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REAL ESTATE  
IMPACT  
CONFERENCE



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**FEBRUARY 10, 2023**  
Coral Gables, Florida

**HOSTED BY:**  
School of Architecture  
Miami Herbert Business School  
School of Law



# WELCOME

## MIAMI IN MOTION

Miami is a city on the move. Entrepreneurs and innovators are coming here to meet investors eager to fund their ideas. All of our commercial real estate sectors are evolving to employ changing technology and maintain our unique quality of life. Our expert panels will give you a glimpse into the future.

### ORGANIZING COMMITTEE:

**Andrea Heuson, Program Chair**  
Professor of Finance, Miami Herbert Business School  
**Randy Weisburg, MHBS Real Estate Advisory Board Chair**  
President and COO, Atlantic Pacific Companies  
**Manny DeZarraga**  
Executive Managing Director, JLL Capital Markets

**Elizabeth Plater-Zyberk**  
Professor of Architecture, School of Architecture  
**Jay Massirman, MRED+U Advisory Board Chair**  
Managing Principal, Rivergate Companies

**Tom Nealon**  
Lecturer, RPD Interim Director, School of Law  
**Anthony de Yurre, RPD Advisory Board Co-Chair**  
Partner, Bilzin Sumberg  
**Kim Hoover**  
CEO, RED Multifamily

# SCHEDULE

**12:00 PM**      **REGISTRATION & NETWORKING**

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**1:00 PM**      **MOVING IN MIAMI: A TRANSIT-ORIENTED INITIATIVE  
THAT WILL FOREVER CHANGE DOWNTOWN MIAMI**

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- JOHN A. BUCK II**    *The John Buck Company Chairman and Chief Executive Officer*
- EULOIS CLECKLEY**    *Miami-Dade County Director & CEO, Department of Transportation and Public Works*
- EILEEN HIGGINS**    *Miami-Dade County Commissioner, District 5*
- SUSAN WACHTER**    *Wharton School, University of Pennsylvania Sussman Professor of Real Estate,  
Professor of Finance, Co-Director, Penn Institute for Urban Research*

**2:15 PM**      **NETWORKING BREAK**

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**2:45 PM**      **WHY YOU CAN COUNT ON SOUTH FLORIDA REAL ESTATE**

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- JONATHAN TISCH**    *Loews Hotel & Co Executive Chairman*
- ARMANDO CODINA**    *Codina Partners Executive Chairman*

**4:00 PM**      **NETWORKING BREAK**

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**4:30 PM**      **KEYS TO SUCCESS FOR CRE INVESTMENT AND FINANCING**

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- RALPH ROSENBERG**    *KKR Global Head of Real Estate*
- ROY HILTON MARCH**    *Eastdil Secured CEO*

**5:45 PM**      **NETWORKING RECEPTION**

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  - MRED+U and Master in Architecture

**MORE INFO:**

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**MORE INFO:**

AHEUSON@MIAMI.EDU | 305.284.4362  
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**MORE INFO:**

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# 2023 RESEARCH SURVEY



IN ITS FIFTH YEAR, THE SURVEY FOCUSES ON FOUR ASPECTS  
THAT GIVE SOUTH FLORIDA **A COMPETITIVE EDGE.**



The questions ask respondents to share their views on the ways to **attract and retain top talent**; preferences to settle in an **urban, suburban, or "surban"** environment; **diversity** of their organizations; and **migration patterns**.



## STUDENT RESEARCH TEAM

Amanda Brown  
Nicholas Levin  
Andres Pretelt  
Natalia Vergara

## INDUSTRY AND FACULTY ADVISORS

**Devyn Bachman**  
*Senior Vice President, John Burns Real Estate Consulting*

**Lesley Deutch**  
*Managing Principal, John Burns Real Estate Consulting*

**Tim Hernandez**, Faculty Advisor  
*Principal, New Urban Communities, MRED+U Lecturer*

**Sam Herrera**, Alumni Advisor  
*MRED+U '20, Associate, 3650 REIT*

**Mark Troen**, FRICS, Lead Faculty Advisor  
*Senior Vice President, Brookwood Group, Inc., MRED+U Lecturer*

## MOVING IN MIAMI: A TRANSIT-ORIENTED INITIATIVE THAT WILL FOREVER CHANGE DOWNTOWN MIAMI



### JOHN A. BUCK II

Chairman and Chief Executive Officer, The John Buck Company

John A. Buck founded The John Buck Company in 1981 and serves as its Chairman and Chief Executive Officer. John oversees the operation of the firm's comprehensive real estate services, including fund management, development, financial services, and asset management services for commercial, mixed-use, residential, and retail properties around the world. John serves on JBC's Board of Directors and is a member of the Investment Committee.

Throughout his career, John has served the community through numerous civic boards and committees. In addition to The John Buck Company Foundation, which focuses on at-risk children and families within the Chicago metro-area, John has served on the Metropolitan Planning Council, The Civic Committee of the Commercial Club of Chicago, The Lyric Opera, San Miguel Schools, and The Big Shoulders Fund.

John received a B.A. from the University of Notre Dame, a JD from the University of Texas Law School, and an M.B.A. from the Wharton School of Business and Finance.



### EULOIS CLECKLEY

Director & CEO, Department of Transportation and Public Works,  
Miami-Dade County

Eulois Cleckley serves as the Director and CEO of the Department of Transportation and Public Works for Miami-Dade County. As Director and CEO, Cleckley oversees the 15th largest public transit system in the country and the largest transit agency in the State of Florida. With approximately 4,000 employees, DTPW is one of the largest departments in Miami-Dade County government serving a population of 2.8 million residents.

Cleckley was the previous Executive Director of the Department of Transportation and Infrastructure (DOTI) for the City and County of Denver. Cleckley led the creation of DOTI, and as Executive Director, he ran one of the city's largest and most dynamic departments focused on modernizing Denver's transportation system, constructing public facilities, maintaining sanitary and sewer systems and providing solid waste removal, recycling and composting services.

Cleckley previously worked for the Houston-Galveston Area Council (HGAC), where he served as the Deputy Director of the Metropolitan Planning Organization which covers the eight-county Houston-Galveston region and provided overall strategic direction related to city and regional transportation planning, project development and implementation.

Prior to his work with the HGAC, Cleckley served as Chief of Statewide and Regional Planning, and later acting Chief of the Field Operations Division, for Washington, D.C.'s District Department of Transportation (DDOT). His previous experience includes private consulting for local and state governments and working as a transportation specialist at the United States Department of Transportation (USDOT) and serving as the founder and CEO of a non-profit organization focused on community and business engagement.

In June 2020, Cleckley was unanimously elected to serve as President for the Colorado Chapter of the Conference of Minority Transportation Officials (COMTO), a national not-for-profit organization founded in 1971 and established to provide a forum for minority professionals in the transportation industry.

Mr. Cleckley has Transportation and Economics degrees from North Carolina A&T State University and a Global Logistics Specialist Professional Designation from California State University. He served as the President of the National Association of City Transportation Officials (NACTO) and is a member of the Transportation Research Board (TRB).



# 1:00 PM



## EILEEN HIGGINS

Commissioner, District 5, Miami-Dade County

Eileen Higgins serves as the County Commissioner for District 5 where she represents large portions of the cities of Miami and Miami Beach. She serves on the Board of County Commissioners Public Housing and Community Services and Transportation, Mobility, and Planning committees.

Serving a diverse district with stark inequality, Commissioner Higgins is a leading voice for closing existing equity gaps by bringing transportation to underserved neighborhoods, championing increased affordable housing, creating an economic ecosystem to support small minority-owned businesses, defending low-wage workers, seniors and LGBTQ allies, and protecting the waters that surround Miami-Dade.

Commissioner Higgins is confronting Miami-Dade's housing crisis head-on by spearheading policies that protect renters from eviction, expedite permits for affordable housing developments, preserve communities through Naturally Occurring Affordable Housing, increase incentives for homeownership programs, and reduce utility fees for small affordable housing developments.

With a focus on transit-oriented development, she has increased affordable housing supply by initiating, preserving, and creating more than 3,500 affordable housing units in District 5 alone. Furthermore, she is spearheading efforts to transform over 23 acres of underutilized county land around Government Center to develop a walkable, mixed-use neighborhood with affordable housing and open green spaces within minutes of the County's transportation hub.

An engineer by trade, with an MBA from Cornell University, she is a problem solver with a proven record of helping businesses and local organizations address the many complex issues facing our community. Her work as a Country Director in the Peace Corps and as a diplomat in the U.S. State Department gives her the ability to look at local challenges with a unique perspective and in a compassionate manner. From more reliable transportation to sea level rise, from affordable housing to better paying jobs, she is a champion for the policies that help everyone in our community succeed.

TWITTER: @COMMISHEILEEN  
LINKEDIN: LINKEDIN.COM/IN/EILEENHIGGINS

INSTAGRAM: @COMMISHEILEEN  
FACEBOOK: @COMMISHEILEEN



## SUSAN WACHTER

Sussman Professor of Real Estate, Professor of Finance,  
The Wharton School, University of Pennsylvania  
Co-Director, Penn Institute for Urban Research

Susan Wachter is the Sussman Professor of Real Estate and Professor of Finance at The Wharton School of the University of Pennsylvania and co-director of the Penn Institute for Urban Research. From 1998 to 2001, as Assistant Secretary for Policy Development and Research, Wachter served as the senior urban policy official and principal advisor to the Secretary of the Department of Housing and Urban Development. Wachter has been a member of the Office of Financial Research Advisory Committee of the U.S. Treasury and is currently an advisory committee member of the Bureau of Economic Analysis of the Department of Commerce. Wachter is the 2022 recipient of the Quigley Medal for Advancing Real Estate and Urban Economics. A prolific author, Wachter is frequently cited in national media, such as the New York Times, the Wall Street Journal and Bloomberg Businessweek.

TWITTER: @SUSAN\_WACHTER

# WHY YOU CAN COUNT ON SOUTH FLORIDA REAL ESTATE

## 2:45 PM



### JONATHAN TISCH

Executive Chairman, Loews Hotel & Co

Jonathan M. Tisch is Co-Chairman of the Board of Loews Corporation and Executive Chairman of its subsidiary Loews Hotels & Co. Prior to assuming the role of Executive Chairman, Tisch was Chairman and CEO of Loews Hotels & Co. and has been an officer of the Company since 1986.

Tisch has led Loews' expansion and emergence as a prominent and respected hotel company with a widely praised culture that embraces the power of partnerships—with team members, guests, communities, and owners. He was voted "Hotelier of the World" by HOTELS magazine.

Recognized nationally as a statesman for the multibillion-dollar travel and tourism industry, Tisch is Chairman Emeritus of the U.S. Travel Association and previously served as chairman of the Travel Business Roundtable and the American Hotel & Lodging Association. Committed to a vibrant tourism industry locally, Tisch served for nearly six years as chairman of NYC & Company, New York City's official tourism agency, and was chairman of New York Rising, which was established to bring back visitors and revive the economy after 9/11. Crain's New York Business named him one of the "Top 10 Most Influential Business Leaders" and inducted him into its Hall of Fame, which recognizes individuals who have transformed the City in both their professional work and in their civic and philanthropic activities.

Tisch is the author of three bestselling books: *The Power of We: Succeeding Through Partnerships*, *Chocolates on the Pillow Aren't Enough: Reinventing the Customer Experience*, and *Citizen You: Doing Your Part to Change the World*. He hosted the Emmy-nominated television series *Beyond the Boardroom*.

Tisch is a champion of corporate responsibility and active citizenship. More than 25 years ago, he initiated the Loews Hotels Good Neighbor Policy, a recipient of the US President's Service Award. He is currently Vice Chair Emeritus of the Board of Trustees of his alma mater, Tufts University, and is the naming benefactor of the Jonathan M. Tisch College of Civic Life at Tufts. In 2017, he was honored by the New York University School of Professional Studies with the naming of the Jonathan M. Tisch Center of Hospitality, of which he has been a driving force for years. He is a founding board member and Chairman of The Shed, New York City's cultural center for arts and ideas, and a member of the Board of Trustees of the Hospital for Special Surgery.

A co-owner of the New York Giants, Tisch was instrumental in bringing the 2014 Super Bowl to the NYC metropolitan area and served as co-chair of the NY/NJ Super Bowl Host Committee.

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LINKEDIN: LOEWS\_HOTELS

INSTAGRAM: @LOEWSHOTELS  
FACEBOOK: @LOEWSHOTELS



### ARMANDO CODINA

Executive Chairman, Codina Partners

Armando Codina is Founder and Executive Chairman of Codina Partners, LLC, a real estate investment, development, and property management firm based in Coral Gables, Florida. The firm's portfolio is comprised of residential, commercial, and mixed-use projects including the over one-billion-dollar investment in Downtown Doral, the state-of-the-art industrial complex, Beacon Logistics Park, and the transformational ultra-luxury residential rental tower, Regency Parc, which will soon break ground in Downtown Coral Gables.

Previously Mr. Codina served as Chairman of Flagler, a full-service commercial real estate firm headquartered in Coral Gables, Florida. Prior to that Mr. Codina served as Chairman and CEO of Codina Group, a South Florida-based commercial real estate firm, which he founded in 1979. Under his leadership the firm grew to be Florida's largest privately held commercial real estate company. In 2006, Mr. Codina merged his firm with Flagler Development Group, part of Florida East Coast Industries, Inc.

In addition to serving as CEO and Chairman of his core real estate holdings, Mr. Codina is an active investor and owner of MBB Auto Group, a premium luxury retail automotive group consisting of 15 dealerships in the Northeast. Mr. Codina served as the Lead Director of the board of BellSouth; on the board of directors of American Airline's parent company, AMR Corporation; and on the board of General Motors; and more recently, the board of The Home Depot. In addition, Mr. Codina has served several professional, civic, and educational organizations, including as a Board of Trustees member of the Urban Institute, and as Chair of the Town Square Neighborhood Development Corporation. He is a Chairman Emeritus of Florida International University, Co-Founder of the Community Partnership for the Homeless, and is a member of the Florida Council of 100, among others. Mr. Codina has received numerous accolades over the years, including induction into the NSU Huizenga College Entrepreneur and Business Hall of Fame.

LINKEDIN: [LINKEDIN.COM/COMPANY/CODINAPARTNERS/](https://www.linkedin.com/company/codinapartners/)



# SESSION 3

## KEYS TO SUCCESS FOR CRE INVESTMENT AND FINANCING

4:30 PM



### RALPH ROSENBERG

Global Head of Real Estate, KKR

Ralph F. Rosenberg (New York) joined KKR in 2011 and is the Global Head of KKR's Real Estate Platform. Prior to joining KKR, Mr. Rosenberg was a partner at Eton Park Capital Management and also managed his own firm, R6 Capital Management, which later merged into Eton Park. Previously, he was a partner at Goldman Sachs. He holds an undergraduate degree from Brown University where he graduated magna cum laude and holds an M.B.A from the Stanford Graduate School of Business. Mr. Rosenberg is Chairman of the Board of Directors of KKR Real Estate Finance Trust Inc., Chairman of the Board of Directors of KKR Real Estate Select Trust, a Global and U.S Trustee of the Urban Land Institute, a Governor of the Urban Land Institute Foundation, Chair of the Board of Directors of the Pension Real Estate Association and a member of the Board of Directors of the PREA Foundation. He is an Emeriti Member of the Brown University Corporation and is an Honorary Trustee of the Francis W. Parker School in Chicago, Illinois. He is also a former Trustee of the Stanford Graduate School of Business Trust and a former Trustee and former Vice-Chair of the Board of Directors of the Masters School in Dobbs Ferry, New York.

TWITTER: @KKR\_CO

LINKEDIN: [LINKEDIN.COM/COMPANY/KKR/](https://www.linkedin.com/company/kkr/)



### ROY HILTON MARCH

CEO, Eastdil Secured

Roy March is the chief executive officer of Eastdil Secured, L.L.C., the leading global real estate investment banking company.

He has more than 45 years of real estate experience at Eastdil Secured across financing, sales, acquisition, and capital markets activities in the United States, Europe, and East Asia.

Founded in 1967, Eastdil was the first real estate investment banking firm in the United States. For 20 years Eastdil Secured was a wholly owned subsidiary of Wells Fargo Bank, one of the largest financial service companies in the world and the largest commercial real estate lender in the U.S. On October 1, 2019 the firm privatized in a management led buyout with strategic long term institutional investors. The New York based firm annually transacts over \$200 billion per year and has been involved in over \$2.8 trillion in transactions from 2007.

Roy serves on various industry, corporate and community boards, is a Trustee and member of Global Board of the Urban Land Institute; past Chairman of the Advisory Board of the Samuel Zell and Robert Lurie Real Estate Center at The Wharton School at The University of Pennsylvania; Board of Directors of Real Estate Roundtable; formerly on the Board of Directors for Pension Real Estate Association (PREA). He was past president of the Friends of Malibu Urgent Care, served on the board of The Painted Turtle, a summer camp for children with chronic or life-threatening illnesses. He was on the Executive Campaign Committee for Union Rescue Mission in Los Angeles, an organization to end homelessness and serves the homeless population in Los Angeles, and is co-founder of March to the Top-Africa, serving the less fortunate in Africa focused on health, education and conservancy [www.marchtothetop.com](http://www.marchtothetop.com).




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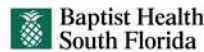
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## RECENTLY CLOSED TRANSACTIONS

### CAPITAL MARKETS



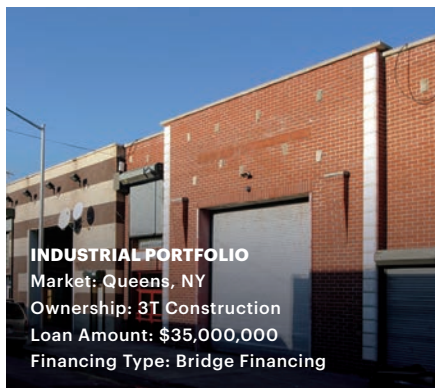
#### RESIDENTIAL CONDO DEVELOPMENT

Market: Midtown Manhattan, NY  
Ownership: Confidential  
Loan Amount: \$50,000,000  
Financing Type: JV Equity



#### MASTER PLANNED DEVELOPMENT

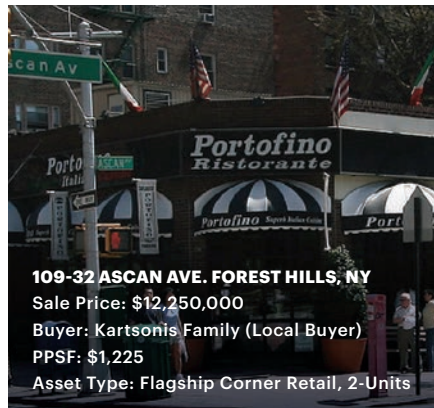
Market: Martin County, FL  
Ownership: Allied Capital & Kushner Co.  
Loan Amount: \$10,000,000  
Financing Type: Pre-Development



#### INDUSTRIAL PORTFOLIO

Market: Queens, NY  
Ownership: 3T Construction  
Loan Amount: \$35,000,000  
Financing Type: Bridge Financing

### INVESTMENT SALES



#### 109-32 ASCAN AVE. FOREST HILLS, NY

Sale Price: \$12,250,000  
Buyer: Kartsonis Family (Local Buyer)  
PPSF: \$1,225  
Asset Type: Flagship Corner Retail, 2-Units



#### 90-10 DITMARS BLVD. ELMHURST, NY

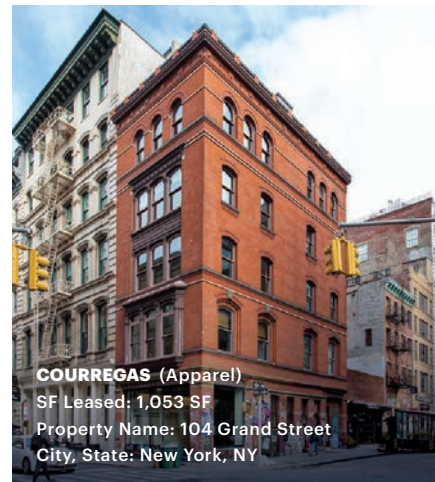
Sale Price: \$53,000,000  
Buyer: Kenny Huang (Local Buyer)  
PPSF: \$280 (\$184,028 Per Unit)  
Asset Type: Redevelopment, Former Hotel



#### 13828 NORTHERN BLVD. FLUSHING, NY

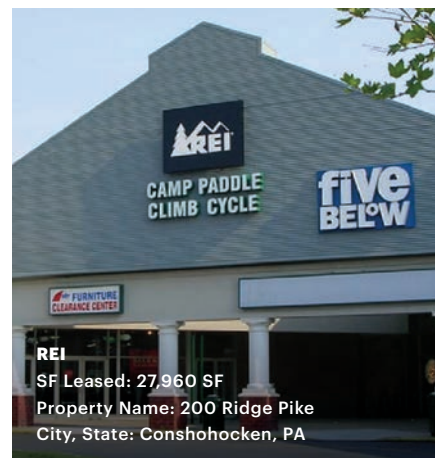
Sale Price: \$48,000,000  
Buyer: Hang Zhang (Local Developer)  
PPBSF: \$334  
Asset Type: Development Site

### LEASING



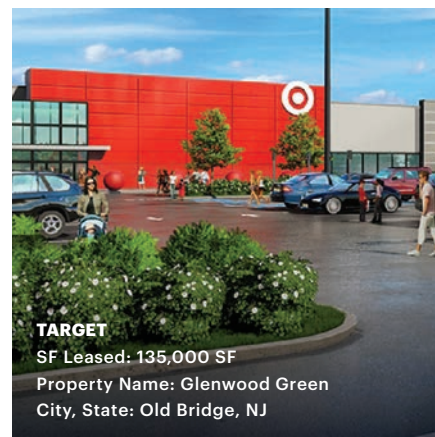
#### COURREGAS (Apparel)

SF Leased: 1,053 SF  
Property Name: 104 Grand Street  
City, State: New York, NY



#### REI

SF Leased: 27,960 SF  
Property Name: 200 Ridge Pike  
City, State: Conshohocken, PA



#### TARGET

SF Leased: 135,000 SF  
Property Name: Glenwood Green  
City, State: Old Bridge, NJ

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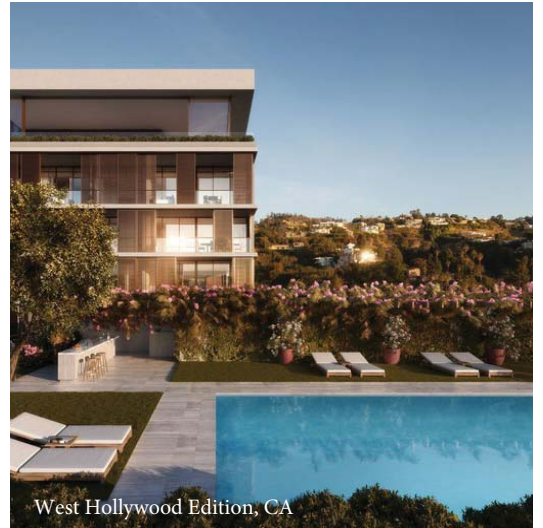
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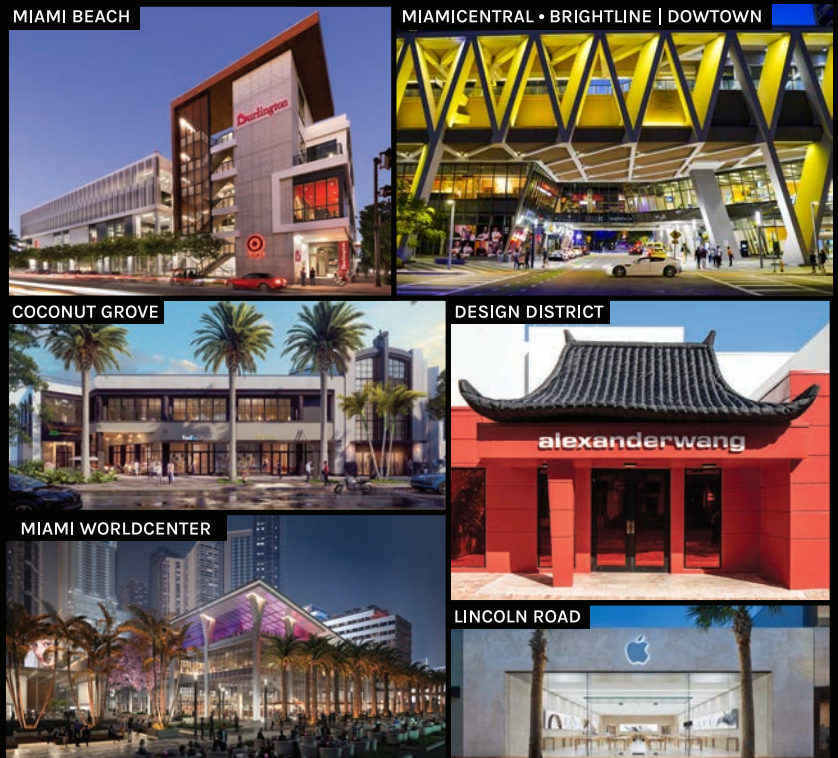


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