In August the Center for Real Estate hired Andy Hunt, BusAd ’08, as Assistant Director. Andy replaces Nicole Truog and Christine Heebner, who were both instrumental in the growth and establishment of the CRE. We thank them for their efforts. Andy’s primary responsibilities will be interfacing with donors, alumni, students, and the business community to strengthen and enhance the professional outreach and reputation of the Center and real estate program.

Andy graduated from Marquette University’s College of Business Administration in May 2008, majoring in Real Estate and Finance. For the past two years he has been working as a broker in the Minneapolis office of UGL Equis, a tenant representation firm headquartered in Chicago. While at Marquette as an undergraduate student, Andy was a member of the orientation staff, played on the Club Lacrosse team, worked in the Office of Student Development as a leadership programs assistant, and was an active member of the Real Estate Club. In April 2008, Andy was named “Senior of the Year” by the Division of Student Affairs. He is thrilled to be back at Marquette and is excited to be a part of the next chapter of the Center for Real Estate. We are delighted to have his spirit, energy, and knowledge back on campus.

Andy can be reached via phone at 414-288-1746, or by email at andrew.hunt@marquette.edu.

Students Return to Campus

This year more than 1,950 freshmen and 150 transfer students will join the Marquette family, meeting University enrollment expectations and in line with past years’ average enrollment. The College of Business Administration undergraduate freshmen enrollment was 332 students, again in line recent College expectations and recent averages. As students are not required to report their major field of study until their junior year, we do not know how many of these students are real estate majors. The real estate program currently has 82 majors, most of which are juniors and seniors and had 35 real estate majors graduate in 2009-2010.

As many of you know, US News & World Report released their rankings of best colleges and universities, 2011 edition, last week. Marquette University was ranked 75 in the Best National Universities category, moving from 88 in 2010 and 83 in 2009. This ranking places MU in the top 5% of the 1,400 national universities that US News & World Report covers, and in the top 3% of the 2,474 four-year colleges and universities in the United States. Other schools ranked similarly include University of Iowa, Indiana University, BYU, and American University.

Real estate students return to a rich set of fall semester applied commercial real estate class guests, speakers and site visits (more on site visit and guest speakers in the Real Estate Club Update in the next section). In the Commercial Real Estate Development course, Dr. Eppli will be joined by:

- Dan Queenan, President, Central Operations, Trammell Crow
- Peter Bell, President, Pabst Farms, LLC (including a site visit to Pabst Farms)
- James H. Gormley, Foley and Lardner and past President, Village of Whitefish Bay
- Harvey Rabinowitz, SARUP, University of Wisconsin, - Milwaukee
- Tom Kennedy and Julie Ledger, Opus North
Students Return to Campus (Continued)

Similarly John Lohre, in the Real Estate Valuation and Appraisal class, welcomes several guest lecturers as well:
- Suzanne Powers, First Weber Realty
- Professor David Krill
- Jennifer Green, Commercial Realty Advisors
- Bill Burkhart, Skyline Development

The fall semester has Dr. Pennington-Cross teaching three sections of introduction to finance to juniors and seniors.

The goal of the undergraduate real estate program is to have the best commercial real estate learning experience in the country. To achieve that goal we provide students with a range of “live” real estate transactions (with all the bells, whistles, and “hair”), and we include the use of CoStar and Argus in three of our courses to insure that not only are the programs mastered but that the concepts and analysis techniques necessary to use these programs are fully understood.

The Real Estate Club continues to roll

Led by senior President Kevin Stratman, The Real Estate Club (REC) has a full schedule lined up for the fall semester. Supporting the goal of applied commercial real estate learning, the REC has four scheduled site visits including:

- Touring The Point on the River Condominiums with Bob Monnat, chief operating officer, The Mandel Group. The Point on the River is a 147 unit condominium project in receivership located along the Milwaukee River in Milwaukee’s 5th Ward.
- Visiting the commercial and residential development holdings of Ansay Development Corporation. Tours will be led by Mike Ansay (president, A.N. Ansay and Associates) and Neil Tiziani (director of real estate).
- Experiencing a tour at Miron Construction’s corporate headquarters in Neenah, WI. Built as a prototype green development, Theresa Lehman (director, sustainable services), and Klaus Lemke (vice president, Milwaukee operations) will walk students through their LEED-certified building.
- Reviewing the campus master plan and touring the new Eckstein Hall, Law School building at Marquette University, with University Architect Thomas Ganey.

Additional club activities include resume review with Betty Bell, director of marketing and public relations for Pabst Farms, LLC; attendance at the ULI (in Washington, DC) and ICSC (in Las Vegas) national annual meetings; participation in the Eisenberg Foundation Career Day in Chicago; NAIOP National Development Conference (in Orlando, FL); CoStar and Argus training seminars; and numerous social events.
From ACRE Program to TAN (The ACRE Network)

After six successful years of classroom education, professional networking, and industry placement, the Associates in Commercial Real Estate program (ACRE) is making a transition to The ACRE Network (TAN). A transition kickoff event was held on Thursday, August 19. The event was generously hosted by Barry Mandel of The Mandel Group at the University Club Towers. TAN will be partnering with LISC Milwaukee (Local Initiatives Support Corporation) to grow their network and the involvement of minorities in commercial real estate in Milwaukee and the Southeast Wisconsin region. The metamorphosis from ACRE to TAN is a transition from a classroom-based teaching model to a member capacity-building model.

ACRE was founded in 2005, and has had 146 graduates. In its new form, The ACRE Network will replace the in-classroom instruction and curriculum offered through Marquette with a foundation for support and growth of minority real estate professionals in the area. ACRE alums will serve as resources to one another, and establish continuing education and workshops on real estate-related topics. TAN will also support new members interested in more formal training and partnership with like-minded business professionals in Milwaukee. The Center for Real Estate will continue to play an active role in TAN’s continuing education programs and workshops.

Speakers at the event included Ossie Kendrix (ACRE alum and TAN founding member), Barry Mandel (Mandel Group), Dr. Mark Eppli (Bell Chair in Real Estate at Marquette University), and Leo J. Ries (director, LISC Milwaukee). Kendrix welcomed everyone in attendance; Mandel followed, congratulating the ACRE alums on this new venture and encouraging them to track their success in bringing jobs and new projects to the region; Eppli gave a brief history of the ACRE program and its milestones in Milwaukee; and Ries extended a message of support from LISC and their eagerness to partner with TAN.

In case you missed it...

Marquette Announces New President
- Marquette University announced that Father Scott Pilarz, SJ, will be the 23rd president of the university beginning in the summer of 2011. Fr. Pilarz is the current president of the University of Scranton, and is a former professor of English Literature at Georgetown University. He has also served as a member of the Board of Trustees at Marquette for the past several years.
For more information and a video Q&A with Father Pilarz, visit www.marquette.edu/presidentialsearch

Tour and Dedication of New Law Building in August/September
- The Center for Real Estate hosted a tour of the new Ray and Kay Eckstein Hall law building on August 5. The new building is over 200,000 SF on four floors, and features a beautiful glass wall facing downtown Milwaukee and the Marquette interchange. Eckstein Hall was dedicated on September 8, 2010. Along with the Marquette University community, celebrants at the dedication included Archbishop Timothy Dolan, Wisconsin Supreme Court Chief Justice Shirley S. Abrahamson, and United States Supreme Court Justice Antonin Scalia.