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Marquette's ACRE program adds continuing education focus
Associates in Commercial Real Estate welcomes back 11 past participants

Marquette University's Milwaukee Associates in Commercial Real Estate (ACRE), an industry-supported initiative that recruits and trains minorities for professional careers in commercial real estate, is bringing back 11 past participants for continuing education and mentorship. They and 17 new students comprise the program's fifth class and the first that is part of the university's newly launched Center for Real Estate.

"We wanted to re-engage past participants to provide them a continuing education experience that would help them with existing or future development projects," said Nicole Truog, ACRE administrator and associate director of the Center for Real Estate. "These individuals will also serve as valuable mentors to the new group of students as they work together on researching potential developments and preparing development proposals."

The 26-week class uses a formal curriculum and focuses on networking events and case studies. Next spring, the 30 students will present development proposals to industry professionals.

This year's class will be taught by Chris Laurent and Bob Lemke. Laurent, Wisconsin market president at Gorman & Company, will be teaching commercial real estate development fundamentals and will use a live case study of the Gorman Brewery project as an applied learning experience. Lemke, a consultant for Local Initiative Support Corporation (LISC) Milwaukee, will lead class discussions on applying commercial real estate knowledge to a series of Milwaukee-based projects.

Typical ACRE students have some college training and several years of business experience. Students are selected from a pool of applicants through a rigorous process of screening, testing and interviewing. Students must have completed a high school education; they must also exhibit

proficient knowledge of Microsoft Excel, possess adequate verbal and math skills, and demonstrate interest in pursuing commercial real estate or commercial real estate investment as a career.

According to Truog, students are selected based on their likelihood of being successful in the commercial real estate industry after completing the ACRE curriculum.

“The ACRE model was developed on the premise that access to the commercial real estate industry is often achieved through informal networks – family, friends and colleagues,” Truog said. “Without such connections, entry into the field is difficult. ACRE extends these networks to its students through education, networking, and applied project-based training and mentorship.”

Housed in Marquette’s College of Business Administration, ACRE operates under the Center for Real Estate through a three-year, \$105,000 gift from Mandel Group, a Milwaukee-based commercial real estate company.