

SCHEDULE OF EVENTS

March 28th | 8:00 AM - 12:00 PM
The Office Depot Center for Executive Education
Boca Raton, FL 33431

FAU REAL ESTATE SYMPOSIUM 2014

Corporate Real Estate Earnings Measurement and Optimization Strategies

8:00 AM Registration & Breakfast

8:30 AM Welcome & Opening Remarks

- Anthony Barbar, Chairman, Board of Trustees, Florida Atlantic University
- Daniel Gropper, Ph.D., Dean, Florida Atlantic University, College of Business
- Andrew Duffell, CEO & President, Research Park at Florida Atlantic University
- Kimberly Gramm, Director, Adams Center of Entrepreneurship, Florida Atlantic University
- Jerry Anderson, Florida Market Leader, Sperry Van Ness

9:30 AM

Strategies & IT Platforms to Create and Measure New Earnings for Corporate Real Estate

- Christian Kramer, Global Director, Real Estate Lifecycle Management, SAP
- Steve Adams, Director of Workplace Strategy, Price Waterhouse Coopers
- M. Steven Liff, Senior Managing Director, Sun Capital Partners
- Charles J. Schilke, JD, CRE, Johns Hopkins Carey Business School, Director - MS in Real Estate Program
- Keith O'Donnell, Principal, Avison Young (Co-Founder of Med-U-Tech)
- Ping Cheng, Ph.D., Professor of Real Estate, Florida Atlantic University
- Vincent P. Nolan, Jr., CEcD, Economic Development Director, City of Delray Beach

EVENT MODERATED BY:



David J. Wilk, CRE, MAI

David J. Wilk is National Chair of the Sperry Van Ness Corporate Real Estate & Advisory Group. David taught as an Adjunct faculty member at the University of Delaware Lerner College of Business & Economics for 24 years, and is now at Johns Hopkins Carey Business School and FAU collaborating on Corporate Real Estate Earnings Strategy & Measurement. David creates value in today's market for corporations, private equity firms, developers/investors, and institutions by focusing on real estate strategies that generate new earnings, cost savings and economic development.

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PRESENTED IN PARTNERSHIP WITH:



THANK YOU FOR ATTENDING

In continuing our mission of creating innovative and valuable academic and professional programs for our community, I am pleased to welcome you to our Real Estate Symposium breakfast.

Of the \$25 trillion of total value in real estate assets in the United States, over \$10 trillion is owned by companies, municipalities, and institutions not in the real estate business. Corporate real estate is not a “necessary evil” used to generate business revenues or house operations; it is a strategic resource. Despite this reality, senior executives navigating through rapidly-changing business conditions often overlook the earnings potential to their enterprise from their corporate capital dedicated to real estate.

Research and experience shows that senior managers who align their constantly evolving business strategies with real estate decisions enhance liquidity, operating income, shareholder value, productivity, and insure their real estate capital and annual spend are being optimized.

Today’s event will feature distinguished panelists sharing insights and experiences on how companies can benefit from a Corporate Real Estate Earnings Diagnostic process that benchmarks, ranks, test labs, and measures the earnings impact of optimizing real estate’s contribution within an enterprise.

Welcome & Opening Remarks



Anthony Barbar

Anthony Barbar is President & CEO of Barbar & Associates, LLC and has been involved in the acquiring, planning, financing, developing, consulting, advising, managing, leasing and sales of real estate projects for the past 30 years. He serves on the Board of Trustees for FAU.



Daniel Gropper, Ph.D.

Dr. Daniel Gropper is the Dean of the College of Business at Florida Atlantic University. He is responsible for managing the academic, administrative and budgetary policies of the College. He is the author of over 30 publications.



Andrew Duffell

As President and CEO of the Research Park at Florida Atlantic University, Andrew Duffell has brought renewed energy and growth, formulating and implementing its first strategic plan and raising its profile as a significant economic asset for South Florida.



Kimberly Gramm

Kimberly Gramm is the Executive Director of the Adams Center for Entrepreneurship and the Assistant Dean of Community Relations at Florida Atlantic University's College of Business. She dedicates herself to developing and supporting innovative programming.



Jerry Anderson, CCIM

Jerry Anderson serves as the Executive Managing Director of Sperry Van Ness Florida. He is responsible for the growth and cohesive unification of the company in Florida by strategically identifying key markets, companies and advisors.

MEET OUR SPEAKERS

Strategies & IT Platforms to Create & Measure New Earnings for Corporate Real Estate



Christian Krämer

Christian Krämer is the Global Solution Owner at SAP AG and is responsible for end-to-end real estate lifecycle management solutions. SAP AG is headquartered in Walldorf, Germany and is the world leader in enterprise software and software-related services.



Steve Adams

Steve Adams is the Director of Workplace Strategy at PwC and directs all workplace strategy activities including business analysis, research, design, space programming, utilization, optimization, alternative work strategies, mobility and business intelligence.



M. Steven Liff

M. Steven Liff is a Senior Managing Director at Sun Capital Partners, Inc. He is based at the firm’s office in Boca Raton and joined the firm in 2000, focusing on transaction. He also heads the North American team overseeing offices in Boca Raton, Los Angeles, New York & Tokyo.



Charles J. Schilke

Charles J. Schilke joined the Johns Hopkins University Carey Business School in 2012. He is a Senior Lecturer in the Edward St. John Real Estate Program with expertise in real estate finance, real estate development, real estate law, and infrastructure.



Keith O'Donnell

Over the past 30 years, Keith O'Donnell has established himself as one of the top commercial real estate specialists in South Florida. He joined Avison Young in October 2012. During the past 10 years he's been responsible for over \$2 billion in transactions.



Ping Cheng, Ph.D.

Dr. Ping Cheng is a Professor of Real Estate at Florida Atlantic University. He received his Ph.D. in Real Estate from Georgia State University in 2007. He has contributed articles to many Real Estate Publications and Journals.



Vincent P. Nolan, Jr.

As Economic Development Director for the City of Delray Beach and the Delray Beach Community Redevelopment Agency (CRA), Vincent P. Nolan, Jr. directs the planning and implementation of business and economic development programs and strategies for the city and the CRA.