



The Indiana Real Estate Professional

Indiana University Finalist in UBC-Sauder International Case Competition

IU's team was a finalist in the [UBC-Sauder International Real Estate Case Competition](#) hosted by the Center for Urban Economics and Real Estate in Vancouver last month. IU came in fifth among 16 universities after University of Auckland, Cambridge, Cornell University, and the University of Texas. Students from the top undergraduate real estate programs around the world competed in the event.

Representing IU were Drew Hyman, Scott Levine, Madeline Simonian, Jacey Stuckey (Kelley-Indianapolis), and Spencer Wierda. This was the second year to compete in the competition for both Scott Levine and Jacey Stuckey.

Teams had five days to prepare their analysis and make investment recommendations

(continues on page 6)



IU's team, from left: Jacey Stuckey, Spencer Wierda, Scott Levine, Drew Hyman, and Madeline Simonian.

IU Student Patrick Engels Named Eisenberg Scholar



Patrick Engels, IU Real Estate Club Co-President, was named an Eisenberg Scholar by the Harold E. Eisenberg Foundation. Patrick is a junior member of the Commercial Real Estate Workshop majoring in Finance, Real Estate, & Economics.

The [Eisenberg Scholar Program](#) provides six students nominated by their universities with a year of experiences including mentor days, site visits, a paid trip to ICSC ReCon, and a scholarship worth \$5000.

(continues on page 9)

DIRECTOR'S UPDATE



*Doug McCoy,
AI & Shary
Oak Director
of Real Estate*

I'm very excited to share another great step forward for the IU Real Estate Program. This coming fall of 2020 a new learning platform will be launched: the Commercial Real Estate Fund.

The Commercial Real Estate Fund will consist

(continues on page 9)

Terry Tallen Indiana University Football Complex Dedication

Former IU football standout, Terry Tallen, Founder & CEO, Tallen Capital Partners, Kelley graduate and longstanding IU Center for Real Estate Advisory Board member, committed \$2 million to the Indiana University Bicentennial Campaign for Athletics to fund the renovation of the new state-of-the-art football team area in Memorial Stadium.



Terry Tallen with long-time friend and Professor Emeritus of Real Estate, Jeffrey D. Fisher, Ph.D.

(continues on page 7)

ADVISORY BOARD MEMBER NEWS

The Center would like to acknowledge the achievements and share the news of those on our Advisory Board

Erik Foster of Avison Young Releases Thought Leadership Report



Erik Foster, who leads Avison Young's National Industrial Capital Markets Group, released a national thought leadership report at the end of 2019 looking at capital flow in the industrial sector. The report was featured in national and regional business and real estate media. He closed the year with a significant industrial facility sale in the Indianapolis market.

Best Places to Work in Multifamily – Gene B. Glick Company

Multifamily Leadership has named Glick one of the Best Places to Work in Multifamily. The award program recognizes companies that have established and cultivated outstanding workplace environments. Glick is one of 58 companies nationwide and the only one headquartered in Indiana to make the Best Places to Work in Multifamily list.



HFF Acquired by Jones Lang LaSalle Inc.

On July 1, 2019, HFF was acquired by Jones Lang LaSalle Incorporated (NYSE: JLL). HFF was regarded as one of the premier capital market advisors in the industry and the acquisition allows JLL to greatly expand its capital markets capabilities. The combination of JLL and HFF is one which is truly remarkable. In 2018, they combined for \$280 billion in combined global capital market transactions, which translates to \$1.2 billion in executed

transactions every working day. Also, the combination ranks JLL #1 in total loan originations, insurance company originations, and Seconds/Mezzanine/Preferred Equity Structures. Furthermore, the reach of JLL has been expanded and clients will benefit from over 3,700 capital market professionals in 47 different countries.

The acquisition combines the Indianapolis HFF and JLL teams and presents both with opportunities for expanded business opportunities. The offices will be consolidated to the Keystone office location during Q1 of 2020. Ken Martin ('01) will continue to lead the capital market vertical of the Indianapolis office.

Granite Management Secures New Student Housing Contracts

Granite Management was recently awarded the management contracts for 11 regional student housing properties in 11 different markets spanning across Indiana, Ohio, Michigan, Kentucky, and Missouri. With this recent growth, Granite now manages more than 6,000 beds across 13 markets, including IU Bloomington and Purdue University. Granite is exclusively a 3rd party property management company with offices in West Lafayette and Bloomington.

Lee Indianapolis' Midwest Investment Services Team Procures Buyer for Multi-Tenant Industrial Building in Park 100

Kelley School of Business alumnus Rebecca Wells and Jordan Corbin of Lee & Associates Investment Services recently closed on a 100% leased 65,000 square foot industrial warehouse at a 6.75% cap rate. The building is a stabilized, cash flow asset occupied by three long-term tenants, and is ideally located within the prime in-fill submarket of Park 100 in Indianapolis.



The seller was able to achieve an attractive cap rate on the sale, after acquiring the asset as a value-add opportunity and leasing the property to 100%. The buyer, Gladstone Companies, is a publicly traded REIT and owns 109 office, industrial, and medical office properties in 24 states. The asset was an attractive addition for their portfolio, as they had recently acquired a similar asset in Park 100.

(continued from page 2)

For additional information or help evaluating industrial, office, and retail investment property, the Lee Midwest Investment Services team can be reached at rwells@lee-associates.com or jcorbin@lee-associates.com.

RESOURCE Commercial Real Estate Names Kevin Hudson President



RESOURCE Commercial Real Estate is pleased to announce Kevin Hudson as the real estate firm's new President. Hudson holds 15 years of real estate experience, most recently being Regional Vice President of Sales at Century 21 Scheetz.

As RESOURCE steps into 2020, Hudson will utilize his skills as a persuasive communicator and influencer to coach and lead RESOURCE brokers in professional growth. Kevin will also lead RESOURCE Commercial Real Estate services, oversee staff, operations, HR, training, broker production, recruiting, budgeting, business planning, marketing, communications and business development. He will have bottom line responsibility for overall company operations and financial performance. A Purdue University alumnus, Hudson has been featured on Fox News and in Indy Real Producers Magazine. He delivered the State of Real Estate Address at the 2017 Indianapolis Board of Realtors Annual Meeting.

"We are eager to have Kevin join our team. He will immediately take over company leadership duties. His prior experience will serve him well in this new role. We also thank Tim Monger for his excellent service as interim President, as he returns to his role as Senior VP, RESOURCE Incentives and Location Advisors," said Sam Smith, Chairman.

Scannell Properties Hit Major Milestone with First Land Acquisition in Germany

Scannell Properties today announced a key milestone in its European expansion plans with its first development



land in Germany.

The 37 acre site in Kitzingen is centrally located and well-connected to many cities in Germany and more widely across Europe. The site forms part of an existing industrial zone and Scannell Properties is proposing to develop a number of high quality industrial and logistics units, ranging in sizes from 25,000 to 269,000 SF. Permission has also been granted to build high-bay warehouses. Scannell has already started marketing the development to occupiers and is open to inquiries for build-to-suit facilities.

UPCOMING EVENTS

IU Real Estate Chicago Alumni Dinner

April 3rd

Invitation Only. Details TBA.

IU Real Estate Alumni & Friends Dinner

April 30th

Newfields in Indianapolis

Sponsorships & Tables Available.

Registration Required. Details TBA.

IU Real Estate Alumni Network Golf Outing

May 1st

Details TBA.

IU Real Estate Fall Luncheon Features Spencer Levy Real Estate Update



Spencer Levy, Chairman of Americas Research and Senior Economic Advisor for CBRE.

Spencer Levy, Chairman of Americas Research and Senior Economic Advisor for CBRE, took center stage at the IU Real Estate Fall Luncheon held on September 27th at Meridian Hills Country Club in Indianapolis. Levy's engaging presentation, titled *20 Questions*, answered 20 questions on the minds of real estate professionals today, providing a global economic forecast with a focus on where Indianapolis fits in and how the city should position itself for future success. Main emphasis: Talent, infrastructure, and foreign money drive growth. The key takeaway: Continued slower-than-average growth will be the new normal going forward.

Following the luncheon, the Center hosted a real estate career fair. The following 22 companies par-



icipated in the career fair: Ambrose Property Group, Barrington Investment Company, Buckingham Companies, CRESA, Cushman & Wakefield, Duke Realty, Ernst & Young, First Industrial Realty Trust, Green Courte Partners, Herman & Kittle Properties, Hunden Strategic Partners, Invesque, JLL Capital Markets, Kite Realty, KPMG, Magnolia Capital, Marcus & Millichap, Merchants Capital, OneAmerica, RESOURCE Commercial Real Estate, SIMON, and Village Capital Corporation.



Recruiting?

Send internships & jobs to epstauff@indiana.edu

Stanley E. Hunt Real Estate Development Case Competition in Its 12th Year

The twelfth annual Stanley E. Hunt Real Estate Development Case Competition took place at the Virgil T. DeVault Alumni Center on the Bloomington campus in November. Of the many teams that presented development plans for a site in downtown Bloomington in the Real Estate Development & Appraisal class, five teams were chosen to compete in the final competition.

The 2019 Stan Hunt Development Case Competition sites provide excellent locations just north and west of the heart of downtown Bloomington. The sites' lay south of West Eleventh Street, across the street from the ever popular Upland Brewing Company, and are just two blocks west of College Avenue, a primary north/south artery through downtown Bloomington. The sites consist of two acres each and are located in the City of Bloomington's tech park known as The Trades District. The sites are being marketed as The Trades District's Land Sites A (includes Tasus site), B, and C.

Real estate professionals were invited to speak in class throughout the semester to discuss their areas of expertise as they related to the case site. Speakers were: Josh Anderson, Principal, Anderson + Bohlander, LLC; Alison Birge, Senior VP, Development, Village Capital Corporation; Alex Crowley, Director, Economic & Sustainable Development, City



The first place team with case sponsors. From left: Matthew Avila, Chris Reinhart of Cripe, Chad Donohoe, Steve Hardin of Faegre Baker Daniels, Denny Southerland of Cripe, Fred Green of Cripe, Matthew Sollmer, and Drew Hyman.

of Bloomington; Steven D. Hardin, Partner, Faegre Baker Daniels LLP; Dave Harstad, Senior VP & Managing Broker, Colliers International; Terri Porter, Planning Director, City of Bloomington; Chris Reinhart, Director, Sustainability & Research, Cripe; and Craig Von Deylen, President, Deylen Realty.

The first place team, made up of Matthew Avila, Chad Donohoe, Drew Hyman, and Matthew Sollmer, took home the \$1000 prize with their proposal incorporating multifamily with affordable housing, office, retail, and underground parking. The team of Cameron Huard, Scott Levine, and William Macfee placed second, winning \$750. Estefani Alcaraz Quevedo, Celine Park, Mike Petrosinelli, and Patrick Wiley received the third place prize of \$500.

(IU Finalist in UBC-Sauder International Case Competition continued from page 1)

on a real estate case study based on an actual commercial real estate transaction. After making a 15-minute presentation to a panel of judges in the preliminary round, teams were questioned by the panel during a 20-minute Q&A session.

According to team member, Drew Hyman, Commercial Real Estate Workshop President, "The proposed deal was located in Seattle and we, as LP's, were tasked at making a decision on whether our firm should move forward with the development partners to build condominiums, ask them to build apartments instead, or pass on the JV opportunity as a whole. In addition to quantitative analyses, we took various qualitative factors into consideration such as our investment firm's target allocation for Real Estate and the increase in demand for condominiums in Seattle due to a change in Canadian tax policy, pushing foreign investors to the Seattle market."

Teams were judged not only on their investment recommendations, their approach to the problem, and their presentation skills, but also on their ability to answer and respond to direct and probing questions posed by the judges. The top teams in the preliminary round then made their presentations to a second full panel of judges.

Scott Levine, a senior majoring in Finance & Real Estate, said he enjoyed working on the case because it gave them an opportunity to apply concepts from class to a real world example. In addition, he says the case, "forced our team to find the relationships between financial modeling, economics, politics,

demographics, highest and best use, and everything in between to deliver a unique but fluid recommendation that matched our investment criteria."

Coming back for her second year competing in the competition, Jacey Stuckey, a senior co-majoring in Finance & International Studies at Kelley-Indianapolis, said that participating in the competition was a rewarding experience. She also noted that, "an interesting part of the competition was observing how Canadian culture thanks and appreciates the Indigenous people for the permission and use of their land at every event. Their dedication to educating the Indigenous people on how to manage and succeed in Commercial Real Estate was admirable, interesting, and showcased a variety of development projects currently in their pipeline." (More information regarding Canadian Land Acknowledgements can be found [here](#).)



Scott Levine speaking during the presentation. Jacey Stuckey, center, and Drew Hyman, right, in background.



The IU team displaying their award plaque after the competition.

The new Terry Tallen Indiana Football Complex honors Terry, a two time IU football co-captain in 1979 and 1980 and a three time football letterman when the 15th nationally ranked Hoosiers won the 1979 Holiday Bowl Championship, IU's first bowl victory. The gift is the largest ever provided to IU by a former football player and the second largest gift by any IU student athlete.

More than four years in the making, the newly renovated 25,000 square foot complex rivals that of the nation's top football programs. Located in Memorial Stadium, adjacent to the playing surface, the facility includes a dramatic, extensive expansion and renovation of the Trent and Julie Green Locker Room; a new spacious team and recruiting lounge that includes a nutrition center, big screen TVs, video play stations, over-sized leather chairs, ping pong tables and a pool table, equipment room, coaches' locker room, hydrotherapy center, training room, and new branding, photos, and graphics throughout the complex.

The 1979 and 1980 teams were coached by legendary coach Leo Corso. "Coach Corso was an outstanding coach, mentor and through his leadership taught us the importance of integrity, work ethic, having fun and professionalism in sports, business and life. By virtue of Coach Corso's outstanding coaching and inspired leadership, we expected to transform the program, we expected to improve every week, we expected to be nationally ranked and expected to win a Bowl Championship." Tallen said. Terry graduated from the Indiana University Kelley School of Business in 1982 and while earning his degree was also a three-year IU Football letterman.

"Terry was one of the most gifted football players I coached at Indiana University, but he was also a great leader. Terry was a two-time captain for us and captain of our 1979 Holiday Bowl Championship team," said Corso. "Following his graduation from IU, he has been a great leader in the business and real estate world. This gift reinforces Terry's love and commitment to IU Football. I am so proud of Terry that he is still leading by example for Indiana Football 40 years later."

"The correlation of the day-to-day challenges and rigors of being a student athlete and becoming successful in your chosen field are very similar. I owe everything to my family, my teammates, Coach Corso and the great assistant coaches, as a student-athlete and graduate of the Kelley School of Business. IU teaches you that there is a very certain

and specific way to be a professional and a way to go about business and life. The notions of professionalism and integrity are etched into the very fabric of the IU experience."

Tallen also stated, "I am also a firm believer in paying it forward and the Terry Tallen Indiana University Football Complex is an opportunity for me to give something of value back to IU. This is not only about paying it back, it is also intended to be a driving force to further expand and enhance IU's reach in the competitive world of college football recruiting and to motivate student athletes to achieve and pay it forward to our future generations."

Terry has been a loyal, active Indiana University alumnus, giving his time, talent and treasure back to his alma mater. In recognition of his lifetime commitment, he was awarded Indiana University's highest honor for past letter winners, the Z.G. Clevenger Award, in 2016. This honor recognizes lifetime involvement and support for a living I-Man. In 2008, Terry established the Terry Tallen Football Leadership Scholarship given each year to a worthy student athlete who is a team captain and enrolled in the Kelley School of Business. Terry co-chaired the IU Holiday Bowl scholarship fund in 1999 raising \$100,000 for this annual scholarship. Terry is also an IU Real Estate advisory board member and frequent guest lecturer at the Kelley School of Business, a member of the Policy Advisory Board at the University of San Diego's Burnham-Moores Real Estate Studies Program and frequently speaks at real estate investment, athletic and leadership related events and charities.

In 2001, Terry founded Tallen Capital Partners LLC and remains the company's Chairman and CEO. Tallen Capital Partners is a privately held, vertically integrated retail and mixed-use real estate investment and development organization with offices in San Diego, San Francisco Bay Area, and Indianapolis. Terry and his partners will complete the redevelopment of the Rossmoor Shopping Center in Walnut Creek, CA in early 2020. In addition, they are currently in negotiations to entitle and develop a 200-unit luxury market and affordable rate apartment community adjacent to Tallen Capital's Marina Landings Walmart located on the historic Monterey Peninsula. The company is currently seeking joint venture opportunities on the West Coast and in the Mid-Western US.

IU Real Estate Alumni Conference & Dinner Provide Networking and Education to Commercial Real Estate Workshop Students

To kickoff IU Homecoming weekend, the IU Center for Real Estate hosted the third annual Commercial Real Estate Workshop Alumni Conference. Commercial Real Estate Workshop students attended panel discussions focused on Private Equity, Capital Markets, Development, and Entrepreneurship. The event was followed by a dinner later that evening.

Conference panelists included: Tom Peck, Senior VP, Investments, Hageman Group; Dave Keller, Senior Managing Director, JLL; Craig Von Deylen, President, Deylen Realty; Steve Holland, VP, Mortgage Loans, OneAmerica; John Holloway, Senior Leasing & Sales Associate, Veritas Realty; Rich Horn, CEO, Strategic Capital Partners; Corby Thompson, President, Thompson Land Company; Will Kreuzer, Principal, Tartan Realty Group; Matt Gilbert, Founder & Principal, Green Door Capital; Ralph Shiley, Managing Director & Principal, Scannell Properties; Jack Clare, Analyst, Real Estate Equity, Barings; John Philipchuck, CIO, Ancora; Kaily Boyd, Financial Analyst, CBRE; Rob Hunden, President, Hunden Strategic Partners; Rebecca Wells, Senior VP, Investments, Lee & Associates; and Ernest Xi, President, Xi Builders.



The dinner took place in the Indiana Memorial Union Solarium and included a performance by IU's Ladies First a cappella group and a lineup of speakers including Chris Cockerham, Lecturer and leader of the Commercial Real Estate Workshop, who gave a Center update; Dr. Laureen Maines, Executive Associate

Dean of Faculty and Research, who spoke to the group about the Kelley School's most recent initiatives and successes; John Holloway, who gave an update regarding the IU Real Estate Alumni Network; and student leaders from the Kelley-Indianapolis and Bloomington Real Estate Clubs and the Commercial Real Estate Workshop.

Jun Zhu Joins Kelley Faculty as Clinical Assistant Professor



We are happy to welcome [Jun Zhu](#), Visiting Assistant Professor, as affiliated faculty to the Center where she will bring her unique real estate expertise and experience.

Jun will take on the role of Clinical Assistant Professor for the Finance department beginning in August.

Jun earned a Ph.D. in Real Estate Finance at the University of Wisconsin. She worked for many years at the [Urban Institute](#) and at Freddie Mac prior to that. She has many real estate-oriented publications in peer-review journals.

(Director's Update continued from page 1)



Tom Peck

of a course and a fund that will allow our students to invest in actual deals with our alumni and friends. The course will immerse students in the world of real estate private equity while they simultaneously work to source and underwrite deals.

Professor Tom Peck will lead the course and an investment committee of distinguished alums/fund investors will approve the fund's investments.

To be accepted into the fund a student must demonstrate outstanding performance in the classroom, an acceptable level of requisite real estate skill and experience, and meaningful leadership in the IU real estate program. This opportunity and

the demands on our students to achieve it will pull our program to even higher heights. Thus, it will serve the industry well.

Thank you to undergraduate student, Eisenberg Scholar, and IU Real Estate Club President, Patrick Engels for being the impetus for the fund. Thank you to Advisory Board Member and Jeffrey D. Fisher Legacy Award winner Tim Morris for helping develop and promote the concept through the university. Thank you to Advisory Board Member and Real Estate Professor Tom Peck for agreeing to lead the fund. Thank you to Diana Dupree, Executive Director of Development and Alumni Relations, Craig Holden, Finance Department Chair, Idie Kesner, Dean of the Kelley School of Business, and Dan Smith, President of the IU Foundation, for providing their support to make the fund a reality.

(IU Student Named Eisenberg Scholar continued from page 1)

The program is open to six undergraduate and graduate students each year. Students are nominated by their universities and then winners are selected by a panel of judges.

Patrick first became involved with the Eisenberg Foundation as a freshman and is, "honored and grateful to have the opportunity to ... develop strong relationships with my fellow

scholars, attend valuable real estate networking events in the Chicago area, and learn from my Super Mentor and his experiences." In addition, Patrick says that, "The Scholar Program will not only be instrumental in my future real estate career, but also will help me to succeed in life overall."

IU BLOOMINGTON REAL ESTATE CLUB UPDATE

by Patrick Engels, Real Estate Club Co-President

This past fall, with an average of over 130 attendees per meeting, the Real Estate Club enjoyed its most successful semester to date. Experiencing a 30% increase in meeting attendance (as compared to the Spring 2019 semester), club membership was at a substantial all-time high. Even more exciting, with this tremendous increase in quantity came excellent growth in the quality of club meetings and events. We would like to extend a sincere THANK YOU! to our phenomenal guest speakers for this past semester – Steve LaMotte, Rebecca Wells, David Keller, and Nick Kanich, the roster for our Capital Markets Panel; Doug Swain, who spoke on development and shared some valuable perspectives on his career; Elliot Pessis, who gave a fantastic and in-depth presentation on real estate private equity, which included a full walk-through of an example deal; and Jeff Rinkov and Ra’eesa Motala, who discussed the different potential paths available with a career in brokerage. It was a superb collection of speakers and a dynamic mix of topics, and club members grew immensely in real estate knowledge and understanding through the intriguing conversations, insight, and advice that resulted from the presentations.

Outside of club meetings, club members participated in several networking and career programs, including the Fall 2019 IU Real Estate Luncheon and Career Fair, the NAREIM Job Fair, and the Eisenberg Foundation Career Day. These events allowed club members the opportunity to further their relationships and connections within the industry. Additionally, the club was fortunate to listen to a presentation on the new IU Hospital development process, put on by IU Health’s real estate leadership. Furthermore, the club and workshop strengthened their connection through club members sitting in on several workshop events. It is a continued and prime goal of the IU Real Estate Program to provide a holistic experience to IU real estate students by linking the classroom, the club, and the workshop together.

As discussed in the Summer 2019 newsletter, club leadership had high expectations for the Fall 2019 Real Estate Club Development Case Competition. These expectations were easily surpassed. Twenty-seven teams (109 students total) participated in the competition. Their collective real estate knowl-



Guest speaker, Steve LaMotte, speaking to students after a Real Estate Club meeting.



Winning team of the 2019 Real Estate Club Case Competition. From left: Maxwell Mitchell, Nathan Green, Changdo Yim, and Zachary Ashbel.

edge, professionalism, and presentation skills very much impressed the judges. We would like to extend a sincere THANK YOU! to Dave Harstad, Chris Cockerham, Troy Shiley, and Spencer Wierda for judging the case. Congratulations to our case winners: Maxwell Mitchell, Changdo Yim, Zachary Ashbel, and Nathan Green!

The Club is excited for the spring and anticipates another successful semester for the club. Our guest speakers for the Spring 2020 semester will



Guest speaker, Elliot Pessis, with the Club Executive Board.

cover topics focusing on private equity, real estate technology, and institutional investment sales. The club will also have a Young Graduates Panel and a Blackstone Real Estate Portfolio Company Panel. Additionally, the club will continue its "Off-Monday" instructional meetings, which provide more detailed real estate

learning opportunities and case studies for club members. Finally, the club is preparing for several external real estate case competitions, career fairs, and alumni networking events.

Thank you all for your continued support of the Real Estate Club and the overall IU Center for Real Estate Studies. Without your generosity and efforts, none of this success would be possible. We are looking forward to another awesome semester for the Real Estate Club!

FALL 2019 GUEST SPEAKERS

CAPITAL MARKETS PANEL

Steve LaMotte, Exec. VP, Institutional Properties/Multifamily, CBRE

Rebecca Wells, Sr. VP, Investment Sales, Lee & Associates

David Keller, Sr. Managing Director, HFF

Nick Kanich, Sr. VP, JLL -Chicago

DEVELOPMENT

Douglas Swain, VP, General Manager, Opus Development Co.

INVESTMENT MANAGEMENT/PE

Elliot R. Pessis, Director, Harrison Street

BROKERAGE

Ra'eesa Motala, Associate

Jeff Rinkov, Senior Vice President

Lee & Associates

IU MBA REAL ESTATE CLUB UPDATE

by Charles H. France, Real Estate Club President

The Spring of 2020 has been a great success with IU MBA team at 3rd place in the Realising Returns University Race, Argus Workshop, and RE internship acceptances. We would like to thank all our guest speakers and the wonderful leadership team for all the events and connections in order to make this happen. Following their footsteps, the fall semester will begin with a networking event, providing a common platform for club members to meet executive board members of fellow RE clubs and established Real Estate professionals, Professor Doug McCoy and Professor Tom Peck. Over the course of 2020-2021, events such as 'MBA Careers in Real Estate', featuring a series of MBA Alumni Panels and Industry experts, 'Technology in Real Estate', and a two part career opportunity session – 'RE - Indiana' and 'RE - International' to provide the diverse class of MBA's, opportunities on both national and a global scale. Additionally, a professional development workshop series shall run parallel to the information sessions to better equip Kelley's with all the necessary tools and skills to accomplish their desired goals in the field.

The club runs on a peer-to-peer feedback process, where in, current and former club members will have a chance to direct the club resources in a direction that will be more efficient. Finally, the club will also work in collaboration with other MBA clubs to provide an in-depth knowledge of the industry to its members, in terms of efficiency, leadership and effectiveness of all the events. The Kelley MBA RE Club looks forward to another great year ahead to offer all the support and guidance to the future leaders in real estate.



COMMERCIAL REAL ESTATE WORKSHOP UPDATE

By Stefan Gucinski

Following an active fall semester at the Kelley School, IU's 2019-2020 Commercial Real Estate Workshop class has much to show for their efforts. Starting off the school year running, the group embarked on their annual Chicago Trip in August visiting ten firms specializing in various areas of the real estate industry. Workshop members were given the opportunity to gain exposure to the structure and industry dynamics of commercial real estate as well as learn from the experiences of seasoned professionals. The Workshop Executive Board would like to express their gratitude to this year's hosting firms: Harrison Street Real Estate Capital, KPMG, JLL, EY, M3 Capital Partners, CA Ventures, Walton Street Capital, Blue Vista Capital Management, CBRE, and Sterling Bay.

In addition to the program's rigorous weekly case-based curriculum where students analyze, prepare,



and pitch deals to industry professionals, leadership has recently placed increased emphasis on developing real estate modeling and underwriting skills. Equipped with real world knowledge and technical skills, members have found remarkable success with internship placement for this upcoming summer.



Hiring firms include JP Morgan Asset Management, Evercore, Barings Investment Management, PGIM Real Estate Finance, Regions Bank, LivCor, Cushman & Wakefield, Redwood Trust, Plante Moran, KPMG,

PWC and others. Strong career placement, a concerted effort from our Real Estate Club, and guidance from IU's Center for Real Estate has spurred an increased interest in our program as a whole. Focusing on senior mentorship and alumni involvement we look forward to further developing our program creating a better pipeline to the real estate industry for our students.

Welcome New Dallas Coordinator, Asher Hall



Asher Hall will serve as IU Real Estate Alumni Coordinator, starting up a new group in Dallas, TX. If you are in the Dallas area or are interested in the market, please reach out to Asher at ahall@ipausa.co.

Asher is an associate for Institutional Property Advisors (IPA), focusing on multifamily transactions throughout the Dallas/Fort Worth metroplex.

Prior to joining IPA, Asher worked in the start-up ride-sharing space, gaining his company national recognition. He stepped away to focus on real estate, while his co-founders have gone on to raise various rounds of seed funding, been featured in Forbes, and accepted into the world-renowned Y-Combinator incubator. Since joining IPA in the fall of 2019, Asher has been involved in over \$200 million of multifamily sales.

Asher holds a BS in informatics with a specialization in technology innovation from Indiana University. He is a licensed real estate salesperson in Texas.

Jared Rubin Takes on Chicago Co-Coordinator Role



With robust membership and a full schedule, the Chicago Network has gained a capable and enthusiastic Co-Coordinator in Jared Rubin.

Jared is an associate with Shapack Partners, a multi-asset class developer in Chicago. His main responsibilities include the evaluation, structuring and due diligence of acquisitions as well as asset Management of Shapack Partners portfolio assets.

Prior to joining Shapack Partners in 2017, Jared worked at KPMG as an associate in the Real Estate Valuation group focusing on the valuation of various property types including retail, hospitality, multifamily, industrial and more.

Jared graduated from the Kelley School of Business at Indiana University with a BS in Finance-Real Estate in 2015. He is originally from Cleveland and has lived in Chicago since graduation.

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Los Angeles Group Co-Hosts LA Stadium Preview Event

In conjunction with the Indiana University Alumni Association, the LA IU Real Estate Alumni Network, under the direction of Paul Davidovac, co-hosted a VIP experience and preview of the new LA Stadium in late July.

Special guests, Andrew Turf, Senior VP of CBRE, and Bob Healy, Senior Vice President at CBRE, gave an overview of the real estate advancements of the project.



Bob Healy, left, and Andrew Turf speaking at the event.

New York Alumni Network to Host Upcoming Event



Ashley Jeshiva

The NYC Chapter of the IU Real Estate Alumni Network will host an evening of IU basketball and networking on Wednesday, March 4th at 7 pm. The event will take place at Carragher's located at 228 West 39th Street. IU alumni

working in real estate and living the NYC area are invited to attend.

The event is sponsored by Modern Spaces (Ashley (Grebow) Jeshiva) and Cushman & Wakefield (Michael Nemirovsky).

If you'd like to attend, please RSVP via email to [Ashley](#) or [Michael](#).



[Join the
LinkedIn Group
IU Center
for Real Estate](#)

Chicago Alumni Network Hosts Tour of Willis Tower Renovation

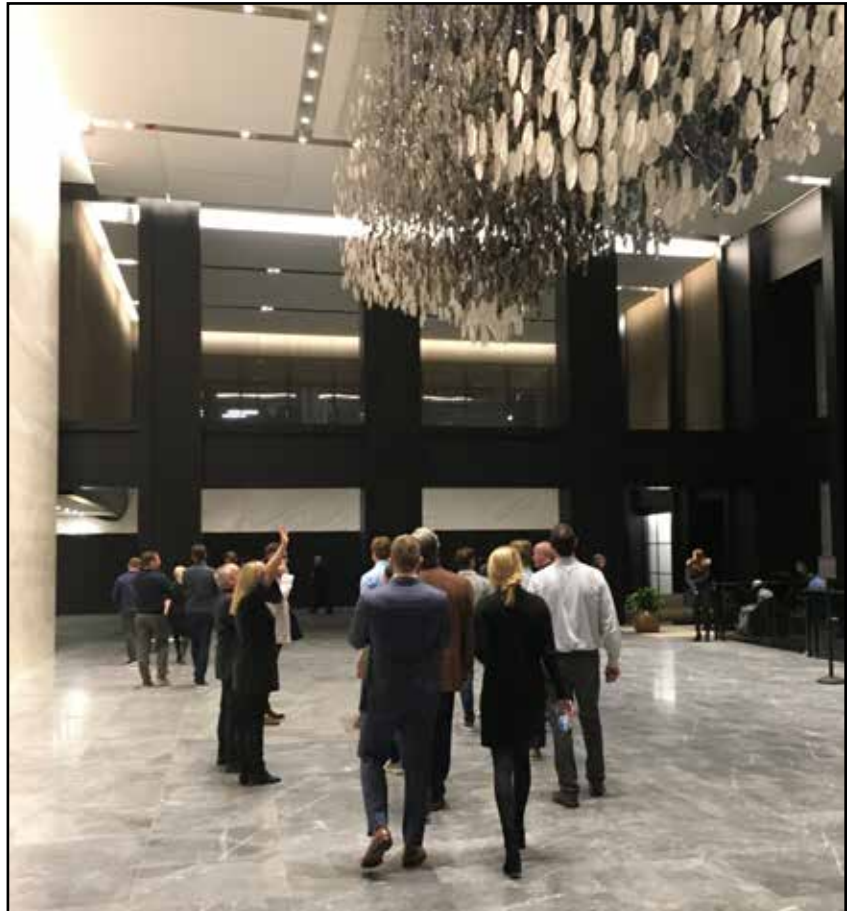
The Chicago Alumni Network hosted an exclusive tour of Willis Tower followed by a networking event in November. EQ Office recently completed a \$500M renovation of the Willis Tower lobby. Designed by Gensler, Catalog is a new 300,000 sf retail and dining complex now open after an extensive two year renovation.

The name is an homage to the building's former namesake tenant, the Sears Roebuck Company, which disrupted retail with its famous mail-order catalog and built the tower back in 1973.

There were about 40 people in attendance at the event, which included a presentation given by EQ Office in their marketing suite where a 3D model of the new entertainment annex, The Catalog, was shown. Attendees broke into three groups to tour the upgraded amenity floors as well as Catalog.

Catalog was conceived as a congregating place for people who live and work in the area as well as tourists headed to the observation deck.

The event ended with a happy hour on one of the amenity floors within the building.





Our Mission: To further the excellence of the IU Real Estate Program by supporting academic excellence, facilitating industry involvement, encouraging life-long relationships, and inspiring impactful service.
Our Vision: To produce a community of outstanding commercial real estate leaders by providing excellence in an integrated educational platform that merges relationships, academics, and practice.

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