

Florida Southern College Polk Real Estate & Economic Update





**Greg Ruthven
President
The Ruthvens**



Greg Ruthven is the President of The Ruthvens, a commercial real estate developer. The Ruthvens, known as Central Florida's Warehouse Specialists, have been conducting business in Lakeland for over 50 years and are proud to be a continuing part of its economic maturity.

The Ruthvens are currently one of the top commercial warehouse developers in Central Florida and have over 80 buildings containing approximately 3 million square feet of industrial, manufacturing, distribution, and retail space.

Greg graduated from Florida State University and began working with The Ruthvens in 1982 after spending several years employed as a Realtor. Greg has served as President of the Florida Chapter of CCIM, Chair of the United Way of Central Florida, President of the Lakeland Rotary, and is currently Chairman of the Central Florida Development Council, on the Lakeland Economic Development Council and serves on the Polk Museum of Art's board. He is also involved with local universities assisting in various activities such as the Southeastern University's Leadership forum, which is a conference that brings many of today's most accomplished leaders to Polk County.





Gary Ralston
Managing Partner
Saunders Ralston Dantzler Realty, LLC



Gary M. Ralston, CCIM, SIOR, SRS, CPM, CRE, SCLS, is a managing partner of Coldwell Banker Commercial Saunders Ralston Dantzler Realty, LLC – the premier commercial services provider in Central Florida (Polk County). He is a recognized subject matter expert on retail and commercial properties. His consulting assignments include handling Florida REO properties for one of the nation’s largest special servicers of small commercial loans. He also serves as a principal of a retail build-to-suit development and investment company.

From the early 1990s through 2004 Gary was the president and a member of the board of directors of Commercial Net Lease Realty, Inc. (NYSE:NNN) the industry leader in single-tenant corporate net-leased real estate. During that time he guided the company's growth from less than \$15 million in real estate assets to over \$1.5 billion.

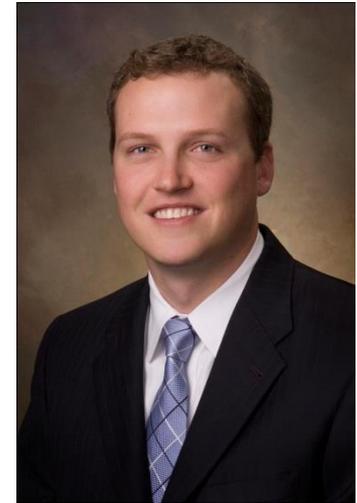
Gary holds a Masters in Real Estate and Construction Management from the Franklin L. Burns School of Real Estate and Construction Management at the University of Denver. In 2007 he was named an adjunct faculty member at the University of Denver, in 2011 he was named an adjunct faculty member at Florida Southern College and in 2013 Gary was named an adjunct faculty member at the University of Florida. He is the co-chair of the Florida Southern College real estate conference.

Gary was inducted as a Hoyt Fellow in 2001. He is a member of the Regional Economic Information Network of the Jacksonville Branch of the Federal Reserve Bank of Atlanta. Gary is recognized as the second most accredited commercial real estate professional in the Nation.





Matthew Clark
Director
Property Services & Investments
& Broadway Real Estate Services



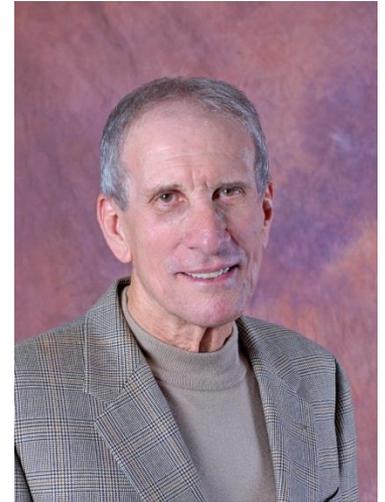
Matt began his professional career as a commercial litigator, with a strong focus on commercial real estate litigation. Matt received his undergraduate education at the University of Florida with a Business Management Degree, Cum Laude. Matt went on to attend law school at the University of Florida, where he graduated with a J.D., Magna Cum Laude. Matt began his legal career with one of Atlanta's largest law firms, Troutman Sanders LLP, before returning to Lakeland and joining Clark, Campbell, Lancaster & Munson, P.A. In 2009, Matt left the practice of law and formed two real estate start-up companies: Broadway Real Estate Services and StoreRight Self Storage. Broadway owns and manages a large portfolio of Class A office properties, primarily located in downtown Lakeland. StoreRight owns and manages six self storage facilities located throughout Central Florida.

Matt has also been active in the local community, most recently serving as the Treasurer and Board of Directors for the Lakeland Downtown Development Authority, Board of Directors for the Lakeland Downtown Community Redevelopment Agency, Chairman for Downtown Lakeland Vision, Board of Directors for Girls, Inc., and various committees at the Lakeland Yacht & Country Club. Matt has achieved the designation of Certified Self Storage Manager from the Self Storage Association. Matt now serves as the Chief Executive Officer for StoreRight and the Director of Property Services and Investments for Broadway. Matt enjoys his time away from work playing with his three young girls, Hayden, McKenna and Glory.





Bob Adams
President
Highland Homes



Bob is the President of Highland Homes, one of the top building companies in the country. For over a decade, Highland Homes has established a solid reputation as being the value leader, building new homes in communities throughout Central Florida and Tampa Bay, including the cities of: Bartow, Davenport, Ellenton, Gibsonton, Lakeland, Leesburg, Mulberry, Palmetto, Plant City, St. Cloud, Winter Haven, and Zephyrhills.

Bob grew up in Paxton, FL and graduated from the University of Florida with a Bachelor of Science in Business Administration in 1961. He had a distinguished career in the U.S. Army where he was discharged with the rank of Captain.

In 1968, Bob began his career in business with the investments department of Barnett Bank of Florida. He then went on to Florida Tile Industries and was promoted to vice president two years later. He left Florida Tile Industries and co-founded Sun State Homes, which over a 25+ year period, he helped transform into one of the state's largest privately-held home building companies.





Steve Scruggs
President
Lakeland Economic Development
Council



Steve is serving in his 27th year with the Lakeland Economic Development Council.

He received his B.S Degree from Troy State University in Troy, Alabama and his Masters Degree in Economic Development at the University of Southern Mississippi in Hattiesburg, Mississippi.

Steve is a member of Trinity Presbyterian Church and is married to Tammy and they have three children.

