

# CENTER FOR REAL ESTATE

Winter Electronic Bulletin 2011

The Center for Real Estate is pleased to present our Winter 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.

## Quick Links

### Welcome New Members

**Real Estate Awards Luncheon Honors John O'Donnell**

**Second Annual Alumni Golf Tournament Drives Proceeds**

**CRE sponsors "Real Estate Day in the Life"**

**MBA Students Learn the Valuation Process at Argus Training Seminar**

**UCI CRE Team Competes in 9<sup>th</sup> Annual ULI-Hines Design Competition**

**Executive Mentorship Program Reaches New Heights**

**Buchanan Street's Brunswick Teaches Undergrad Real Estate Course**

**CREW U Event Helps Students Explore The Real Estate Industry**

**CRE-NAIOP SoCal Fellowship**

**Real Estate Breakfast Series: Who's Buying in OC?**

**Real Estate Breakfast Series: What are Corporate America's Needs in 2011?**

**Alumni Spotlight: Brian Gross**

**Kerry Vandell "Spreads the Word"**

## Events

Spring Board Members Meeting & Symposium: The Resort at Pelican Hill, Newport Coast, CA  
March 3-4

"Day on the Job" Student event at Hines, Irvine, CA  
April 15

Breakfast Series Meeting III: Pacific Club, Newport Beach, CA  
May 25

## Welcome New Members



The Center welcomes Bob Thiergartner, Rick Hausman, Arch Bay Capital's Gene Clark, US Bank's Scott McPherson and ORION Partner's Jay Carnahan as the newest additions to the Center's Advisory Board. Additionally, as the Center endeavors to renew member pledges, we would like to take the opportunity to recognize Peter Kompaniez (member since 2007) and Mark IV's Paul Cate (member since 2007), for their renewed pledge commitments. Membership gifts provide critical funding for the Center and its activities. The School is in the middle of a critical campaign drive giving member's the opportunity to renew their pledges for the next five years in support of the Center's continued development. For more information on becoming a board member or renewing your expiring pledge, please contact Associate Director Sharon Nakamura-Brown at [sharon.nakamura@uci.edu](mailto:sharon.nakamura@uci.edu) or 949-824-6246.

## Real Estate Awards Luncheon Honors John O'Donnell



The Center annually recognizes real estate professionals at its Real Estate Awards Luncheon who have either made an indelible mark on the industry or are at the crossroads of shaping its future. This year a crowd of more than 500 attendees joined us to honor John O'Donnell, founder and Chairman of the O'Donnell Group, with a Lifetime Achievement Award for his far reaching contributions in real estate. Additional honorees included Greg Merage, CEO of Stoneridge Capital Partners as the Rising Star Award winner and Bob Campbell, Chairman and Co-Founder of CT Realty as our Power-Packed Philanthropist. Peter Ueberroth of the Contrarian Group served as the program's guest keynote speaker. Please [CLICK HERE](#) to view our Lifetime Achievement and Rising Star videos.

## Second Annual Alumni Golf Tournament Drives Proceeds

The second annual UCI Real Estate Alumni Golf Tournament was held on October 7th, 2010 at the Tijeras Creek Gold Club in Rancho Santa Margarita. The Southern California autumn weather again yielded ideal golfing conditions for the 10 foursomes participating in the event. Special thanks to our partners, the Tijeras Creek Golf Club, Pacific

Allen Matkins/CRE 2<sup>nd</sup> Annual Orange County Business Leaders Survey Event  
June 1

Please visit our website at [www.merage.uci.edu/GO/CRE](http://www.merage.uci.edu/GO/CRE) for updates on our calendar of events.



Life and sponsors Davis Partners, Buchanan Street Partners, Waronzo Associates, First American Title, and the Charter Realty Investor Society, for raising money for both the UCIREA and our community partner, the Building Block Foundation Fund.

---

## CRE sponsors "Real Estate Day in the Life"



On October 10, 2010, the Center organized a panel of seasoned professionals from the community to speak to first and second year FEMBA and FTMBA students about their real estate careers. It took place in the evening at the Paul Merage Business School and featured Gene Clark, COO of Archbay Capital, Gloria Gil, UC Regents Real Estate Investments, Tom Sherlock, Talonvest and Rachid Chamtieh, Deloitte Real Estate Services. Approximately 25 students attended.

---

## MBA Students Learn the Valuation Process at Argus Training Seminar



On Saturday, October 23, 18 MBA candidates received an in-depth look at the real estate valuation process using ARGUS, the industry's leading software platform. Led by instructor Dave Otis, the ARGUS Valuation DCF workshop guided students through the creation of a detailed valuation model. Assuming the role of an industry analyst, students evaluated revenues, reimbursement and non-reimbursement expenses, capital expenditures, general vacancy and credit loss, marketing leasing assumptions, rent rolls, yields, reporting and auditing. The five-hour workshop provided students valuable, hands-on training in the real world valuation of real estate.

---

## UCI CRE Team Competes in 9<sup>th</sup> Annual ULI-Hines Design Competition



2010 marked the second year the Center sponsored a student team to compete in the [ULI-Gerald D. Hines Student Urban Design Competition](#). This prestigious national competition invites graduate student teams to collaborate across multiple disciplines in the design of a responsible urban land-use project. The Center fielded a team of 5 students in the disciplines of real estate, urban planning, architecture and urban design. Congratulations to UC Irvine Paul Merage MBA students Clayton Williams and Zach Michelson and UC Irvine School of Public Policy MURP students Sara Quiggle, Sunny Yi and Elaine Xue!

---

## Executive Mentorship Program Reaches New Heights



The Executive Mentorship Program is dedicated to providing graduate students with the technical and leadership skills needed to succeed in real estate. This year, the program continues to reach new milestones, pairing protégées with mentors from some of the region's most esteemed companies, including Deloitte, The Bascom Group, LBA Realty, Stoneridge Capital Partners and Pacific Life. Mentors and protégés meet monthly and participate in three great events on campus, including the Program Kick-Off event in November, the Mid-Point Mixer in March and the Appreciation Breakfast in May. Mentors and protégées also gain access to the the Merage School Distinguished Speaker Series events free of charge. Our mentors take an active role in the development of the industry's next generation of leaders, and we are grateful for their contributions. For more information about the Real Estate Mentoring Program or to become a real estate mentor, please contact Jeani Pirooz at 949.824.1472.

## Buchanan Street's Brunswick Teaches Undergrad Real Estate Course



Undergraduates are receiving a stimulating introduction to commercial real estate during the Winter Quarter from Robert Brunswick, Chairman, CEO and founder of Buchanan Street Partners. Brunswick is teaching the newest undergraduate real estate course at UCI: Introduction to the Commercial Real Estate Process. The course offers a practical and comprehensive overview of commercial real estate, covering development, finance, investment, asset management and brokerage. Compelling lectures, active class participation, group projects and guest lectures from some of the industry's most highly regarded real estate professionals shape the curriculum. As one of Orange County's foremost real estate professionals and entrepreneurs, Brunswick will use his depth of experience and relationships to give students an engaging and interactive introduction to commercial real estate.

## CREW U Event Helps Students Explore The Real Estate Industry



The CREW (Commercial Real Estate Women) Network is dedicated to promoting professional excellence among women in the commercial real estate industry. On November 18, an audience of Merage undergraduate business administration majors received a firsthand look at the successful real estate programs sponsored by CREW at the CREW U roundtable event. A panel of real estate professionals from Donahue Schriber, Sperry Van Ness, First American, Squar/Milner, ELLS CPAs, Wells Fargo, Deutsche Bank, Sares-Regis and The Irvine Company helped students explore various disciplines within the commercial real estate industry. Areas covered included brokerage, title insurance, tax & accounting, lending and property management. Students were left with a much broader understanding of commercial real estate, and the CREW panelists were impressed with quality of our students. Special thanks to our participants, sponsors and organizers for a successful and informative event.

## CRE-NAIOP SoCal Fellowship



The prestigious CRE-NAIOP SoCal Fellowship is a collaboration of the Center and NAIOP SoCal to help develop today's students into tomorrow's industry leaders. Matthew Ottesen is this year's recipient of the 2010-2011 CRE-NAIOP Fellowship. Matthew will receive a tuition award of \$7,500 and will have the opportunity to become an intern at a NAIOP SoCal member company. We are especially thankful for the commitment of NAIOP and Tom Sherlock, President of NAIOP SoCal, in supporting the Center's important student development and recruitment efforts and making this fellowship a reality

## Real Estate Breakfast Series: Who's Buying in OC?



A recent surge in investment activity in the second half of 2010 portends well for the Orange County investment market...finally! We met with some of the market's most active investors to explore which factors are contributing to renewed investor confidence at our October 20 Breakfast Series event. Moderator Steve Silk of Eastdil Secured and panelists Steve Briggs of LBA Realty, Michael Kane of CBRE Investors, Robert Murray of the Praedium Group and Wil Smith of Greenlaw Partners discussed the motivations and strategies behind recent investments in the Orange County market.

## Real Estate Breakfast Series: What are Corporate America's Needs in 2011?



The New Year brings a number of new questions surrounding the real estate needs of Corporate America. After two years of stagnant growth, will 2011 be a year of improvement? Is an increase in hiring on the horizon? What types of workspaces best accommodate an increasingly mobile workforce? Moderator William H. Flaherty of the Irvine Company and panelists Tim Conlon of Toyota Financial Services, Elise Luckham of First American, Rock Macke of Resources Global Professionals and Stephane Wandel of Boeing addressed these pressing questions and shared their insights about the California business climate on January 19 as the Center's Real Estate Breakfast Series kicked off an exciting new year. Our thanks to Haskell & White and Irvine Company Office Properties for serving as 2010-2011 Breakfast Series Benefactors and helping us put on these outstanding events.

## Alumni Spotlight: Brian Gross

Brian Gross (Merage 04) is dedicated to making significant contributions to his industry, community and alma mater. He currently serves as co-chair, with Josh Needle (Merage 10), of the UCI Real Estate Alumni Association. In this position, he leads a group of motivated Merage alumni who work to bring together students, alumni, and other industry professionals through a series of networking events, including the annual golf tournament in



October. The group also has a strong commitment to social service, with a portion of all event proceeds donated to the Building Block Foundation Fund.

Brian is an Associate at Waronzof Associates, a real estate consulting and advisory firm located in El Segundo, CA where he consults in the fields of economic development and real estate valuation, linking property-level economic performance with the economic effects of local land use decisions.

Brian's assignments include a broad scope of feasibility studies and performance assessments, and a wide range of real estate valuation and advisory assignments, including property and portfolio valuation, arbitration, and economic damage engagements. We congratulate Brian for his accomplishments within his industry and at the Merage School of Business.

---

## Kerry Vandell "Spreads the Word"



The last several months have been busy ones for Center Director Kerry Vandell. Last fall he was called to Washington twice to attend the Conference on the Future of Freddie Mac and Fannie Mae and serve as a member of a policy group looking at implications on Freddie and Fannie's affordable housing mission. Later he was called back for a dinner and roundtable discussion hosted by Assistant Treasury Secretary Jeff Goldstein to offer policy recommendations in a number of areas relating to the restructuring of the mortgage giants. Fall and winter also saw a number of other talks, including a Keynote Address to Ernst & Young's national private REIT CFO meeting in San Diego, presentation of his recent research on the impact of the structure of tax rules on development activity at the annual Urban Research Symposium hosted this year at USC, participation in an economics panel at IMN's annual Private Equity Conference in Laguna Beach, a perspective on the state of the current macroeconomy to BOMA's national advisory council in Sonoma, a pair of housing and economic policy debates with Congressmen John Campbell and Ed Royce, a keynote address to the fall WISE Conference, and a presentation before the Annual Meetings of the National Multi Housing Council in Palm Springs on the expected recovery of the apartment market. At each stop, he took the opportunity to advertise the opportunities available for professionals and students to engage with the Real Estate Center and UCI's world class real estate program.

---

## Upcoming Events & Activities:

<b>March 3-4:</b>	Spring Board Members Meeting & Symposium: The Resort at Pelican Hill, Newport Coast , CA
<b>April:</b>	"Day on the Job" Student event at Hines, Irvine, CA
<b>May 27:</b>	Breakfast Series Meeting III: Pacific Club, Newport Beach, CA
<b>June 1:</b>	Allen Matkins/CRE 2 <sup>nd</sup> Annual Orange County Business Leaders Survey Event

