

*Kelley A. Bergstrom*

# REAL ESTATE CENTER

**2019 Annual Report**

## ABOUT THE

# BERGSTROM REAL ESTATE CENTER

**T**he 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.

While the center strives to support all students interested in real estate, our primary focus is supporting the Nathan S. Collier Master of Science in Real Estate program. The program's world-renowned faculty, industry-leading research, rigorous curriculum and connection to the Center make it one of the best in the county.

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.

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### FACULTY

**WAYNE R. ARCHER**

*William D. Hussey Professor  
Executive Director, Kelley A. Bergstrom  
Real Estate Center*

**DAVID C. LING**

*Ken and Linda McGurn Professor  
Director, Nathan S. Collier Master of  
Science in Real Estate*

### ADJUNCT PROFESSORS

**TODD ADAMS****DON EMERSON, MAI, SRA****PHILIP KABLER, ESQ.**

### STAFF

**TIM BECKER, CCIM**

*Director*

**NIKKI WAGNER**

*Assistant Director*

**COURTNEY MACK**

*Associate Director of Admission  
& Student Services*

**DENISE STOLL**

*Office Manager*

**TARA BERG**

*Graphic Designer*







# FROM THE EXECUTIVE DIRECTOR

What word describes the Bergstrom Real Estate Center? The first answer I think of is catalyst. The real estate industry is a world of small firms, laced together by a myriad of projects, deals and people. And in this environment the people involved need to know each other, to communicate with each other, and above all, to understand each other.

A fundamental goal of the Bergstrom Real Estate Center is to advance this mutual industry knowledge. Over the years the Center has worked with its Advisory Board to evolve a variety of events, both large and small, that have helped to realize this goal. The annual Advisory Board Retreat and the annual Trends and Strategies Conference have been our large-scale efforts toward mutual knowledge, and we are grateful and proud of their success. Complementing these are our social media programs, our graduate student mentoring program, our student international project, a large array of classroom visits by industry leaders, and a host of local gatherings hosted by Advisory Board members. Laced through all of these events are engagements with the students in our program and with our vibrant Real Estate Society.

I invite you to browse the pages of this report, and recall or discover the people and events that make up the Kelley A. Bergstrom Real Estate Center. We believe you will find a gratifying story of a successful catalyst for industry knowledge and understanding. You will see a Center that has grown in its range and reach of activities, and one that is poised for bold new steps in its future.

Sincerely,



**DR. WAYNE ARCHER**

*William D. Hussey Professor  
Executive Director, Bergstrom Center*



“IT HAS  
BEEN MY  
HONOR  
TO SERVE  
AS THIS  
YEAR’S  
BOARD  
CHAIR.”

**SANDY  
HOSTETTER**

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*Board chair,  
Central Florida Market  
President, SunTrust Bank/  
Florida Division*







# WELCOME COURTNEY!

Welcome our new Associate  
Director of Admission & Student  
Services **Courtney Mack**. We are  
so glad to have you on board!



## MSRE CLASS OF 2018-19

- |                         |                    |                   |
|-------------------------|--------------------|-------------------|
| → Alex Adams            | → Aaron Garfinkel  | → Shane O'Connor  |
| → Mario Agosto          | → Chris Hall       | → Michael Sacks   |
| → Carlos S. Alfonso     | → Jonathon Howard  | → Kyle Sahlsten   |
| → Natalie Anthony       | → Kandace Keeling  | → Sugandha Sharma |
| → Carlos Ardavin        | → Jackson Kilcoyne | → Austin Taylor   |
| → Richard "Alex" Caputo | → Brandon Krumins  | → Macy Trizonis   |
| → Tori Carmichael       | → Kyle Larsen      | → Paige Winters   |
| → Frank Cubas           | → Sarabeth Lewis   | → Grant Wishner   |
| → Andrew Dale           | → Jordan Madow     | → Will Wyman      |
| → John Farese           | → Jake Maya        | → Li Yang         |
| → Jenai Ferguson        | → Cecilia Milton   |                   |

# REAL WORLD LEARNING

*Real estate students who graduate from our programs don't just learn in the classroom. With their involvement in professional development events like case competitions, students are leaving the Center prepared to make an immediate impact in their jobs. They learn through real-world scenarios that ensure they are standout employees.*



***Nathan S. Collier***

MSRE PROGRAM  
MAINTAINS TOP  
RANKING

#1

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***Nathan S. Collier***  
***Master of Science in***

**Real Estate**

**Eduniversal 2019 Best Master's**  
***among U.S. Publics***



# COMPANIES WHO HIRED OUR STUDENTS

## **CBRE**

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**Cortland Partners**

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**Duff & Phelps Real  
Estate Advisory  
Group**

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**Foundry  
Commercial**

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**Monday  
Properties**

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**NAI Hallmark**

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**PMG**

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**Regency Centers**

## **Regions Bank**

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**The Shopping  
Center Group**

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**St. John  
Properties**

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**Starwood  
Property Trust**

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**Sterling  
Organization**

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**SunTrust**

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**UBS**

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**USAA Real Estate  
Company**

# 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.

**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.

**MBA with a Real Estate Concentration:** MBA Students take eight credits of real estate coursework as electives to earn the concentration.

**Minor in Real Estate:** The College offers an undergraduate and graduate real estate minor, giving students' exposure to diverse topics in real estate.

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*Direct academic questions to: Courtney Mack, Director of Admissions and Student Services, Nathan S. Collier MSRE program:*

**352-273-0310 or [courtney.mack@warrington.ufl.edu](mailto:courtney.mack@warrington.ufl.edu)**



## BERGSTROM REAL ESTATE CENTER SCHOLARSHIPS

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*These scholarship and graduate assistantship funds are provided by UF Real Estate Advisory Board members, alumni and friends.*

→ **Kandace Keeling**      → **Tori Carmichael**      → **Sugandha Sharma**

## NATHAN S. COLLIER SCHOLARSHIP

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*This annual scholarship, funded by Nathan S. Collier, provides two rent- free 3 bedroom/3 bath luxury scholarship apartments for six MSRE students.*

→ **Jenai Ferguson**      → **Li Yang**      → **Shane O'Connor**  
→ **Sugandha Sharma**      → **Mario Agosto**      → **Enrique Triana**

## STEVE BERNSTEIN SCHOLARSHIP

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*Steve Bernstein, of Boca Raton, Chairman of SBA Communications, established this endowed scholarship fund for real estate students in 2005.*

→ **Paige Winters**

## MARTY AND STARR NASS SCHOLARSHIP

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*This endowed scholarship supports awards to recruit outstanding "Best in Class" students to the MSRE program.*

→ **Mario Agosto**

## DAN AND CHERYL DUPREE SCHOLARSHIP

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*Mr. Dan Dupree and his wife, of Atlanta, endowed this scholarship fund for real estate students in 2000.*

→ **Will Wyman**

## RICK SCAROLA SCHOLARSHIP

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*Longtime supporter Rick Scarola created this scholarship for worthy applicants.*

→ **Shane O'Connor**

# STUDENT COMPETITIONS

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*Tori Carmichael,  
Sugandha Sharma &  
Li Yang (not pictured)*

## **MIT Real Estate Case Competition**

This year, a team of four UF women, three from our program, competed at the MIT Real Estate Case Competition in late March. The case was to analyze a complex development project. While they didn't place, it was the only all-female group who competed. Our students were Sugandha Sharma, Tori Carmichael and Li Yang.

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## **University of Maryland Colvin Institute Case Study Challenge**

This academic year, students participated in the University of Maryland Colvin Institute of Real Estate Development Case Study Challenge. The challenge is a national real estate development intercollegiate competition. The challenge is designed to hone professional skills and help students understand markets, project valuation, finance, urban design, entitlement processes and operational issues. The program plans to implement this challenge into our case studies course again, as it gave students valuable insights into real world cases.

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**Team Macy:**  
*Jonathon Howard,  
Will Wyman,  
Macy Trizonis  
& Grant Wishner*

## **Capstone Project**

This year, the Florida chapter of SIOR and McCraney Property Company sponsored the Capstone project, offering prize money to the top two teams.

The project was an evaluation of a proposed industrial development project in West Palm Beach, FL. The winning team was Team Macy, which consisted of Jonathon Howard, Macy Trizonis, Grant Wishner and Will Wyman. The second place team was Team Sarabeth, which included Natalie Anthony, Jenai Ferguson, Aaron Garfinkel and Sarabeth Lewis.



# REAL ESTATE SOCIETY

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The Real Estate Society, (RES) through the help of leading industry professionals, teaches its members about the diverse field of real estate, and in the process, creates a community of like-minded individuals who are focused on learning, creating meaningful relationships and developing professionally.

The society hosted internship mixers, informational sessions and had guest speakers from across the country.

**Thank you to all of our sponsors! Appraisal Institute, Avison Young, CBRE, Crossman & Company, Halstatt Real Estate Partners, PNC, txtsignal and USAA Real Estate.**





# INTERNATIONAL IMPACT ON REAL ESTATE

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*The Bergstrom Center continues to play an important role in shaping the real estate industry. With standout faculty members who work with our students on campus in Gainesville and travel the world to share their research and knowledge, the Center's impact on industry is seen across the globe.*



To read more, visit [news.warrington.ufl.edu/realestate](https://news.warrington.ufl.edu/realestate)





# DR. DAVID LING

*Ken and Linda McGurn Professor*

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Dr. Ling teaches courses in commercial real estate finance and investment at the graduate level and serves as Director of the Nathan S. Collier Master of Science in Real Estate (MSRE) program. His academic and professional publications have included articles on housing policy and economics, mortgage markets and pricing, private commercial real estate investments, publicly traded real estate companies, and performance evaluation.

He received his Ph.D. from Ohio State University in 1984, MBA from Ohio State University in 1977 and B.S.B.A from Central Michigan University in 1976.



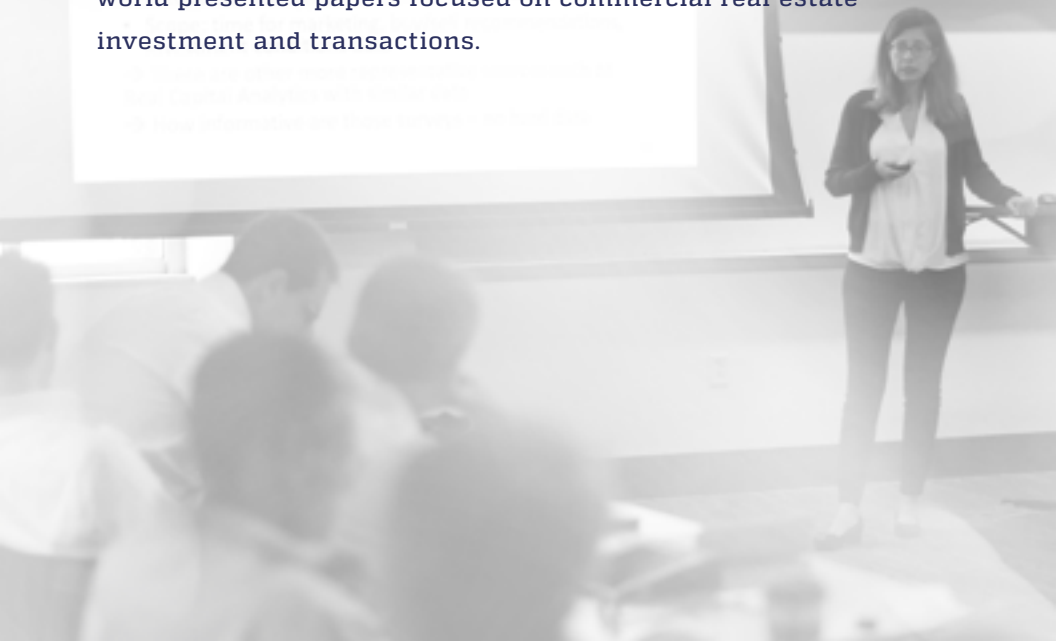
*To read about Dr. Ling's 2018-19 achievements,*  
**visit [news.warrington.ufl.edu/realestate](https://news.warrington.ufl.edu/realestate)**

# REAL ESTATE FINANCE & INVESTMENT SYMPOSIUM

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The Bergstrom Center hosted the Real Estate Finance & Investment Symposium October 25-27 on campus. This research symposium is jointly sponsored by the University of Florida, University of Cambridge, and National University of Singapore. Top real estate academics from around the world presented papers focused on commercial real estate investment and transactions.

For complete details on the event, visit [www.bergstromcenter.org/real-estate-symposium](http://www.bergstromcenter.org/real-estate-symposium)





# DR. WAYNE ARCHER

*William D. Hussey Professor*

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Dr. Archer teaches real estate finance, mortgage markets, and real estate market analysis. His research is in housing price indices, mortgage valuation and office markets. He has served as a consultant for various businesses as well as for the Florida Real Estate Commission.

He received his Ph.D. from Indiana University in 1974, M.S. from Wichita State University in 1977 and B.A. from Westmar College in 1963.



To read about Dr. Archer's 2018-19 achievements, visit [\*\*news.warrington.ufl.edu/realestate\*\*](https://news.warrington.ufl.edu/realestate)



# CRITICAL ISSUES IN REAL ESTATE SYMPOSIUM

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The Critical Issues in Real Estate Symposium was held on campus this Spring. The symposium is jointly sponsored by the Bergstrom Center, the Florida State University Real Estate Center and the Dr. Phillips Institute for Research & Education in Real Estate at the University of Central Florida. Researchers from around the world presented papers on campus focused on commercial investment and risk.





# WELCOMING THE EXPERTS

*The Bergstrom Center stays at the forefront of real estate by hosting industry experts and honoring impactful people in the industry. From hosting the Trends Conference to welcoming guest speakers to campus, the Center hosts a wealth of knowledge throughout the year.*

## **BERGSTROM CENTER AWARDS**

*At the Trends Conference this year, the Center announced the first Edgar Jones Jr. Lifetime Service Award.*

*The award is named in honor of **Edgar Jones Jr.**, a long-time South Florida real estate executive and former chair of the Bergstrom Center Advisory Board.*

*“This award and recognition is very special,” Jones said. “I have truly enjoyed my efforts to promote the real estate program at the University of Florida and to mentor the students in the program.”*

***Richard Bezold** was the first ever recipient of the award. Bezold is a partner in the Real Estate Practice Group at Miami-based Akerman. “I hope that my work with the University has been meaningful to the Center and the students and will continue to be so in the future.”*

***Sandy Hostetter**, Central Florida Market President at SunTrust Bank, was honored at the conference as the Center’s Alumnus of the Year.*



**EDGAR JONES, JR.**  
Award Namesake



**RICHARD BEZOLD**  
Edgar Jones Jr.  
Lifetime Service Award



**SANDY HOSTETTER**  
Alumnus of the Year



To read more, visit [news.warrington.ufl.edu/realestate](https://news.warrington.ufl.edu/realestate)



# TRENDS CONFERENCE **SPONSORS**

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- Blackstone
- Chicago Title/ Fidelity National Title Insurance Group
- The Collier Companies
- Colliers International
- Courtelis Company
- Covenant Capital Group
- Cushman & Wakefield
- Cypress Real Estate Advisors
- Dean Mead Attorneys at Law
- EastGroup Properties
- EZON
- Foundry Commercial
- Gardner Brewer Martinez-Monfort



# TRENDS CONFERENCE **SPONSORS**

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## **SILVER SPONSORS**

### *Continued*

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- JPMorgan Chase & Co.
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- Monday Properties
- NAI Hallmark Global Florida Region
- RealAdvice
- Regency Centers
- Related Group
- S&ME
- The Shopping Center Group
- Sleiman
- Starwood Property Trust
- Tavistock Development Company
- Ten-X Commercial
- Valley Bank
- Walker & Dunlop
- ZOM Living

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- Berger Singerman LLP
- Berkowitz Pollack Brant Advisors and Accountants
- ContraVest
- Diversified Companies
- DMD Ventures
- The Ferber Company
- Gardner Brewer Martinez-Monfort
- Hunt Real Estate Services
- LeCesse Development
- McCraney Property Company
- Mill Creek Residential
- PwC
- Redstone Investments
- Viking Companies
- Weyerhaeuser
- Winderweedle, Haines, Ward & Woodman, P.A

# TRENDS CONFERENCE COMMITTEE

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## CONFERENCE CHAIR

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- **Ernest Johnson**, *Executive Managing Director, ApexOne Investment Partners*

## SPONSORSHIP CHAIR

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

## COMMITTEE MEMBERS

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- **Sandy Hostetter**, *Central Florida Market President, Sun Trust Bank/Florida Division*
- **Steve Messing**, *Chief Operating Officer, The Ferber Company*



# ALFRED A. RING

## DISTINGUISHED SPEAKER SERIES

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### FALL 2018

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- **Laurie Burns**, *Founder & CEO, LBB Growth Partners; Chief Development Officer (retired), Darden Restaurants, Inc.*
- **Brad Butcher**, *Managing Director, Co-Head of RE Investment Banking, Raymond James*
- **Timothy Clark**, *President, Cypress Real Estate Advisors*
- **Lew Friedland**, *President, Jireh, Inc. and Adam Smith Enterprises, Inc.*
- **Chris McGibbon**, *Senior Managing Director, Head of Americas, Nuveen*

### SPRING 2019

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- **John Schaffer**, *Executive Vice President, CFO, ContraVest*
- **Glenn Becker**, *President, Cantor Fund Management*
- **Angel Arroyo**, *Principal/ Senior Asset Manager, AGPM LLC/ Banyan Realty Advisors*



# CASE STUDIES **SPEAKERS**

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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.

## **FALL 2018**

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- **Nathan S. Collier**, *Chairman & Founder, The Collier Companies: Studies in Entrepreneurial Real Estate Investing*
- **Ralph Conti**, *Principal and Managing Member, RaCo Real Estate Advisors: Leasing Strategy and Negotiation*
- **Jason Robertson**, *VP Development, American Land Ventures: Maryland Case Study mentor*
- **Keith Schantz**, *Regional Real Estate Director, TJX Companies: Leasing Strategy and Negotiation*
- **Ron Wheeler**, *CEO, Sembler Company: Ethics in Real Estate*

## **SPRING 2019**

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- **Richard Bezold**, *Chair, Real Estate Practice Group, Akerman: The Structuring of Real Estate Joint Ventures*
- **Nathan S. Collier**, *Chairman & Founder, The Collier Companies: Studies in Entrepreneurial Real Estate Investing*
- **John Sanna**, *Principal, SCORE Communications: Presentation Skills*
- **Rick Scarola**, *Managing Partner, Covenant Capital Group: Private Equity Investing*
- **David Rattner**, *President, Blue Sky Holdings: Small Scale Retail Development*

## CLASSROOM GUEST SPEAKERS

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Our program relies heavily on providing context and application of fundamentals to real life projects. Through the extensive use of industry professionals in the classroom to supplement the teaching of our world class faculty, students gain valuable insight and are more prepared to add value after graduation. We thank these industry professionals for providing their time and expertise in our real estate classes.

### FALL 2018

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- |  |   |
|--|---|
| → <b>Gregg Katz</b> , <i>The Shopping Center Group - Atlanta</i> | → <b>Keith Schantz</b> , <i>The TJX Companies</i>         |
| → <b>Gregg Logan</b> , <i>RCLCO</i>                              | → <b>Dan Woodward</b> , <i>Highwoods Properties, Inc.</i> |
| → <b>Karl Pischke</b> , <i>RCLCO</i>                             |   |

### SPRING 2019

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- |   |   |
|---|---|
| → <b>Nick Banks</b> , <i>Avison Young</i>                               | → <b>Todd Powell</b> , <i>Weyerhaeuser NR Company</i>           |
| → <b>Gerry Dedenbach</b> , <i>Causeaux, Hewett, &amp; Walpole, Inc.</i> | → <b>David Rattner</b> , <i>Blue Sky Holdings, Inc.</i>         |
| → <b>Steven DeRose</b> , <i>Starwood Mortgage Capital</i>               | → <b>Jason Robertson</b> , <i>American Land Ventures, LLC -</i> |
| → <b>Daniel Drotos</b> , <i>Colliers International</i>                  | → <b>Domenic Scorpio</b> , <i>Scorpio Corporation</i>           |
| → <b>Michael Greene</b> , <i>Development Law Group</i>                  | → <b>Thomas Sunnarborg</b> , <i>Sunnarborg Development, LLC</i> |
| → <b>Nicholas Herring</b> , <i>Framework Group, LLC</i>                 |   |
| → <b>Richard Highfield</b> , <i>Starwood Mortgage Capital</i>           | → <b>Chris Ward</b> , <i>Pablo Creek Land</i>                   |

# ADVISORY BOARD EVENTS

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The Bergstrom Real Estate Center hosted two regional events for our advisory board members and their invited guests. The events centered on hosting a high-powered speaker, focused on real estate to help our board members stay connected to each other and the issues facing the industry.

***Thank you to our sponsors!***

## ***An Evening With Armando Codina in Miami***

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- |                           |                        |
|---------------------------|------------------------|
| → Akerman                 | → IBERIABANK           |
| → BBX Capital Real Estate | → HFF                  |
| → Courtelis Company       | → Newmark Knight Frank |
| → Cushman & Wakefield     | → Stiles               |

## ***Bergstrom Real Estate Center SW Florida Forum in Naples***

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- Collier Enterprises
- Courtelis Company
- IBERIABANK
- Halstatt Real Estate Partners
- The Lutgert Companies





**Tim Becker, CCIM,** *Director, UF Bergstrom Center*

**Laurie Burns,** *Founder & CEO, LBB  
Growth Partners; Chief Development  
Officer (retired), Darden Restaurants, Inc.*

**Dr. David Ling,** *Ken and Linda McGurn Professor*



# SHAPING THE FUTURE OF REAL ESTATE

*The impact and growth of the Center would not be possible without our donors. Your generosity and belief in the way we are shaping the future of real estate shows through giving of your resources, and it continues to help move the Center forward.*



To read more, visit [news.warrington.ufl.edu/realestate](https://news.warrington.ufl.edu/realestate)



## **BERGSTROM CENTER**

# HALL OF FAME

**Kelley A. Bergstrom**  
*Bergstrom Investment  
Management*

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

**Armando Codina**  
*Codina Partners*

**Jim Heistand**  
*Parkway*

**Mori Hosseini**  
*ICI Homes*

**Jorge Perez**  
*The Related Group*

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*Epoch Properties, Inc.*

**Peter Rummell**  
*RummellMunz*

**Mel Sembler**  
*The Sembler Company*

**James Seneff**  
*CNL*

**Halbert Smith**  
*University of Florida*

**Martin E. “Hap” Stein**  
*Regency Centers*

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*Stiles Corporation*

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*Tate Capital Real Estate  
Solutions*

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



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*Principal, Managing Director,  
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*Chairman, Bergstrom  
Investment Management*

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*Chair, Real Estate Practice  
Group, Akerman*

**Tim Clark**

*President, Cypress Real Estate  
Advisors*

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*Founder & Chairman, The  
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**Richard P. Donnellan Jr.**

*Vice Chairman, ARA Newmark  
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Martinez-Monfort, PA*

**W. Stephen Hagenbuckle**

*Managing Partner, Terracap  
Management Corporation*

**Jim Heistand**

*CEO, Parkway*

**Andy Hogshead**

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**Chris McGibbon**

*Head of Americas, TH Real  
Estate*

**Kenneth McGurn**

*President, McGurn Investment Co.*

**Rick Scarola**

*Managing Partner, Covenant  
Capital Group*

**Cliff Taylor**

*Senior Vice President, CBRE/  
Capital Markets*

**Justin West**

*Regional Manager, Marcus &  
Millichap*

**2018-19**

# ADVISORY BOARD

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## Executive Committee

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- **Sandy Hostetter**, *Central Florida Market President, SunTrust Bank/Florida Division*

### Vice Chair

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

### Past Chair

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- 
- **Dirk Aulabaugh**, *Managing Director, Green Street Advisors*
  - **Nick Banks**, *Principal and Managing Director, Avison Young*
  - **Kelley Bergstrom**, *Chairman, Bergstrom Investment Management*
  - **Rich Bezold**, *Partner, Real Estate Practice Group, Akerman*
  - **John Ebenger**, *Director, Real Estate Tax Services, Berkowitz Dick Pollack & Brant*
  - **Brian Gale**, *Vice Chair Office Brokerage Services, Cushman & Wakefield*
  - **Steve Gardner**, *Partner, Gardner Brewer Martinez-Monfort, PA*
  - **Robert Given**, *Vice Chairman, Cushman & Wakefield - Investment Properties/Multi-Housing Group*

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- **Alan Kolar**, *Senior Managing Director, Mill Creek Residential Trust, LLC*
- **Barry Lapides**, *Attorney, Berger Singerman*
- **Sandy Londono**, *Vice President, Sabadell United Bank*
- **Scott MacLaren**, *President, Stiles Corporation*
- **Kathryn Oberto**, *Partner, Holland & Knight*
- **David Rattner**, *Principal, Blue Sky Holdings*
- **Andy Wheeler**, *Senior Vice President, RS&H & President, RS&H Commercial Realty, Reynolds, Smith & Hills, Inc.*

## Advisory Board Members

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- **Angel Arroyo**, *Principal/Sr. Asset Manager, AGPM LLC/Banyan Realty Advisors*
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- **Jonathan Balthrop**, *Principal, Development & Investments, Foundry Commercial*
- **Nick Banks**, *Principal, Managing Director, Avison Young*
- **Amish Barot**, *Partner, PJT Partners*
- **Bryan Bartlett**, *Senior Vice President, Newmark Grubb Phoenix Realty Group*
- **Elise Batsel**, *Partner, Stearns Weaver Miller Weissler*
- **Glenn Becker**, *President, Cantor Fund Management, LLC*
- **Eddy Benoit, Jr.**, *President, The Benoit Group*
- **Kelley Bergstrom**, *Chairman, Bergstrom Investment Management, LLC*
- **Richard Bezold**, *Partner, Akerman, LLP*
- **Cecelia Bonifay**, *Chair, Land Use Practice, Akerman LLP*
- **Brandon Box**, *Market President, IBERIABANK*
- **Ryan Bridger**, *Director Business Development, Hedrick Brothers Construction*
- **Angie Brown**, *Vice President, Meridian Appraisal Group, Inc.*
- **Fred Burgess**, *President, DMD Ventures*
- **Tim Byal**, *Vice President Finance & Operations, Miromar Development Corporation*
- **Walter Byrd**, *Managing Director, Transwestern South Florida*
- **Rob Carroll**, *Broker, IPC of Naples*
- **Daryl Carter**, *President, Maury L. Carter & Associates, Inc.*
- **Rod Castan**, *President, Courtelis Company*
- **Vince Chillura**, *First Vice President, Valley National Bank*
- **Larry Church**, *Managing Director, Valbridge Property Advisors | Beaumont Matthes & Church*
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