Target" (with Emanuela Giacomini and Andy Naranjo), forthcoming *Real Estate Economics*.



PROGRAM SPOTLIGHT

UNDERGRADUATE REAL ESTATE MINOR CONTINUES TO GROW IN POPULARITY

The University of Florida does not offer an undergraduate real estate major, but that has not slowed the interest in the real estate minor the college does offer. **Minors conferred in the 2015-2016 academic year totaled 271, compared to 67 in 2010-2011.**

Senior Lecturer Dr. Kent Malone attributes this growth to the tangible nature of the commercial real estate industry. “Once students are exposed to REE 3043 Real Estate Analysis, they learn, maybe for the first time, that there is a way to use finance skills not just in a spreadsheet, but in a project that is tangible. It then opens up a lot of exciting job possibilities they haven’t considered. Many students are attracted to the idea of not being stuck behind a desk.”

Pam DeMichele, Director of Admissions and Student Services, views the minor as a stepping-stone to growing our applicant pool for our master’s program. “The growth of the undergraduate real estate minor is helping students understand what commercial real estate involves. They are getting excited about it and more of them are applying for our MSRE program. As a graduate of our MSRE program and part of our MSRE’s teaching faculty, Dr. Kent Malone is uniquely qualified to explain our MSRE program and how it can help one launch a very successful and rewarding career in commercial real estate.”

Another factor is the re-launch and success of the Real Estate Society. The Real Estate Society engages students in six to seven meetings a semester, featuring guest lecturers, site tours of local construction sites and field trips.

A major highlight this year was hosting a panel discussing diversity in commercial real estate. The panel featured: **Angie Brown**, Vice President, Meridian Appraisal Group, Inc.; **Kathryn Oberto**, Partner, Holland & Knight; **Jennifer Sharabba**, Vice President, Crescent Communities; and **Thomas Bolen**, Associate, Crossman & Company.

Thank you Real Estate Society sponsors:



ADVISORY BOARD RETREAT

Each year, the Bergstrom Center hosts an annual two-day retreat exclusively for Advisory Board members. The retreat allows members to network with each other, receive updates about Center initiatives, meet current students and share ideas.

This year, the retreat featured a bus tour of surrounding developments in Gainesville. Students and advisory board members alike saw first-hand exciting new projects such as Celebration Pointe, the expansion of Butler Plaza and Depot Park.



Sid Gautam, MSRE '17

“No one can deny the importance of building relationships in real estate, but only a few get the opportunity to do so while pursuing their academics. One of the major factors that makes our program highly ranked in the country is its professional outreach through the Bergstrom Center. Advisory board members are a great career resource that we are privileged to access.”

ADVISORY BOARD MEMBER

CASE STUDIES CLASS **PANEL**

John Crossman, President, Crossman & Company, moderated a great case studies class in July featuring advisory board members **David Kern**, Executive Director, J.P. Morgan - Real Estate Banking; **Angie Brown**, Vice President, Meridian Appraisal Group; **RJ Walker**, Director Business Development, Southeast U.S., Hawkins Construction, Inc.; **Andy Hogshead**, CEO, The Collier Companies; **Chris Ward**, Managing Director, NACANA Partners; **Cliff Taylor**, Senior Vice President, CBRE; and **Trey McPherson**, Vice President, R.D. Keene. The panel gave career and professional development advice.



LUNCHEON

Board chair **Rod Castan**, President, Courtelis Company and advisory board member **Robert Given**, Vice Chairman, Cushman & Wakefield, hosted students at their monthly board member luncheon in March. Students gave introductions to showcase their talents and area firms attended to meet students. Some of the companies represented included Cushman & Wakefield, Stiles, Wells Fargo, Calkain Companies, Marcus & Millichap, Berkowitz Pollock CPA, Courtelis Company, Sabadell Bank, Aztec Group, Fabian Realty, Turnberry Associates, Blanca Real Estate, Diversified Developers, Banyan Realty and more.

CLASS VISIT

Alan Kolar, Executive Managing Director, Mill Creek Residential Trust, and **Jennifer Sharabba**, Vice President, Crescent Communities, both hosted students in their offices during the semester.



DEV TOUR

Students visited Advisory Board member **Chris Ward**, Managing Partner, NACANA Advisors. They toured the White Oak Estates development and heard first-hand about how development works.



HIGHLIGHTS

JACKSONVILLE **PROFESSIONALS**

A group of students went to CBRE in Jacksonville to meet with Advisory Board member **Cliff Taylor** in mid-September. Cliff organized meetings with over 15 professionals in different fields of commercial real estate to talk about day-to-day routines. He provided a full morning of presentations ranging from brokers to developers to owners of retail properties.



ROAD TRIP

Students started at the Bank of America office with **Steve Cohn**, SVP/Florida Region Executive, Bank of America - Commercial Real Estate Banking, and **David Kern**, formerly Regions. They discussed how Mr. Cohn worked his way up in the banking industry and how MSRE students can pursue opportunities in banking. Students took a lunch break at The Tampa Club which included MSRE Alumnus Alexis Jones. Following lunch, they went to the Region's office and met with some of Mr. Kern's team, talking about the underwriting and due diligence process, capital markets and the CMBS market, and the importance of client relationships. David Kern is now Executive Director, J.P. Morgan - Real Estate Banking.



CELEBRATION POINTE TALK

Advisory board members **Svein Dyrkolbotn**, Principal, Viking Companies and **Ralph Conti**, Principal and Managing Member, RaCo Real Estate Advisors LLC, and MSRE alums Michael and John Trimble visited Dr. Malone's development class, discussing Celebration Pointe, a mixed-use development in Gainesville, FL.



CHAIRMAN'S CIRCLE

The Chairman's Circle is a distinguished group of top-level supporters who supply funding for key student programs and Center initiatives. These individuals invest their resources and time to the Bergstrom Center and UF real estate students.

- **Kelley A. Bergstrom**, *Chairman*, Bergstrom Investment Management

→ **Rich Bezold**, *Chair*, National Real Estate, Akerman LLP

→ **Daryl M. Carter**, *President*, Maury L. Carter & Associates

→ **Tim Clark**, *President*, Cypress Real Estate Advisors

→ **Nathan S. Collier**, *Chairman & Founder*, The Collier Companies
- **Richard P. Donnellan Jr.**, *Vice Chairman*, ARA Newmark

→ **Stephen and Truett Gardner**, *Partner, and Attorney*, Gardner Brewer Martinez-Monfort, PA

→ **W. Stephen Hagenbuckle**, *Managing Principal*, TerraCap Management Corporation

→ **James Heistand**, *President & CEO*, Parkway Properties
- **Andrew Hogshead**, *Chief Executive Officer*, The Collier Companies

→ **Michael Maguire**, *Senior Vice President, Regional Corporate Banker*, BB&T

→ **Kenneth McGurn**, *President*, McGurn Management Company

→ **Frederic A. Scarola**, *Managing Partner*, Covenant Capital Group

→ **Cliff Taylor**, *Senior Vice President*, CBRE/Capital Markets

BERGSTROM COUNCIL

The Bergstrom Council was created to ensure MSRE alumni, and others who believe in our mission, can contribute financially to support the next generation of industry leaders. These donors contribute to our Council fund annually through personal donations of at least \$150 to support the Center. Thank you to our donors for giving back!



- **Matthew Basile**

→ **Paul Bernstein**

→ **Jackie Blake**

→ **Sarah Butcher**

→ **Matt Clement**

→ **Chad S. Colman**

→ **Jenna T. Colman**

→ **Paul J. DeSario**

→ **Caroline C. Dunkle**

→ **Bobby Eggleston**

→ **Catrine G. Eiland**

→ **Andrew D. Eiland, Jr.**

→ **Katie Ferley**

→ **Michael Fussell**

→ **Matt Gourlay**

→ **Ashley Gray**

→ **Charles Gray**

→ **Rachael Greenstein**

→ **Jared Hill**

→ **Nicholas F. Hoffer**

→ **Wendi L. Hoffer**

→ **Nicholas S. Husak**
- **Kevin M. Jinks**

→ **Susan E. Jinks**

→ **JR Kozera**

→ **Jillian McGibbon Kral**

→ **Kris Kral**

→ **Marchelle Lamaster**

→ **Amanda Leonhardt**

→ **Whitaker Leonhardt**

→ **Valerie Litschgi**

→ **Joe N. Marconi**

→ **Adrienne N. McConaghy**

→ **Bill JS McConaghy**

→ **David Mechanik**

→ **Robert Mixson**

→ **Mike Nathanson**

→ **Todd Newton**

→ **Mary A. V. Nuccio**

→ **Vincent L. Nuccio**

→ **Alexander A. Odio**

→ **Heidi Odio**

→ **Neal A Patel**

→ **William Paul**
- **Mike Perry**

→ **Scott L Phillips**

→ **Jacob W. Ramsey**

→ **Jeff Reader**

→ **Todd E. Reeber**

→ **Grant Rogers**

→ **Brandon C. Rosser**

→ **Lori Schneider**

→ **Charles A. B. Thomson**

→ **Stephanie Thomson**

→ **Patrick Turtle**

→ **Shane Vanderlelie**

→ **Paul Vera**

→ **William H Wolff**

→ **Jiaying Wu**

→ **Roger Wyche**

→ **Pooja Yajnik**

→ **Samir C. Yajnik**

→ **Heidi M. Zansler**

→ **Yihuan Zhang**

2016-2017 ADVISORY BOARD

The Bergstrom Center Advisory Board serves as mentors, speakers, adjunct professors and financial supporters of UF real estate degree programs and courses. Quite simply, we owe a great deal of our success to the quality and quantity of our board contributors.

The Bergstrom Center has three donor levels: the Chairman's Circle, the Advisory Board, and the Bergstrom Council. Bergstrom Center supporters are leaders in the real estate industry and represent each 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.

Executive Committee

Chair

- **Rod Castan**, *President*, Courtelis Company

Vice Chair

- **Andrew Hogshead**, *Chief Executive Officer*, The Collier Companies

Immediate Past Chair

- **Angela Brown**, *Vice President*, Meridian Appraisal Group, Inc.

- **Julie Augustyn**, *Senior Vice President*, Foundry Commercial

→ **Kelley A. Bergstrom**, *Chairman*, Bergstrom Investment Management

→ **Rich Bezold**, *Chair*, National Real Estate, Akerman LLP

→ **Steve Cohn**, *SVP/Florida Region Executive*, Bank of America - Commercial Real Estate Banking

→ **Robert Given**, *Vice Chairman*, Cushman & Wakefield

→ **Stephen Hagenbuckle**, *Managing Partner*, TerraCap Management Corporation

→ **Alan Kolar**, *Executive Managing Director*, Mill Creek Residential Trust, LLC
- **Barry Lapides**, *Attorney*, Berger Singerman

→ **Scott MacLaren**, *President*, Stiles Corporation

→ **Steve Messing**, *Chief Operating Officer*, The Ferber Company

→ **Jim Mehalso**, *Managing Director*, Prudential Real Estate Investors

→ **David Rattner**, *Principal*, Blue Sky Holdings

→ **Ted Starkey**, *Office Manager*, Tampa Office, Wells Fargo Real Estate Banking Group

Rod Castan, Angela Brown and Andrew Hogshead

2016-2017 ADVISORY BOARD

Advisory Board Members

- **Ben Alexander**, Shareholder, Jones Foster Johnston & Stubbs, P.A.
- **Barry Altshuler**, Executive Vice President, Equity Residential
- **Angel Arroyo**, Principal/Sr. Asset Manager, AGPM LLC/ Banyan Realty Advisors
- **Julie Augustyn**, Senior Vice President, Foundry Commercial
- **Dirk Aulabaugh**, Managing Director, Green Street Advisors
- **Anne-Marie Ayers**, First Vice President, CBRE, Inc./Brokerage
- **Victor Ballestas**, Principal, Integra Investments
- **Nick Banks**, Managing Director, Front Street Commercial Real Estate Group
- **Bryan Bartlett**, Senior Vice President, Newmark Grubb Phoenix Realty Group
- **Glenn Becker**, President, Cantor Fund Management, LLC
- **Eddy Benoit**, President, The Benoit Group
- **Kelley Bergstrom**, Chairman, Bergstrom Investment Management, LLC
- **Richard Bezold**, Chair, Real Estate Practice Group, Akerman, LLP
- **Cecelia Bonifay**, Shareholder - Chair, Green and Sustainable Development Practice, Akerman LLP
- **Brandon Box**, Executive Vice President, Iberia Bank
- **Ryan Bridger**, Director Business Development, Hedrick Brothers Construction
- **Angela Brown**, Vice President, Meridian Appraisal Group, Inc.
- **Deborah Butler**, CEO, S Clark Butler Properties Corporation
- **Tim Byal**, Vice President, Miromar Development Corporation
- **Walter Byrd**, Managing Director, Transwestern South Florida
- **Daryl Carter**, President, Maury L. Carter & Associates, Inc.
- **Rod Castan**, President, Courtelis Company
- **Larry Church**, Managing Director, Valbridge Property Advisors | Beaumont Matthes & Church
- **Timothy Clark**, President, Cypress Real Estate Advisors
- **James Clark, II**, Vice President, Harden
- **William Clarkson**, Senior Vice President, Torchlight Investors
- **Steve Cohen**, Executive Vice President/CRE Banking Manager, Sabadell United Bank
- **Mike Cohn**, President, Berkley Development
- **Steve Cohn**, SVP/Florida Region Executive, Bank of America - Commercial Real Estate Banking
- **John Coleman**, Senior Vice President, EastGroup Properties
- **Nathan S. Collier**, Founder & Chairman, The Collier Companies
- **Jeffrey Conn**, Principal, Hallmark Partners, Inc.
- **Ralph Conti**, Principal and Managing Member, RaCo Real Estate Advisors LLC
- **John Crossman**, President, Crossman and Company
- **Stuart Davis**, President & CEO, Titan Investments
- **Charles Davis, Jr.**, Managing Director, Met Life Real Estate Investments Management
- **John DeAngelis**, Vice President, DeAngelis Diamond Construction
- **Steven DeRose**, Senior Vice-President, Starwood Mortgage Capital
- **Steven Deutsch**, Partner, Frank, Weinberg & Black Plantation
- **Richard Donnellan, Jr.**, Vice Chair, ARA Newmark
- **Andrea Drasites**, Managing Director, Real Estate, Blackstone
- **Mary Dunleavy**, Senior Vice President, Fidelity National Title Insurance Group
- **Svein Dyrkolbotn**, Principal, Viking Companies
- **John Ebenger**, Director, Real Estate Tax Services, Berkowitz Dick Pollack & Brant Advisors and Accountants
- **Richard Eckhard**, Partner, Holland & Knight, LLP
- **Paul Ellis**, CEO, Foundry Commercial
- **Howard Fabian**, President, Fabian Realty, Inc.
- **Neil Freeman**, Chairman & CEO, Aries - Principal, Conlon Capital, Aries Capital/Conlon Capital
- **James Fried**, President, Sandstone Realty Advisors
- **Brian Gale**, Vice Chair Office Brokerage Services, Cushman & Wakefield
- **Truett Gardner**, Attorney, Gardner Brewer Martinez-Monfort, PA
- **Steve Gardner, Esq.**, Partner, Gardner Brewer Martinez-Monfort, PA
- **Keith Gelder**, Vice President of Land, Stock Development, LLC
- **Stephan Gianoplus**, Managing Director, PwC
- **Don Ginsburg**, Senior Vice President, 13th Floor Investments
- **Jerry Gisclair II**, Executive Managing Director, Colliers International Valuation & Advisory Services
- **Robert Given**, Vice Chairman, Cushman & Wakefield
- **Cary Goldberg**, President, Diversified Companies
- **Carson Good**, Managing Director, Jones Lang LaSalle - Capital Markets
- **Farley Grainger**, Senior Managing Director, Florida Valuation
- **Brandon Granai**, Vice President, Wells Fargo
- **Michael Greene**, Real Estate and Corporate Law Partner, Assouline & Berlowe, P.A.
- **Howard Gutman**, President, The Lutgert Companies
- **Stephen Hagenbuckle**, Managing Partner, TerraCap Management Corporation
- **Shipley Hall**, Senior Vice President, Cousins Properties Incorporated
- **Robert Harding**, Shareholder, Gray/Robinson
- **Stumpy Harris**, Founding Partner, Harris, Harris, Bauerle & Sharma
- **James Heistand**, President and Chief Executive Officer, Parkway Properties Inc.
- **Jonathan Heldenbrand**, Chief Investment Officer, Sleiman Enterprises
- **Andrew Hogshead**, Chief Executive Officer, The Collier Companies
- **Sandra Hostetter**, Executive Vice President & Central Florida Regional President, Valley National Bank
- **Hamilton Hunt, Jr.**, President, Hunt Douglas Real Estate Services, Inc.
- **Doug Irmischer**, Market Director, Florida, Jones Lang LaSalle Americas
- **James Izzo**, Managing Principal, The 1220 Group
- **Stan Jones**, Vice President, Finprock Design Manufacture-Construction
- **Todd Jones**, Principal, RealAdvice
- **Edgar Jones, Jr.**, Principal, Edgar Jones & Company, LLC
- **Matthew Juall**, Senior Vice President, Finance and Asset Management, Turnberry Associates
- **David Kern**, Executive Director, J.P. Morgan - Real Estate Banking
- **Avery Klann**, Executive Managing Director, ARA Newmark
- **Robert Klein**, Executive Vice President/Head of Capital Markets, Monday Properties
- **Alan Kolar**, Executive Managing Director, Mill Creek Residential Trust, LLC
- **George Kruse**, Ian Black Real Estate
- **Barry Lapides**, Attorney, Berger Singerman
- **Darryl LeClair**, President, CEO & Chairman, Echelon LLC
- **Alexandra Londono**, Vice President, Sabadell United Bank



- **Robert Love**, President, American Realty Consultants, Inc.
- **Scott MacLaren**, President, Stiles Corporation
- **Michael Maguire**, Senior Vice President, BB&T Regional Corporate Banker, BB&T - Branch Banking & Trust Company
- **Steven McCraney**, President & CEO, McCraney Property Company
- **Ted McGowan**, Executive Director, Clay County Port, Inc., Universal Sales Corporation, and Reynolds Real Estate V
- **Kenneth McGurn**, President, McGurn Investment Co.
- **Trey McPherson**, Vice President, R.D.Keene, Inc.
- **Jim Mehalso**, Managing Director, Prudential Real Estate Investors
- **Steven Mench**, Principal, Mench Real Estate Capital
- **Arthur Menor**, Partner, Shutts & Bowen LLP
- **Steven Messing**, Chief Operating Officer, The Ferber Company
- **David Metalonis**, President and CEO, Metalonis & Partners
- **Craig Minegar, Esq.**, Attorney, Winderweede, Haines, Ward & Woodman, P.A.
- **Steven Miskew**, Managing Director, RJS Realty Group, Inc.
- **Ed Mitchell**, Senior Vice President, Duke Realty Corporation
- **Jim Motta**, Partner, Triton Atlantic Partners
- **Mike Narula**, Vice President, Starwood Property Trust
- **Sam Norton**, Partner, Norton, Hammersley, Lopez & Skokos, P.A.
- **Jeff Nudelman**, Principal, Landmark Custom Homes
- **Patrick Nutt**, Managing Partner, Calkain Companies
- **Kathryn Oberto**, Partner, Holland & Knight
- **Daniel Peek**, Senior Managing Director/Head of the Hospitality Practice Group, HFF
- **Scott Peek, Jr.**, Senior Vice President, Lake Nona
- **Timothy Peterson**, Chief Financial Officer and Partner, The Altman Companies
- **Jeremy Pino**, Vice President, Capital Markets, Walker & Dunlop
- **Gilbert Pomar, III**, Market President, Northeast Florida Region, CenterState Bank
- **Susan Pontigas**, Of Counsel, Bilzin Sumberg
- **Todd Powell**, Vice President, Real Estate Development, Weyerhaeuser NR Company
- **David Rattner**, Principal, Blue Sky Holdings
- **Albert Rex**, Senior Vice President, Walker & Dunlop
- **Jeff Robbins**, Vice President of Development, The Related Group
- **Jason Robertson**, Vice President of Development & Acquisitions, American Land Ventures, LLC
- **Dean Saunders**, Principal, Saunders Real Estate
- **Frederic Scarola**, Managing Partner, Covenant Capital Group
- **John Schaffer**, Executive Vice President, CFO, ContraVest
- **Jennifer Sharabba**, Vice President, Crescent Communities
- **Troy Simpson**, Land Acquisition Manager, Kolter
- **Katie Sproul**, CEO, Halstatt, LLC
- **Ted Starkey**, Office Manager, Tampa Office, Wells Fargo Real Estate Banking Group
- **James Stine**, President, RAM Realty Services
- **Julian Stokes**, Principal, ARC Realty Advisors, Inc.
- **Thomas Sunnarborg**, Vice President, Mosaic Fertilizer, LLC
- **Clay Sweger**, Principal Director of Planning, eda engineers-surveyors-planners, inc.
- **Howard Taft**, Senior Managing Director, Aztec Group, Inc.
- **Chuck Taylor**, Managing Director, RealtyMogul
- **Cliff Taylor**, Senior Vice President, CBRE/Capital Markets
- **Eric Taylor**, P.A., Law Office of Eric T. Taylor, P.A.
- **Jim Thompson**, Executive Vice President, Regency Centers
- **Elliott Throne**, Managing Director, HFF
- **Charles Toppino**, President, Oak Pass Capital Management, LLC
- **Harris Trifon**, Portfolio Manager, Western Asset Management
- **R.J. Walker**, Director Business Development, Southeast U.S., Hawkins Construction, Inc.
- **Chris Ward**, Vice President of Land, Richmond American Homes
- **Picton Warlow**, Business Development & External Relations, Moss & Associates/Construction Managers
- **Michael Warren**, President & Founder, AMJ, Inc.
- **Chad Weaver**, Vice President of Real Estate Investments, Camden Property Trust
- **John (Chip) Webb**, Partner, Trammel Webb Partners, Inc.
- **Rachel Wein**, Principal, WeinPlus
- **Andrew Wheeler**, Senior Vice President, RS&H & President, RS&H Commercial Realty, Reynolds, Smith & Hills, Inc.
- **Ron Wheeler**, CEO, The Sembler Company
- **Michael White**, Vice President of Real Estate, Harbert Management Corporation
- **David Williams**, Of Council, Squire Patton Boggs LLP
- **Daniel Willison, Jr.**, President, Wakefield Capital, LLC
- **Seth Wise**, President, BBX Capital Real Estate
- **Daniel Woodward**, Vice President, Highwoods Properties, Inc.
- **Bob Wordes**, Chief Operating Officer, The Shopping Center Group
- **Phillip Yost**, Owner, Compass Land & Title

TRENDS + STRATEGIES CONFERENCE

Save the date for 2018! March 1-2

2017 Conference Committee

Thank you to our Conference committee, who this year not only created a superb program, but also raised more sponsorship dollars than ever!

Conference Chair

→ **Cliff Taylor**, Senior Vice President, CBRE/Capital Markets

Sponsorship Co-Chairs

→ **Jim Fried**, President, Sandstone Realty Advisors

→ **Jerry Gisclair**, Executive Managing Director, Colliers International Valuation & Advisory Services

→ **Julie Augustyn**, Senior Vice President, Foundry Commercial

→ **Angela Brown**, Vice President, Meridian Appraisal Group

→ **Tim Clark**, President, Cypress Real Estate Advisors

→ **Steven Cohen**, Executive Vice President/CRE Banking Manager, Sabadell United Bank

→ **Chuck Davis**, Managing Director, Met Life Real Estate Investments Management

→ **Neil Freeman**, Chairman & CEO, Aries - Principal, Conlon Capital, Aries Capital/Conlon Capital

→ **Andrew Hogshead**, Chief Executive Officer, The Collier Companies

→ **Robert Klein**, Executive Vice President, Monday Properties

→ **Jennifer Sharabba**, Vice President, Crescent Communities

→ **Harris Trifon**, Portfolio Manager, Western Asset Management

→ **Chris Ward**, Vice President of Land, Richmond American Homes

→ **Bob Wordes**, Chief Operating Officer, The Shopping Center Group

Alumnus of the Year

Cliff Taylor was recognized as our Alumnus of the Year at this year's Trends + Strategies Conference for his continued support of our program and Center.



"The Center certainly changed the trajectory of my life, and I hope to play a role in helping someone else along the way."

Cliff Taylor, MSRE'03



Platinum Sponsors

BB&T

Bergstrom Investment Management

Reception Sponsors

- **Akerman**
- **ARA** (A Newmark Company)
- **CBRE**
- **Cypress Real Estate Advisors**
- **Epoch Residential**
- **Florida Trend**
- **JLL**
- **Marcus & Millichap**
- **Wells Fargo**

Silver Sponsors

- **AGPM, LLC / Banyan Realty Advisors**
- **Altman Companies**
- **Appraisal Institute**

- **Aries Capital / Conlon Capital**
- **Bainbridge Construction LLC**
- **Bank of America / Merrill Lynch**
- **BBX Capital**
- **The Collier Companies**
- **Colliers International**
- **Courtelis Company**
- **Covenant Capital**
- **Cushman & Wakefield**
- **Duke Realty**
- **Eastgroup Properties**
- **Fidelity National Title Insurance Group / Chicago Title**
- **Foundry Commercial**
- **HFF**
- **Highwoods Properties**
- **IberiaBank**
- **J.P. Morgan Chase & Co**
- **MetLife**
- **NAI Gloval Florida Region**
- **PNC**
- **Regency Centers**
- **Regions**
- **The Shopping Center Group**
- **Starwood Mortgage Capital**
- **Stiles**
- **TransWestern**
- **Turnberry Associates**

Bronze Sponsors

- **1220 Group**
- **Banyan Realty Advisors**
- **Berger Singerman LLP**
- **Berkley Development**
- **Berkowitz Pollack Brant**
- **CenterState Bank-North Florida Region**
- **Contravest**
- **Front Street Commercial Real Estate Group**
- **Hakimian Holdings**
- **Hunt Real Estate Services**
- **Kolter**
- **McCraney Property**
- **Mill Creek Residential**
- **Moss & Associates**
- **Norton, Hammersley, Lopez & Skokos, P.A.**
- **PwC**
- **RaCo Real Estate Advisors**
- **Ram Realty Services**
- **RealMassive**
- **RH2 Properties**
- **S&ME**
- **Sleiman Enterprises**
- **The Ferber Company**
- **The Sembler Company**
- **Viking Companies**
- **WeinPlus**
- **Western Assest Management**
- **Weyerhaeuser**
- **Winderweedle, Haines, Ward & Woodman, P.A**

BERGSTROM CENTER

HALL OF FAME

PETER RUMMELL INDUCTED TO THE BERGSTROM CENTER HALL OF FAME

The Bergstrom Center Hall of Fame was established in 2008 to honor leaders whose lifetime of service has shaped the real estate industry for the better. Deserving nominees are considered each year by the Executive Committee of the Center’s Real Estate Advisory Board. The inductees are honored at the Bergstrom Center Real Estate Trends & Strategies Conference, held each spring in Orlando.

Peter Rummell has been active in the real estate development industry for over 40 years, creating some of the most recognized and interesting projects in the world.



→ **Kelley Bergstrom**
Bergstrom Investment Management, LLC



→ **Maury Carter**
Maury L. Carter & Associates, Inc.



→ **Armando Codina**
Codina Partners



→ **James Heistand**
Parkway Properties



→ **Jorge Perez**
The Related Group



→ **James H. Pugh, Jr.**
Epoch Properties, Inc.



→ **Peter Rummell**
Rummell Munz Partners



→ **Mel Sembler**
The Sembler Company



→ **James Seneff**
CNL



→ **Halbert Smith**
University of Florida



→ **Martin E. "Hap" Stein**
Regency Centers



→ **Terry Stiles**
Stiles Corporation



→ **Stanley G. Tate**
Tate Capital



→ **J. Ronald Terwilliger**
Trammell Crow Residential Company



Support the Center

For information on how you can support the Bergstrom Real Estate Center, please contact Jon Cannon, Executive Director of Development and Alumni Affairs



(352) 392-0381



warrington.ufl.edu/give/bergstrom



jon.cannon@warrington.ufl.edu



Kelley A. Bergstrom

REAL ESTATE CENTER

WARRINGTON COLLEGE of BUSINESS