The Center for Real Estate is pleased to present our Summer E-Bulletin. We hope that you enjoy this issue which provides a brief report on the Center’s various activities that support our mission of education, research and community outreach.

Welcome New Members

The Center is pleased to welcome Tom Bak of Trammell Crow, Matt Mousavi of Faris Lee, Jeff Kearns of Johnson Capital and Harold Andrews of Sabra Health Care REIT as the newest members of our Advisory Board. The Center would also like to thank John Simonis of Paul Hastings for renewing their gift pledge as a Sustaining Member. Board membership gifts are the main funding source for the Paul Merage School’s comprehensive program in real estate. We appreciate your support and contributions. For more information on supporting our agenda of excellence through becoming an Advisory Board or Sustaining Member, please contact Associate Director Sharon Nakamura-Brown at Sharon.Nakamura@uci.edu or (949) 824-6246.

2012 EVENT HIGHLIGHTS

Encore for Education benefits the John Parker Fellowship Fund 3/29/2012

This past March, Board member Robert Brunswick, through his Buchanan Children’s Charity, succeeded in raising $120,000 at its 2012 Encore for Education rock concert. Held at The Observatory in Santa Ana, Calif., the sold-out event drew more than 800 real estate professionals. The fundraiser featured live performances by multi-platinum and Grammy award winning artists Blues Traveler and the Gin Blossoms. A portion of the proceeds benefited The John Parker Fellowship Fund at the Paul Merage School of Business, which is a newly established endowment that upon fulfillment, will award annual fellowships for students of our real estate program. The John Parker Fellowship Fund will create a meaningful legacy that honors the late John Parker’s vision and generous efforts to support real estate education at UCI. If you would like to learn more about or contribute towards the John Parker Fellowship Fund, please contact Sharon Nakamura-Brown at 949.824.6246.

Spotlight on Alumni: Paul Williamson

Paul Williamson graduated from UCI in 2000 with a Bachelor of Arts degree in history and returned to receive his MBA in 2004. As a student, Williamson gained an ability to analyze complex business problems in organizations and communicate succinct solutions. He deeply believes in the importance of personal relationships in the business world, noting that a good idea is meaningless without credibility between the speaker and the listener. Williamson serves as partner at LWR Properties, a multifamily developer based in Del Mar, Calif. He is the current president of the UCI Real Estate Alumni group and helps organize several educational and social events each year for alumni and students. He is energized by the enthusiasm and creativity of the students and enjoys their openness to new business models, technologies and markets. Williamson highly values the importance of mentoring and believes that it is a great way to help students excel in their careers.

New member of the Center for Real Estate

The Center is pleased to welcome Jeani Pirooz who joined our team in January 2011 as a UCI Temporary Employee and was hired as a Career Employee in February 2012. Jeani plays an important support role in just about everything at the Center. Jeani graduated from Fullerton College – AA in Paralegal Studies, former member of the Board of Directors of the Huntington Beach Community Clinic and was the Leader of the Huntington Beach "TOPS" Club in 2006 and 2011. She has been involved with fundraising for "HomeAid," "OC Working Wardrobes," "Girls Inc." and "Grandparents Grandchildren Connection." Jeani lives in Huntington Beach and has become active in some city politics. She is also very active in her grandchildren’s sports activities.

Spotlight on Guest Lecturer: 5/21/2012

Emile Haddad, president of Five Point Communities and Center Advisory Board member recently made a guest appearance at Professor Kerry Vandell’s Introduction to the Real Estate Process course, a class that provides students with a working knowledge of the real estate market. This class features a hands-on approach to the analysis of real estate investment opportunities, backed by insightful case study presentations delivered by several professionals of the real estate community. Haddad shared valuable business insights shared numerous lessons from his experiences in real estate in an interactive exchange with students.

Quick Links

Welcome New Members
2012 EVENT HIGHLIGHTS
Events
Real Estate Breakfast Series #3
"Current Markets and Policy Implications to the Real Estate Recovery” presented by: Kerry D. Vandell, Dean’s Professor of Finance & Center Director
7:30 pm to 9:00 pm at the University Club (new location)
Day in the Life
UCI Campus – For Students
ICSC Career Panel
UCI Campus – For Students
Center for Real Estate Open House
UCI Campus – For Students and Alumni
Breakfast Meeting #1
The Pacific Club, Newport Beach
Real Estate Awards Luncheon
Information to be announced.
Please visit our website at www.merage.uci.edu/GO/CRE for updates on our calendar of events.
Spotlight on Guest Lecturer: 4/25/2012

John Garrett, Esq., and partner of Garrett DeFrenza Stiepel and Center Advisory Board member, and Patrick Strader of Starpointe Ventures addressed students in adjunct professor Tim Strader Sr.’s Seminar in Management of the Real Estate Enterprise course. Garrett shared several insights on managing today’s real estate legal affairs and Strader added to this discussion by sharing his expertise on working with local governments to process and approve real estate projects through the public sector. The Seminar in Management of the Real Estate Enterprise course teaches students about current and relevant issues beyond the management of the real estate enterprise and explores aspects of decision making focused upon strategic objectives.

Spotlight on Guest Lecturer: 5/14/2012

Pacific Life Real Estate Division’s Michael S. Robb, executive vice president, and Alex J. Rapoport, senior loan officer and Merage alumnus appeared as guest lecturers at Professor Kerry Vandell’s Introduction to the Real Estate Process course at the Merage School of Business. These executives discussed their everyday work experiences and shared examples on the practical application of classroom lessons in the analysis of their real estate projects. Introduction to the Real Estate Process provides students with a working knowledge of the real estate market and features a hands-on approach to the analysis of real estate investment opportunities, along with case study presentations by several professionals in the real estate community.

Discounted Cash Flow Modeling Seminar: A Supplemental Course for Real Estate Students

This spring quarter, Center for Real Estate friend Tim Geiman, presented an important supplemental seminar that trained Merage real estate students on the principles of discounted cash flow modeling. This seminar was organized this year by MREA student leader, Chris Tipre. Geiman was a former assistant adjunct professor at New York University's Shack Real Estate Institute. Students were exposed to a variety of important financial modeling techniques used in the underwriting and analysis of real estate. Additionally, they were provided with an introduction to ARGISSE DCF software, a financial modeling tool used universally throughout the commercial real estate industry.

"Day on the Job" – Arch Bay Capital 4/19/2012

Senior executives at Arch Bay Capital welcomed approximately 20 MBA and Law students this past April as a part of the Merage Real Estate Association’s "Day on the Job" series. The students were given the opportunity to meet Gene Clark, general counsel and advisory board member for the Center, Tim Gann, chief administrative officer/chief technology officer and Brian Norton, executive vice president/chief operating officer. The event gave students an inside look at the management and operations of an entrepreneurial real estate company and were exposed to various career options in the residential real estate marketplace.

Annual Spring Board Members Meeting 5/2/2012

The Center hosted approximately 125 advisory board members and special guests at its 2012 Annual Spring Board Members Meeting which took place at Big Canyon Country Club in Newport Beach. The meeting commenced with an important School and Center budgetary and program update, followed by 2 industry panels about the residential and real estate investment trust markets, and an informative exchange of rapid-fire dialogue among all participants on a wide range of business issues affecting real estate companies today. The meeting concluded with a dinner program featuring a tribute to the late Bob Campbell and an expert panel presentation from California Strategies, LLC that provided stunning commentary on today’s State and Federal political events, legislative changes and their implications on real estate capital providers, developers and owners. Special thanks to Doug Holle, Bob Hamilton, Gene Clark, Robert Brunswick, Adam Markman and Watty Watson for their important role as organizers of this exclusive annual event.

Special Luncheon Event: 3/1/2012

The Center hosted special guest speaker Frank E. Nothaft, chief economist for Freddie Mac at the Executive Commons at The Paul Merage School of Business who provided a presentation on the Freddie Mac’s current activities as well as a timely update on the US housing and the mortgage markets. Approximately 125 board members, guests, alumni and students attended this special luncheon. Please click here to read more about this event.

"Day on the Job" – AEG Staples Center 5/16/2012

Merage students were welcomed to the corporate offices of AEG Staples Center for a unique “Day on the Job” event organized by MREA student leader, Bruce Kazdjour. Hosted by Shelby Jordan, the company’s director of finance, students were provided with a tour through all of the properties that comprise the Staples Center complex, including the Ritz Carlton and Marriott Hotel.
hotels, and explained the many and varied hurdles AEG overcame in the development of a world class entertainment venue. The event focused on teaching students key problem solving skills from the viewpoint of commercial real estate investors. Students also learned the different strategies employed to generate revenue across several types of commercial properties. AEG shared the complex revenue model for the Staples Center, one that goes well beyond creating revenue through increased occupancy, and explained how they designed an out-of-the-box campaign to secure advertising based on development locations.

“Day on the Job” – Shea Properties 3/2/2012
Merage students enjoyed a “Day on the Job” event at the Aliso Viejo office of Shea Properties organized by MREA student leader Chad Pit. Hosted by Scott McKeon, an executive at the company, students were provided with an overview of the company's strong background in developing residential, multifamily and retail properties. McKeon shared recent development projects with the students and discussed the struggles and triumphs the company has faced over the years. At the conclusion of the event participants were given the opportunity to meet several key company professionals, including the company’s CFO and team members from the multifamily development and land acquisition divisions.

“LA vs. OC: Which Economy is in the Lead?” NAIOP SoCal Event featuring Center for Real Estate expertise 4/24/2012
In April, Kerry Vandell, Deans professor of finance and Center for Real Estate director, and Richard Green, professor, director and chair of the USC Lusk Center for Real Estate hosted the “market-to-market match-up” at the JW Marriott at LA Live. According to Green and Vandell, Orange County's overall economy is performing slightly better than Los Angeles at present, due primarily to entrepreneurial business growth. Additionally, it was reported that Los Angeles had the higher year-over-year job increase in the professional and business service industries, while Orange County showed a higher year-over-year increase in leisure and hospitality employment. Lastly, the presenters shared that Orange County has the higher potential in office rent growth over the next six years.

UCI REA Baseball Event at Newkirk Pavilion 5/15/2012
On 5/15/2012, The UCI Real Estate Alumni and the Center for Real Estate hosted approximately 25 real estate students and alumni for “An Evening of Baseball” at Newkirk Pavilion at UCI Anteater Ball Park. The Anteaters hosted the University of San Diego Toreros and rallied to trim a four-run deficit to one but fell short, losing the game.

Upcoming Events & Activities

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<tr>
<th>Date</th>
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<tr>
<td>June 20, 2012</td>
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