

CURRICULUM VITAE

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ACADEMIC HISTORY

UNIVERSITY OF GEORGIA, Athens, Georgia (August 2020 – Present)

Lecturer of Real Estate - Department of Insurance, Legal Studies and Real Estate – Terry College of Business

▪ Instructional Experience

- REAL 4000, Real Estate (undergraduate, real estate principles course)
 - Fall 2020 (x4)
 - 98 students completed (2 honors option); 294 total credit hours.
 - Spring 2021 (x4)
 - 295 students completed (1 honors option); 885 total credit hours.
 - Fall 2021 (x4)
 - 244 students completed (3 honors option); 732 total credit hours.
 - Spring 2022 (x4)
 - 348 students completed (6 honors option); 1,044 total credit hours.
 - Fall 2022 (x4)
 - 271 students completed (3 honors option); 813 total credit hours.
 - Spring 2023 (x4)
 - 278 students completed (4 honors option); 834 total credit hours.
 - Fall 2023 (x4)
 - 296 students completed (4 honors option); 888 total credit hours.
 - Spring 2024 (x4)
 - 285 students enrolled (4 honors option); 855 total credit hours.

▪ Scholarship Awards

- UGA Student Career Success Influencer Award 2022 and 2023 (awarded 2023-2024).
- Selected for 2021-2022 Teaching Academy Fellowship, UGA Teaching Academy.
- Recipient of 2021 Terry Teaching Innovation Grant to support creatively recorded guest-speaker interview series called “Real Deals”.

▪ Service

- Served as faculty advisor for the Villanova Real Estate Case Competition team from UGA in 2022 (3rd place out of 30 teams) and 2023-24 (4th place out of 24 teams).
- Served as representative from the Real Estate program in at the Terry College fall Majors Fair (2021-2023)
- Selected to represent the ILSRE department as a student marshal at the spring 2023 university graduation commencement.

- Served as faculty advisor for the Cornell University Real Estate Case Competition team from UGA in 2022.
- Directly raised \$5,700 in gifts from alumnus to offset case competition costs in 2022.
- Traveled to New York City for coordinated educational meetings with students and executives who are alumni or friends of the UGA real estate program (2022).

CLEMSON UNIVERSITY, Greenville, South Carolina (July 2019 – June 2020)

Professor of Practice (July 2019-June 2020) & Program Director (July 2019-January 2020) – Master of Real Estate Development (MRED) Program - College of Architecture, Arts and Humanities (note: MBA instruction through College of Business).

- **Instructional Experience**

- MBA 8410, Real Estate Finance (Graduate, advanced MBA finance course)
 - Fall 2019
 - 14 students completed; 39 total credit hours.
- RED 8100, Real Estate Roundtable (Graduate, professional development seminar)
 - Fall 2019
 - 13 students completed; 13 total credit hours.
- MBA 8330, Real Estate Investments (Graduate, advanced MBA investment course)
 - Spring 2020
 - 12 students completed; 36 total credit hours.

- **Administration & Service Experience**

- Director – Master of Real Estate Development (MRED) Program
 - Maintained relationships with industry professionals for the purposes of MRED student advancement, including internships, project tours, and classroom-project support.
 - Promoted program recognition through participation in interviews and industry events.
 - Actively recruited graduate students.
 - Oversaw course changes through the University Curriculum Committee, including a new course creation (Entitlements & the Pre-Development Process).
 - Assisted the College’s fundraising professionals by cultivating donors and soliciting major gifts.
 - Managed the program’s advisory board of industry professionals.
 - Recruited, retained, and managed adjunct faculty for the program.
 - Given “Favorite Director” award by the program’s student body.
 - Managed two staff employees and six adjunct faculty.

FLORIDA STATE UNIVERSITY, Tallahassee, Florida (July 2017 – June 2019)

Managing Director – FSU Real Estate Center & Adjunct Professor – College of Business & Adjunct Instructor.

- **Instructional Experience**

- URP 5939/REE 4905, Urban Planning & Real Estate Development (Graduate/Undergraduate)
 - Spring 2019, Spring 2018
 - 45 total students completed; 135 total credit hours (roughly half graduate, half undergraduate).

- Co-instructed with Urban & Regional Planning adjunct instructor.
 - Special Instructor for various real estate course modules, including Argus Enterprise module of Real Estate Market Analysis course (Fall 2018).
- **Administration & Service Experience**
 - Managing Director of FSU Real Estate Center
 - Regularly served as a lecturer in other real estate courses on real estate finance, career enhancement, and “Why Real Estate?”, which was used to recruit students to the major.
 - Head of real estate industry relations for FSU. This included enhancing engagement with industry leaders, brand awareness through national industry events, and creating relationships and programming to enrich the student and faculty experience.
 - Managed the Center’s Executive Board of Directors (57 seasoned industry professionals) and FSU Trends Conference Committee (24 industry professionals).
 - Served as lead advisor for the FSU’s Villanova Real Estate Challenge team in 2017 (1st place), 2018, and 2019 (3rd place).
 - Served as lead advisor for FSU’s Cornell University – ICSC Student Case Competition (2019).
 - Planned and executed the annual FSU Real Estate Trends Conference, which is attended by approximately 500 real estate professionals and 200 students.
 - Maintained and grew financial resources that promoted student development, including event sponsorships, scholarships, fellowships, software donations, and case competition awards.
 - Continued external programs and fundraising initiatives developed as Director of External Relations.
 - Managed five staff employees of the Center.

THE FLORIDA STATE UNIVERSITY FOUNDATION, Tallahassee, Florida (November 2012 – July 2017)

Director of External Relations & Sr. Development Officer – FSU Real Estate Center (www.fsurealestate.com).

- **Administration & Service Experience**
 - Responsible for external relations including strategy implementation for FSU Real Estate’s advance in the national undergraduate rankings of US News and World Reports.
 - Annually maintained contact with 180+ top industry professionals from across the country to garner support for the College of Business and the Real Estate Center.
- **Development (Fundraising) Experience**
 - Developed, secured funding for, and managed new programs to allow hundreds of students to attend national industry events, including ICSC and ULI events.
 - Raised over \$4,000,000 in financial support from program constituents in four years.
 - Regularly traveled with Dean of College of Business and President of the University to advance the real estate program, college, and university overall.

EDUCATION

MASTER OF BUSINESS ADMINISTRATION, MAY 2009

Florida State University, Tallahassee, Florida

- Real estate focus.
- President, MBA Association.

BACHELOR OF SCIENCE, FINANCE - REAL ESTATE OPTION, JULY 2004

Missouri State University, Springfield, Missouri

PROFESSIONAL HISTORY

GLG CONSULTING, Virtual (Summer 2020)

Independent Real Estate Consultant.

- Consulted on commercial real estate trends as independent contractor for GLG.

STRUCTURE COMMERCIAL REAL ESTATE, Tallahassee, Florida (December 2010 – January 2013)

Associate & Project Manager (www.structureIQ.net).

- Produced \$10 Million in commercial real estate investment sales.
- Consulted on horizontal development strategies for over 2,000-acres of residential development.
- Served as project manager for 100,000 sqft of ground-up office construction for First American Title Co.

SAGLO DEVELOPMENT CORPORATION, Miami, Florida (November 2009 – December 2010)

Real Estate Services Manager (www.Saglo.com).

- Managed a portfolio of 1.5 million square feet of commercial real estate for the Glottmann family office.
- Led a team to execute real property acquisitions, development, dispositions, and operations.
- Managed a staff of seven employees.

LENNAR HOMES, LLC, Fort Myers, Florida (September 2004 – November 2007)

Area Manager (2005) – Promoted twice from Land Development Manager (www.Lennar.com).

- Oversaw all land development operations in the southwest Florida area and carried projects through construction and turnover.
- Led a team to conduct pre-development entitlements such as zoning variances, environmental permitting, utility design, CDD establishment, easement grants, land swaps, association transitions, and agreements with public agencies for residential developments.
- Managed a staff of two employees (land development managers).

INDUSTRY SERVICE & LEADERSHIP

URBAN LAND INSTITUTE (2006 – Present)

- University Forum Leadership Initiative (2021-Present).
- National Urban Revitalization Product Council Member – Blue Flight (2018-Present).
- Urban Plan Volunteer and trained “Urban Plan Professor” (2016-Present).
 - Real Estate Executive Council – Urban Plan Team Advisor (2020).
- Upstate South Carolina Region Leadership Committee Member (2020).
- North Florida Capitol Region Leadership Committee Member (2014-2019).

INDUSTRY HONORS, CERTIFICATIONS & AFFILIATIONS

Honors/Awards:

- Urban Land Institute North Florida Impact Award (2019).

Certifications & Skills:

- IBM SPSS formal training.
- Licensed Real Estate Broker in Florida, Georgia, Missouri, and South Carolina.
- Argus Enterprise Software “ASC” Certified 2017-2019.
- Advanced Microsoft Excel user – particularly in real estate financial modeling.
- ULI “Urban Plan Professor.”
- Advanced Microsoft Project user.
- Fluent with common Microsoft (e.g., Visio, Word, Outlook, PowerPoint) and common Adobe (e.g., Acrobat) software.

Professional Affiliations:

- Full Member of the Urban Land Institute (ULI).
- Academic Affiliate of CCIM (Certified Commercial Investment Member).
- Academic Affiliate of the CRE Finance Council.

PUBLICATIONS, PRESENTATIONS & CONFERENCES

FORUM PRODUCED: *Urban Land Institute University Forum (2021).*

- Organized and served as a discussion leader for the inaugural ULI University Forum, which shares best practices in real estate and land use education and extracurricular learning at the undergraduate and graduate levels.
- The forum also serves to identify and test strategies for welcoming and supporting a more diverse set of students entering the real estate and land use professions.
- Scheduled to organize and serve as a discussion leader for the 2022 ULI University Forum.

MAJOR CONFERENCE PRODUCED: *The Real Estate Trends Conference, Florida State University (2013-2019).*

- Held on Florida State University’s Campus in Tallahassee, Florida.
- Approx. 500 professionals and 100 students in attendance annually.
- Major presenters included: Jonathan Gray (Blackstone), Barry Sternlicht (Starwood), Steve Forbes (Forbes Media), among other prominent industry and academic leaders.

- Led Florida State University Real Estate Conference Committee of 20+ professionals and University staff in producing the annual event.

FORUM PRODUCED: *The Kislak Market Strategies Forum, Florida State University (2014-2019).*

- Held in Miami, Florida annually, and in Tampa, Florida and Orlando, Florida biannually on a rotating basis
- Over 200 professionals and about 30 students in attendance at each event (two events per year).
- Major speakers included: Wes Edens (Fortress Investment Group), Hap Stein (Regency Centers), and Jonathan Tisch (Loews Hotels), among other prominent industry leaders.
- Led planning committee of regional professionals and University staff in producing the semiannual event.

MAJOR INDUSTRY EVENT ATTENDANCE:

- American Real Estate Society (ARES) Spring Meeting (2023-2024)
- FSU Real Estate Trends Conference (2021, 2023)
- Urban Land Institute Fall Meeting (2014-2015, 2017-2020, 2022)
 - Urban Revitalization Fall Council Meeting (2018-2020, 2022)
 - In total, traveled with over 100 students to this annual event which included locations such as San Francisco, California; Los Angeles, California; New York City, New York; Boston, Massachusetts; and Washington, D.C.
- Urban Land Institute Spring Meeting (2015, 2018-2020, 2024)
 - Urban Revitalization Spring Council Meeting (2018-2020)
- International Council of Shopping Centers RECON (2013-2019)
 - In total, traveled with over 100 students for this annual event in Las Vegas, Nevada.
- International Council of Shopping Centers Florida Conference (2013-2018)
 - In total, traveled with over 300 students for this annual event in Orlando, Florida.

MODERATION & SPEAKING EVENTS

- Discussion Leader – University Forum, Urban Land Institute Spring Meeting (2021)
- Featured Speaker - Urban Land Institute Coffee & Connections, Greenville, South Carolina, 2019
- Panel Moderator – If I Were 21 Panel, The Real Estate Trends Conference, Florida State University, Tallahassee, Florida (2015-2019).

OTHER

PUBLICATION REVIEWS

- Formally reviewed two chapters for revised edition in 2021: Ling, David C., and Archer, Wayne. Real Estate Principles: A Value Approach. 6th ed. Boston, Massachusetts: McGraw-Hill/Irwin, 2005.

FAA LICENSED PRIVATE PILOT

- FAA Part 141, University of North Dakota (2000) with active 2nd Class Medical (2022).