Agenda

8:00 – 8:30AM  Registration & Networking

8:30 – 8:45AM  Welcome & Opening Remarks
Dr. John Williams, Dean, College of Business Administration
Dr. Mahyar Amouzegar, Provost & Sr. Vice President of Academic Affairs

Seminar Moderator  Dr. Robert Penick, Director, UNO Institute for Economic Development and Real Estate Research & Adjunct Professor, UNO; Executive Vice President & CFO, Latter & Blum, Inc.

8:45 – 9:45AM  Residential Real Estate Panel
Single Family  Lacey M. Conway, President, Latter & Blum, Inc.
Apartment  Kevin Hilbert, MAI, Kevin Hilbert & Associates

9:45 – 10:00AM  Break

10:00AM – 11:15AM  Louisiana & New Orleans Metro Area Economy: Overview and Forecast
Dr. Loren C. Scott, President, Loren C. Scott & Associates, Inc.

11:15AM – 12:30PM  Commercial Real Estate Panel
Industrial Market  Daniel Marse, Commercial Sales & Leasing Associate, NAI/Latter & Blum
Office Market  Quentin Dastugue, CEO, Property One, Inc.
Retail Market  Beezie Landry, Senior Investment Sales Advisor, Stirling Properties
Dr. Mahyar Amouzegar Provost and Senior Vice President of Academic Affairs

Dr. Mahyar Amouzegar, Provost and Senior Vice President for Academic Affairs, is the Chief Academic Officer for the University of New Orleans. The Provost, through the Office of Academic Affairs, is responsible for managing academic programs and support units and the policies and practices that affect the academic success of students at the University. Dr. Amouzegar earned a B.S. in Applied Mathematics from San Francisco State University. He earned his M.S. in Electrical Engineering, D. Engineering and Ph.D. in Operations Research from the University of California, Los Angeles. He began his career as an Assistant Professor of Mathematics at Massey University in New Zealand. Dr. Amouzegar then spent several years at California State University, Long Beach, serving as the Associate Dean for Research and Development. He previously held the position of Dean of the College of Engineering at Cal Poly Pomona. Dr. Amouzegar was also a Senior Policy Analyst at RAND Corporation, which is internationally recognized as a premier policy think tank. There he served as a researcher supporting military policy issues and was responsible for managing a large group of research and support staff across three sites. Dr. Amouzegar is passionate about championing student success, engaging with the community, expanding the diversity of the faculty and student body and finding new resources in support of our students, faculty and staff.

Dr. John Williams, Dean, College of Business Administration

John A. Williams, Ph.D. is Dean of the College of Business Administration and Veta Professor of Strategy at the University of New Orleans. He holds a Ph.D., Master of Science, and Bachelor of Science from the Pennsylvania State University. Prior to joining the University of New Orleans, Dr. Williams held administration positions at Penn State University, Virginia Tech, and Kansas State University. His oversight of the AACSB accredited College of Business Administration includes undergraduate, graduate and Executive programs. Dr. Williams also oversees the AT&T Center, the Institute for Economic Development & Real Estate Research, the Hospitality Research Center, and the Division of Business & Economic Research. He serves as Director of the Hospitality Research Center (HRC) and the Division of Business & Economic Research (DBER). Dr. Williams has published numerous articles on hospitality and tourism and has achieved over $3 million grants and contracts focusing on the tourism industry in New Orleans and the state of Louisiana. He began his position at the University of New Orleans one month prior to Hurricane Katrina and has conducted many studies and collected a volume of longitudinal data on tourism resiliency and the transformational change of tourism in New Orleans. He is an active member on many boards in the greater New Orleans area and is the President of the South Western Business Dean’s Association.

Dr. Robert Penick, Interim Director, Institute for Economic Development & Real Estate Research and Adjunct Professor, UNO; Senior Vice President & CFO, Latter & Blum, Inc.

Dr. Robert Penick has been appointed the Director of the Institute for Economic Development and Real Estate Research. He also serves as an Adjunct Professor of Finance, teaching undergraduate and graduate courses in real estate principles and real estate finance. He currently serves as Senior Vice President and Chief Financial Officer for the Latter & Blum Companies in New Orleans. Dr. Penick holds a B.S. in Finance and an M.B.A. in business administration and management from Loyola University of New Orleans. He also holds a M.Ed. in supervision and administration from Our Lady of Holy Cross College of New Orleans. His UNO education includes a M.S. in Urban Studies and a Ph.D. in Urban Studies with a concentration in real estate and real estate ethics. Dr. Penick also holds an Insurance license in the State of Louisiana. Dr. Penick authored his dissertation on Real Estate Ethics in the State of Louisiana. His writings were referenced in the Real Estate Journal in 2006. He also wrote a Thesis entitled A Qualitative Study of Real Estate Ethics while a student at the University of New Orleans. He is currently on the faculty of the NAR Realtor University which offers master’s degrees in real estate to Realtors across the country. He is active in many civic, business, and professional organizations, including UNO International Alumni Association and the board of the UNO Foundation. He is a veteran of the U.S. Army and the U.S. Army Reserves having served more than 30 years and retiring as a Lt. Colonel, Engineer Branch.
**Dr. Loren C. Scott, President, Loren C. Scott & Associates, Inc.**

Dr. Scott is the President of Loren C. Scott & Associates, Inc., a 34-year old economic consulting firm whose clients include such large national firms as BP, Capital One Financial, Entergy, ExxonMobil, J.P. Morgan Chase, Nucor, Sasol, Chesapeake Energy, and a diversity of others. He is one of the 32-member National Business Economic Issues Council, which meets quarterly to discuss issues of state, national, and international interest. This group has experts who cover international trade, Washington economic policy, retail trade, trucking, steel, chemicals, etc. Dr. Scott is an energy specialist on the NBEIC. He has been appointed to the Economic Advisory Board of the U.S. Council on Competitiveness—a group made up of the CEOs of the Fortune 100, top university presidents and presidents of three major unions. He has been interviewed on CNBC, MSNBC, and Bloomberg TV, in addition to several local TV stations, and his work has been cited in such publications as the Wall Street Journal, the Los Angeles Times, the New York Times, USA Today, and the Financial Times, to name a few. His career started at Louisiana State University in 1969 where he spent the next 33 years, rising through the ranks from assistant professor to the prestigious Freeport McMoran Endowed Chair of Economics and the Director of the Division of Economic Development and Forecasting. Over the thirteen-year period from 1983-96, he was the chairman of the Economics Department at LSU. During that time, the Department’s ranking among the 3,000 economics departments in the U.S. rose from 101st to 38th. He is presently Professor Emeritus at LSU. He received 7 awards at LSU for outstanding classroom teaching. He gives 50-70 speeches a year on the state of the economy.

**Lacey Conway, President, Latter & Blum, Inc.**

Lacey Conway is a native of New Orleans, La. She is a graduate of Isidore Newman high school and received a B.S. from Boston University. Like most locals she returned to the place she calls home and earned an M.B.A. from the University of New Orleans with a concentration in Finance. Licensed as a real estate sales person since 2005 she jumped into the residential Real Estate world as an agent with Latter and Blum. Lacey is currently licensed as a broker in Louisiana, Mississippi and Texas and is the principal broker and president for the Latter and Blum companies.

**Kevin D. Hilbert, MAI, Kevin D. Hilbert & Associates**

**EDUCATION:** 1973 - Graduate, Jesuit High School, New Orleans, LA; 1978 - Graduate, University of New Orleans, BA, History; 1992 - MAI, Member of Appraisal Institute; 2008 - HUD Map Training, Certificate of Completion

**REAL ESTATE EXPERIENCE:**

- 1982-1985 Irvington Eppling and Associates
- 1985-10/86 Robert W. Merrick, Inc.
- 10/86-10/00 Robert W. Merrick Appraisal Division of Latter & Blum, Inc./Realtors
- 10/00-Present Kevin D. Hilbert & Associates, LLC

Appraisal of all types of commercial and industrial properties with particular emphasis on apartments, shopping centers, office buildings and other income producing properties.

**MEMBERSHIPS:** Appraisal Institute (MAI #9571); New Orleans Realtors Association; Louisiana Realtors Association; National Association of Realtors

**SIGNIFICANT ASSIGNMENTS:**

- One of several MAIs involved in appraising 23 commercial properties expropriated by the State of Louisiana for the assemblage of the LSU and VA Hospital Campus.
- Guest lecturer for a three hour seminar covering Investment Real Estate, MBA Honors Program, Loyola University School of Business
- Expert testimony in depositions and court cases
Daniel Marse, Commercial Sales & Leasing, NAI/Latter & Blum

Daniel is a New Orleans Native and proud alumni of UNO with a strong academic foundation in Finance and Economics. Daniel first joined NAI/Latter & Blum in 2014 and quickly found himself mentored by senior agents. This hands on experience with pivotal players in the New Orleans Metropolitan Area allowed Daniel to transfer his academic knowledge to real world application. Daniel has since devoted his time and energy to specializing in industrial sales, leasing and site selection. He is also a contributing partner in the creation of the AI Davis Industrial list which tracks the quarterly absorption of industrial properties with its origin dating back to 1987. Daniel has experience in developing web applications for marketing, marketing analytics, ESRI Business Analyst, Arc GIS and Argus Valuation software. He is a member of the Commercial Investment Division (CID) and UNO Alumni Association.

Quentin Dastugue, CEO, Property One, Inc.

Quentin Dastugue, one of the founding partners of Property One, Inc., is Chief Executive Officer. His thirty-nine years in commercial real estate have included leasing, investment sales, development, property management, construction project management and consulting.

During this same period, he served four consecutive terms as a Louisiana State Representative and, as Chairman of the House Committee on Transportation, Highways and Public Works, was responsible for the passage of the state Transportation Trust Fund. He was given one of eleven prestigious “Legislator of the Year” national awards in 1994. In 1995, he was the Republican Nominee Candidate for Governor.

Quentin attended the Georgia Institute of Technology and earned a degree in Civil Engineering. Upon graduation in 1977, he returned to his native New Orleans and assumed a position as Commercial Leasing Manager for Medallion Management, Inc. with responsibilities for office buildings and shopping centers. In 1985, he and two partners founded Property One, which is one of the largest commercial firms in Louisiana.

He has represented such clients as Houston’s restaurant, Ruth’s Chris Steakhouse, McGlinchey Stafford law firm, LLOG Exploration, CETCO Oilfield Services, LaPorte CPAs and Business Advisors, Expro, Goodyear, Chicago Bridge & Iron Company (CB&I), and Eskew+Dumez+Ripple architects. Quentin has served on numerous civic organizations and real estate industry committees. Quentin serves on, or has served on, the Board of Directors of The Audubon Institute, the Board of Directors of the idea Village and as Co-chairman of the “Top 10 by 2010” initiative and Co-chairman of the Chamber’s Intermodal Transportation Committee.

Beezie Landry, Senior Investment Sales Advisor, Stirling Properties

Beezie Landry is a Senior Investment Sales Advisor with Stirling Properties. In this role, Mr. Landry focuses on the acquisition and disposition of investment properties including shopping centers and single-tenant retail properties. He represents a range of client types including private and institutional investors and has completed transactions with REITs such as Weingarten Realty Investors, General Growth, American Realty Capital and Realty Income.

Mr. Landry began his career at Stirling Properties over 16 years ago, working closely with the Stirling Properties Development Committee to coordinate the financing, refinancing, development, redevelopment, and acquisition of retail and office properties. In addition, he has extensive experience in landlord representation in leasing new developments and existing shopping centers.

Beezie is currently a member of the International Council of Shopping Centers (ICSC), the Retail Broker’s Network (RBN), the New Orleans Metropolitan Association of Realtors – Commercial Investment Division, and is a candidate for the designation of Certified Commercial Investment Member (CCIM).

Mr. Landry is a graduate of Southeastern Louisiana University in Hammond, Louisiana, with a Bachelor of Science in Accounting.