

The Marquette University Real Estate Program

Building Real Estate Professionals



Calendar of events

- May 20, 2007—Marquette University Graduation
- June 27, 2007—ACRE Application to be distributed
- August 6, 2007—ACRE Applications Due
- September 26, 2007—Kick-off event for the ACRE Class of 2008
- November 6-7, 2007—William Poole, President, Federal Reserve Bank of St. Louis

Inside this issue:

- Sam Zell Meets with Real Estate Club 2
- Mandel Group Funds ACRE Program 2
- Federal Reserve Senior Economist Joins Faculty 3
- Program Contact Information 4

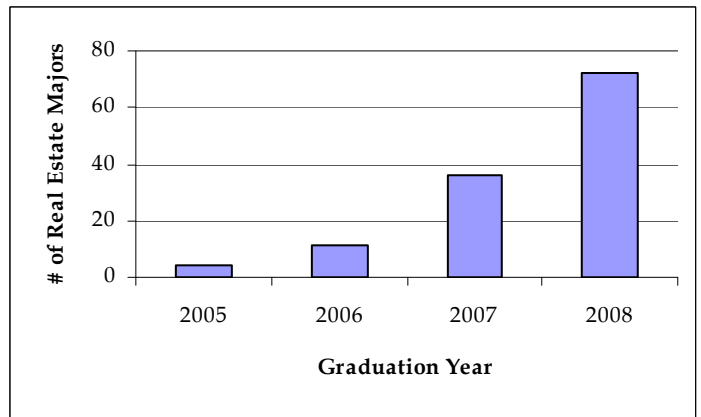
Real Estate Program Takes Off

The undergraduate major in Real Estate has taken off with 36 expected to graduate this week. According to Joseph Terrian, Assistant Dean of Undergraduate Programs, the program also has 72 seniors and 35 juniors who have declared real estate as their major graduating in 2008 and 2009. More junior class business majors are expected to declare Real Estate as their major next year. The Real Estate Program will be the fourth or fifth most popular major in the College of Business Administration if enrollment trends continue (behind Finance, Marketing, Accounting, and International Business). To accommodate the dramatic growth in Real Estate majors, a second faculty member, Anthony Pennington-Cross, with real estate expertise

was added to the faculty (please see the story on Dr. Pennington-Cross on page three). Along with the able-bodied assistance of John Lohre and David Krill, who teach as adjunct instructors in the Program, over 220 students enrolled in real estate courses in the 2006-07 academic year. Additionally, under the leader-

ship of Theron May the Real Estate Club went on numerous site visits that included a trip to Chicago (please see the story on the Real Estate Club activities on page two).

(Continued on page 3)



From the Chair's Corner



Dr. Mark Eppli,
Robert B. Bell Sr., Chair in Real Estate

Welcome to the inaugural Real Estate Center Newsletter. Twice a year we will be sending out a newsletter to you that will include a range of "sound-bite" level information on the real estate program, real estate center, real estate club among other related events of interest. The primary purpose of the letter is to keep you connected. In that effort we have requested directory information from each of you so that we can compile and distribute an annual

alumni, ACRE alumni, and friends of the program directory. We hope that you will find both the newsletters and directory are a helpful means of keeping you connected to both MU and each other. We look forward to hearing from each and every one of you with your thoughts, comments, and future articles.



Sam Zell (center) with member of the Real Estate Club on March 22, 2007

"The primary purpose of the Club activities is to expose the students to the commercial real estate development, investment process, and the people behind it—through guest lectures, site visits, student mentoring, and internship/career placement."



Real Estate Club Trip to Chicago
View from 340 on the Park

Real Estate Club meets with Sam Zell

The Real Estate Club's trip to Chicago started with an hour-long, self-styled discussion with Sam Zell in his conference room where he discussed his real estate investment strategy and recent sale of Equity Office Properties. The sale of Equity Office Properties to the Blackstone Group represented the largest buy-out of a publicly traded company in history, and Sam Zell's personal take from sale was just under one-billion dollars, capital that he used later that same week to announce that he would like to purchase the Tribune Co., which includes the Chicago Tribune and Los Angeles Times newspapers and the Chicago Cubs baseball team.

Early the next morning the students found themselves on the 62nd floor of 340 on the Park, a Related Midwest Development. Without the exterior curtain walls constructed, the students got a truly unobstructed view of Millennium Park and the Chicago Skyline. Don Biernicki of Related Midwest led the tour that included other representatives from Related Midwest the developer, LaSalle Bank the construction lender, and Bovis Lend Lease the general contractor. The two-day trip also found the group on tours in the recently vacated space of the flagship Carson Pirie Scott department store presented

by Joseph Freed and Associates, a discussion of office condos at the Marquette Building led by Pat Caruso of L.J. Sheridan, and an overview of the Trump project by representatives of the Trump Organization; Skidmore, Owings, and Merrill, and Bovis Lend Lease.

The Marquette University Real Estate Club was established in 2006 and has grown to be the largest dues paying student organization in the College of Business Administration in 2007 under the leadership of Theron May. The primary purpose of the Club activities is to expose the students to the commercial real estate development, investment process, and the people behind it—through guest lectures, site visits, student mentoring, and internship/career placement.

The Club has a busy 2007-08 scheduled with numerous planned site visits, a new and improved web page, and other activities. The Club has a website at www.realestateclubmarquette.com where the club can be reached through the "Contact Us" link or more directly at www.realestateclubmarquette@yahoo.com.



The Real Estate Club poses on their tour of 340 on the Park

Real Estate Club Recap

67 Members

Over the past year Club events included:

- Pabst Farm site visit with Peter Bell and others from Pabst Farms
- Commercial brokerage presentation by Apex Commercial
- Department of City Development tour of the City of Milwaukee
- Small Business Times' Brownfield's and Greenbacks conference
- Bayshore Town Center unveiling
- Pabst City "The Brewery" walking tour
- Marquette Circles event in Chicago
- Retail development presentation from Bill Shiel and Norris Eber
- Club social at Joey Buona's
- WCREW networking event with Milwaukee representatives
- Chicago trip
- Marine Terminal Loft site visit with Barry Mandel
- Brewer's game networking event
- The Business Journal Real Estate Awards Presentation
- WCREW tour of Discovery World

Mandel Group to Fund ACRE Program

At the Associates in Commercial Real Estate's (ACRE) graduation ceremony Dr. Mark Eppli announced that the Mandel Group will provide operations funding support for ACRE for the next three years. This six digit commitment by the Mandel Group was met with a standing ovation by all in attendance. Additionally, the Mandel Group along with other partners in the ACRE program are exploring avenues to

broaden and expand the reach of the program.

The goal of ACRE is to increase the diversity of the Milwaukee commercial real estate industry through education, networking, and placement of minorities. After three years and 87 graduates, Milwaukee is beginning to reap the benefits of this program. Numerous internship recipients are working full-time in the indus-

try, while others are creating their own organizations. James Phelps was awarded a full-time position at KBS Construction, Edwindra Crocker is a full-time employee at Continental Properties, and both Leng Lee and Brent Oglesby accepted offers from Irgens Development Partners.

(continued, Page 4)



ACRE Class of 2007

Real Estate Program Gets Federal Reserve Senior Economist

Thanks to the addition of Dr. Anthony Pennington-Cross, an Associate Professor of Finance and Real Estate, the full-time Real Estate faculty has doubled! Dr. Pennington-Cross comes to Marquette University from the St. Louis Federal Reserve where he completed a range of commercial and residential real estate research. Prior to his employment at the St. Louis Fed, Dr. Pennington-Cross worked at the Office of Federal Housing Enterprise Oversight (the Federal agency that generates metropolitan house price indexes as part of their oversight of Fannie Mae and Freddie Mac) and a post-doctorate at Wharton. Dr. Pennington-Cross is a national expert on predatory lending, subprime

loan performance, and cash out refinancing where his research is widely cited in the literature.

Dr. P-C, as the students refer to him, has recently been active in an advisory capacity for several parts of the Federal Reserve System. For example, he has just returned from the Cleveland Federal Reserve Bank where he briefed the president of the Bank, Sandra Pianalto, and other Bank officials on the recent trends and challenges for regulators in the evolving mortgage markets. Additionally, he has analyzed office space demand, REIT performance, and other areas of commercial real estate. Dr. Pennington-Cross completed his BA at Oberlin College in Economics

and received his Ph.D. from The George Washington University in Urban and Regional Economics.

Dr. Pennington-Cross, Carla (his wife), Jesse (his one-year old daughter) moved to the area in August and has just completed his first year teaching in the College of Business Administration. Preliminary student response to his teaching ability has been expressed as nothing less than “awesome.” We thank Dean Shrock, the members of the Finance Faculty, and other faculty and staff for their working in bringing Anthony and his family into the Marquette University family. Please join us in welcoming Anthony and his family to the College and the Milwaukee area.



Dr. Anthony Pennington-Cross, Associate Professor of Finance

Bell Chair Advisors Board of Directors

Thomas Boldt	The Boldt Company
Ralph Hollmon	Milwaukee Urban League
Barry Mandel	Mandel Group, Inc.
Thomas Miotke	The Jansen Group, Inc.
Linda Stewart	North Milwaukee State Bank
Greg Uhen	Eppstein-Uhen Architects
Doug Weas	Weas Development Company
Kristine O'Meara	Irgens Development Partners
James Barry, III	Colliers Barry
William Shiel	Walgreens Co.
James Devine	Newcastle Properties
David Shrock	Marquette University
Robert Greenstreet	University of Wisconsin-Milwaukee

Officers

Peter Bell, Chairman
 Ronald Goergen, Vice Chairman
 Charles Mulcahy, Secretary
 Mark Eppli, Treasurer

Real Estate Program Takes Off (continued)

The success of the Real Estate Program at Marquette University would not be possible without the generous support of the family of Peter P. Bell, who established the Robert B. Bell, Sr., Chair in Real Estate, with the explicit goals of creating an undergraduate major in the field, providing professional leadership in the Milwaukee real estate community, and strengthening the overall academic mission of the College of Business Administration. One way that the Real Estate Program is providing leadership to the Milwaukee real estate community is through the Board Members of the Bell Chair Advisors. The Board is active in advising and guiding the real estate program. We are thankful for the time, effort, and thoughtfulness that the Board has given to the program and Bell Chair (a list of

the Board of Directors is provided in the inset box to the left).

Another way that the Real Estate program is providing leadership is through the Associates in Commercial Real Estate (ACRE) program. Marquette University is the lead institution and education partner along with a long list of Industry, Community, Association, and Foundation partners. The ACRE program is committed to increasing the diversity of the commercial real estate profession and wealth-building through commercial real estate development in Milwaukee's urban areas (please see the ACRE story on page two). In future newsletters we will keep you informed about these and other new initiatives that we are undertaking in commercial real estate at Marquette University.

“The Board is active in advising and guiding the real estate program. We are thankful for the time, effort, and thoughtfulness that the Board has given to the program and Bell Chair.”

The Real Estate Program

Building Real Estate Professionals

David Straz Hall
P.O. Box 1881
Milwaukee, WI 53201-1881

Phone: (414) 288-7946
Fax: (414) 288-1668
E-mail: Christine.Heebner@marquette.edu



Real Estate Program

Mission Statement

Provide the commercial real estate community with innovative, effective, ethically committed (in the Philosophy of St. Ignatius) applied real estate decision-makers through superior teaching, quality research and community outreach.

ACRE (Continued)

Several ACRE alums established two real estate development groups. One Acre LLC is a 2005 ACRE alumni team that includes Raymone Jackson, Edna Abernathy, and Vincent Lyles, who along with Horizon Development Group Inc., recently celebrated the groundbreaking for Granville Heights, a senior living project located on 68th and Brown Deer Road in Milwaukee.

One Acre LLC is also a member of the Wisconsin Housing and Economic Development Authority's (WHEDA) mentor protégé program. This program matches an established developer with an emerging development company. This mentoring relationship helps the new developers to learn the ropes through collaboration on actual projects. A second develop-

ment team includes Melissa Goins and Angela Moragne, both ACRE and WHEDA protégé alums, have also partnered with Horizon Development. In April 2007, they received approval for a 24 unit development using tax credits from WHEDA. This development, Teutonia Gardens, is currently underway and Phase I includes 24 units of housing and 6,000 square feet of retail on the first floor.

ACRE alums, Bell Chair Advisors, and members of the Marquette community congratulate the third cohort of ACRE students on their successful completion of the program as well as their hard work and dedication. Like the first two cohorts, the new graduates have learned from the industry partners, engaged in networking events with major developers,

visited construction sites, and developed the foundation to build their dreams. ACRE will continue to cultivate individuals who will make a difference in the community and who will be able to make Milwaukee a better place to live, work, and play. For more information on the ACRE Program, please visit the website at www.busadm.mu.edu/acre or contact Christine Heebner at (414) 288-7337.



(from the left) Richard Lincoln of Mandel Group, Angela Moragne 2007 ACRE graduate, Michael Finn of Associated Bank, and Jocelyn Azada 2007 ACRE graduate.



(On the left) John Kersey of Towne Investments and Troy Stewart 2007 ACRE graduate