

Jennifer Sloane Tobin Speaks at University of Florida Business School Seminar on Real Estate Investments

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Jennifer Sloane Tobin, a partner in Shutts & Bowen LLP's Orlando office, was recently a guest lecturer for a University of Florida Warrington School of Business course, where she discussed key business issues students should be aware of during a real estate transaction.

Presenting to undergraduate students, Jennifer guest lectured on business issues surrounding letters of intent and purchase and sale agreements for Dr. Collier's Real Estate Investment class. Her lecture was part of a course taught by Nathan S. Collier, founder and chairman of The Collier Companies and owner of over 12,000 Apartment Homes. The class covers investment principles and financial analytics with universal application for the students to explore through the interactive case study-based course.

A lawyer, a CPA and three-time UF grad, Collier founded the University of Florida's Nathan S. Collier Masters in Real Estate Program as well as establishing the Collier Prize for State Government Accountability in partnership with the University of Florida's College of Journalism. The prize is awarded annually at the White House Correspondents Association Dinner; last year to the *Miami Herald* and this year to the *LA Times*; on both occasions personally by President Biden.

About Jennifer Sloane Tobin

Jennifer Sloane Tobin serves on the firm's Executive Committee and is a member of the Real Estate Practice Group. She is Florida Bar Board Certified in Real Estate Law. Jennifer has a diverse real estate practice. She represents developers in the traditional areas of acquisition, development, permitting and financing of vacant, rehabilitation and operating properties. Her developer representation has included most of the traditional financing providers, including traditional bank loans, CMBS-style loans, insurance company loans, and full-recourse and non-recourse debt. She also assists developers with the negotiation of joint venture agreements with equity investors, including state retirement funds, venture capital companies and large investment firms. Her developer side practice also includes advice on construction contracts and other similar agreements with consultants for new development and rehabilitation projects. She also represents lenders, primarily loans secured by real property, but also with traditional business lending. Having practiced in the lending arena from the beginning of her transactional practice, she has also been involved in loan workouts, including multiple complex loan portfolio workouts.

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