



The Indiana Real Estate Professional

Center receives endowment to fund Stanley E. Hunt Case Series; 2018 case winners announced

The Center is honored to announce that the Stanley E. Hunt Real Estate Development Case Competition will continue in perpetuity thanks to a recent gift that will provide an endowment to fund the case series.

Real estate developer Stanley E. Hunt was a big proponent of helping young people in their careers, and he asked nothing in return except that they do the same in the future. Now in its 12th year, the Stanley E.



Steven D. Hardin, Partner, Faegre Baker & Daniels

Hunt Case Series established in his honor provides students enrolled in R440 with highly valuable real-world learning in the area of real estate development.

Steven D. Hardin, Partner at Faegre Baker & Daniels in Indianapolis, and his wife, Judy Hardin, provided the lead gift for the endowment with the following individuals contributing:

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IU finalist in Cornell International Real Estate Case Competition

Indiana University placed fourth in the 10th annual [Cornell International Real Estate Case Competition](#) on November 13th in New York City. IU was represented by Kelly Nelson ('19), Evan Snodgrass ('19), Mauricio Suarez ('19), Jacey Stuckey ('19), Jake Weiskirch ('19), and Vanessa Zhao ('19), along with team alternate, Scott Levine ('20).



The 2018 Cornell Case Competition Team
Top row from left: Mauricio Suarez, Evan Snodgrass, Jake Weiskirch, and Jacey Stuckey. Bottom row from left: Kelly Nelson, Scott Levine, and Vanessa Zhao.

First place went to University of Pennsylvania, second to University of Michigan, third to Villanova University, fifth and sixth place to University of Connecticut and Georgetown University respectively. Twenty-seven undergraduate teams competed for over \$20,000 in prize money. The competition was held at Convene in the Financial District, New York City.

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DIRECTOR'S UPDATE



Doug McCoy, AI & Shary Oak Director of Real Estate

The IU Real Estate Program is experiencing very positive momentum. We see it in record class sizes, excellent placement results, outstanding student leadership, extensive/meaningful industry involvement, and an active national alumni network. With a primary focus on helping our students get to where they want to go, our community

–all involved – is working together effectively to get the job done.

Something that may not be emphasized enough when stating the positive outcomes above is the excellent and complete education we are providing our students. This education inspires and develops the entirety of the person, soft and hard skills, providing them the opportunity to start their career in a highly sought-after position if they are willing to make the effort. The special sauce, in my opinion, is an effective integration of academics and practice that breathes life into the fundamentals by experiencing how they apply in the industry. So how do we do this? By working together, with a case study emphasis, via platforms that connect us, such as the IU Real Estate Club, the Commercial Real Estate Workshop, case competitions, internships, events, and the IU Real Estate National Alumni Network. To use a basketball metaphor (it is the season), our students are learning strategy and how to run plays, which is much more than learning to pass, shoot, and dribble, which we all know isn't enough.

Thank you to all of you for helping to get the job done. Thank you for the top-flight employers that are seeking out our program. Thank you for the excellent students that choose our program. Thank you for their preparedness to sit down for an interview and carry on a conversation at an impressive level. Thank you for your steadfast commitment and generosity. Thank you for helping produce future industry leaders by helping our students get to where they want to go!

ADVISORY BOARD MEMBER NEWS

The Center would like to acknowledge the achievements and share the news of those on our Advisory Board

Professor Emeritus Jeffrey D. Fisher to be keynote speaker at real estate conference

Professor Emeritus and Founder of the IU Center for Real Estate Studies, Jeffrey D. Fisher, Ph.D., will be a keynote speaker at the [Hospitality Finance & Economics Conference](#) taking place in June at Ecole hoteliere de Lausanne University in Switzerland. The special focus of the conference will be "Indices: Their creation, consumption, and challenges." Professor Fisher's talk will specifically address the state of the art in Real Estate Indices for Commercial Real Estate.

Flaherty & Collins breaks ground on The Residences at St. Elizabeths East



Flaherty & Collins Properties and the Anacostia Economic Development Corporation (AEDC) broke ground in late November 2018 on

The Residences at St. Elizabeths East, a \$109 million dollar mixed income housing apartment development in Ward 8 in Washington, D.C. at the site of the former St. Elizabeths Hospital East Campus and within 10 miles of the newly announced Amazon headquarters. The Residences at St. Elizabeths East will consist of a total of 252 units, 202 affordable apartment homes available at 50 percent of the area median income (AMI), and 50 market rate apartment homes, presenting a unique 80 percent affordable, 20 percent market rate, mixed-income product.

HFF appoints senior managing director Ken Martin to co-head Indianapolis office

HFF announces senior managing director Ken Martin has been appointed to co-head the firm's Indianapolis office. Mr. Martin will lead the office's debt and equity placement business alongside senior managing director David Keller.

Mr. Martin has more than 10 years of experience in commercial real estate, having joined HFF's Indianapolis office in 2010. During his tenure with the firm, he has successfully completed more than \$2.1 billion in commercial real estate transactions. Mr. Martin is an active member of NAIOP and is a Certified Commercial Investment Member (CCIM). He holds a Master of Business Administration degree from the University of Georgia and completed his bachelor's degree at Indiana University.

HFF is a global commercial real estate capital markets intermediary and advisor who employs 14 IU graduates in its 26 offices in the US and London. IU represents the fourth-largest university contingent within the company, and the largest for a university located outside the state of Texas.

Glick's Chad Greiwe enters third year as Indianapolis Apartment Association Chairman

The Indiana Apartment Association (IAA), the trade organization that represents more than 230,000 apartment units across the state and advocates on behalf of apartment owners, builders, contractors and property managers, kicked off 2019 with Chad Greiwe in his third year as the chairman of the board of directors. Greiwe is the executive vice president of operations at the Indianapolis-based Gene B. Glick Company.

With Greiwe as chairman, IAA has advanced the multifamily industry in Indiana through increased membership, bolstered programming and legislative advocacy. Looking ahead, Greiwe plans a strategic and solution-oriented approach to some of the challenges facing multifamily housing. One goal is to broaden the industry's employment pool through community agency partnerships and skills training. IAA also plans to focus more on workforce housing and homelessness this year.

Greiwe is a proud alumnus of the Indiana University Kelley School of Business. He joined Glick, one of the largest privately held real estate ownership, development and management firms in the country, in 2008.



Herman & Kittle closes on Vireo Apartments

HKP wrapped up a successful 2018 with the closing of Vireo Apartments in Houston, Texas! This new development is meaningful to HKP for many reasons. First and foremost, as one of the nation's largest production developers of affordable and workforce housing, these 264 apartment homes will fill a big void in the market left from the Hurricane Harvey floods of a few years ago. Thousands of homes were destroyed and Vireo Apartments will provide a brand new affordable home for 264 families, which includes about 750 to 1,000 men, women, and children! This work to provide desperately needed, high-quality affordable homes for so many is in direct alignment with our mission of creating value through real estate.

Vireo is also the first new construction 4% bond deal HKP has closed in Texas. The project will be funded primarily from tax-exempt mortgage revenue bonds and low income tax credits. The multifamily tax-exempt bonds utilize a FNMA Pass-Through Structure called the M.TEB (Multifamily Tax-Exempt-Bond). Regions Bank is the investor limited partner, construction lender, and permanent loan servicer. In addition, this property will be HKP's largest total development cost of over \$50 million!

(continued from page 2)

Hunden Strategic Partners wraps 2018 with transformative multi-billion dollar project in the works

2018 was full of exciting, innovative and complex mixed-use development master feasibility projects across North America for Rob Hunden and his team. Hunden completed a feasibility and impact study of the \$1.4 billion redevelopment plan for downtown Richmond and is still working with the City to navigate the intricacies of the development process.

Another project of note is the feasibility and financial analytics of a downtown business mixed-use district proposed in Jackson, Mississippi. Rob and his team are currently studying a number of large projects, including a riverfront redevelopment in Rockford, Illinois and a master feasibility plan for Eastvale, California. Heading into 2019, HSP is strategizing to expand the breadth and depth of our services as we continue to help communities and cities find their value and uncover their potential for long-term transformation.



Scannell Properties expands logistics & supply chain development into Europe

Indianapolis-based [Scannell Properties](#) is setting up operations overseas with plans to invest in France, Germany, Italy, the Netherlands, Spain and the UK.

Recognizing that Europe’s industrial sector is currently undergoing a structural transformation, driven by the exponential growth of online retail as well as solid fundamentals within traditional industrial sectors, Scannell will develop both build-to-suit and speculative projects and will focus on the rapidly transforming supply chain sector.

A privately-owned development and investment company, Scannell has been in business since 1990 in The U.S. and Canada and has developed over 270 buildings for clients such FedEx, Best Buy, GE, Amazon, American Tire Distributors, Constellation Brands, Nestle, Performance Food Group, General Mills, and many other reputable companies.

Scannell's footprint in the U.S. and Canada is vast. To date, Scannell Properties has developed properties in 44 states and three Canadian provinces, with their business built on developing specialized facilities in Tier I & II markets.

Annual vertical development exceeds \$1 billion.

To help them drive growth in Europe, the company opened an office in London and appointed Amaury Gariel as Managing Director. Based in Europe, Gariel joins Scannell from CBRE where he has spent 23 years.

RESOURCE Commercial Real Estate Incentives Procurement Department offers help to growing businesses

Tim Monger represents clients looking to grow their business through capital investment and new job creation. Tim has procured economic incentives throughout the United States for clients expanding or relocating operations. For clients evaluating multiple locations for their expansion projects Tim provides location analysis services based on the client’s growth strategy and objectives. What attracted Tim to Resource Commercial Real Estate is the company’s entrepreneurial approach to business and focus on providing the best customer service. Tim’s career in economic development includes executive positions in both the public and private sector. He served as the Chief Economic Development Officer in Indianapolis, St. Louis and the State of Indiana. tim.monger@rcre.com

As a Tax & Site Selection Consultant for RESOURCE, Brittany Mann helps companies secure cost savings through the application of tax incentives. Brittany is uniquely qualified to serve RESOURCE clients in this capacity from her time with the Indiana Economic Development Corporation where she helped advise companies on the Hoosier state’s top business climate and make sense of how Indiana’s cost structure compared to fellow Midwestern neighboring states and other national competitors. Prior to the IEDC, Brittany worked in the private sector which equipped her with the business acumen to better serve other for-profit companies. brittany.mann@rcre.com

IU real estate alum to help lead KSM tax reform efforts

Whether owners, developers, or contractors, real estate companies of all varieties are asking the same question: “What does tax reform mean for us?” Katz, Sapper & Miller (KSM), one of Indiana’s largest real estate tax and advisory firms, is working to help answer that question with an IU Center for Real Estate Studies graduate at the helm.



Stephen Schnelker ('10) received a B.S. in finance-real estate from the Kelley School of Business, and went on to receive a J.D., cum laude, from Notre Dame Law School. While at IU, Schnelker was a member of the IU Real Estate Club. Most notably, he was a member of the inaugural Cornell International Real Estate Case Competition team, bringing home second place for IU in 2009.

KSM has charged Schnelker with helping its real estate clients navigate the complexities created by the recently signed Tax Cuts and Jobs Act, a.k.a. tax reform. From changes to Qualified Business Income to the newly created Qualified Opportunity Zones program, Schnelker and his colleagues have their work cut out for them. But with Schnelker’s strong background in analytical research, extensive tax law knowledge, and CRES pedigree, KSM is proud to have him help lead the charge.

(Cornell Case Competition continued from page 1)

The teams competing against IU in their first round were Wisconsin, University of Cambridge, The University of Hong Kong, and The University of Sydney.

Evan Snodgrass, team leader provided the following overview:

Case Summary: The case required our team to act as a money management group, currently managing the Iowa State Teacher Pensions Fund. We were asked to analyze a deal brought forward by a top-performing private equity group and determine whether or not the deal fit ISTP's investment criteria. The property we were analyzing was a 10-story, 300k sf office and retail property in midtown Manhattan. The value-add strategy presented by the private equity firm was heavily focused on bringing rents to market and the potential use for lab space to capture higher rent per square foot.

Team Strategy: Our approach to this case was to present the judges a series of scenarios highlighting the different risks the deal had and how to effectively mitigate those risks. Our analysis included Base, Upside, Downside, and Doomsday scenarios, and their relative probabilities of occurring.

We felt that this approach would showcase to the judges how much thought we put into the analysis, especially considering the risk adverse nature of an insurance company. Additionally, we wanted to ensure that our presentation was incredibly easy to follow and organized. When reflecting on the 2017 case, we felt that one of the biggest areas of improvement would be to simplify a lot of our presentation, and save details for Q/A. Our final conclusion at the end of our analysis was for the pension fund to invest in the deal.

Overall Thoughts: The case required a lot of effort from every member. We had to put in 12 hour work days that weekend, but overall the effort was well worth it. Our approach seemed to have resonated with our first round judges. During the feedback session after our presentation, the judges mentioned that our analysis was solid, our presentation was clear, and our ability to assume the role of a 3rd party manager let them know that we knew exactly



what the case was asking us to do. This meant a lot and considering the level of talent that we were up against in the first round, I could not be more proud of our team.

The case provided an excellent educational experience for the students.

Some of their thoughts regarding participation in the case follow.

SCOTT LEVINE: As the alternate and only junior on the team, I thoroughly enjoyed my time surrounded by these accomplished seniors. I have participated in many case competitions across all business functions. However, this case tested our team's knowledge on real estate, ability to build financial models with many unique nuances, and utilize market research to make decisive decisions on the assumptions we would utilize in these models. In class we learn how to solve for all of these metrics and analyze a property, but the case showed me how a real estate investment would transpire from start to finish. I am fortunate to have been the alternate this year and look forward to building a team next year.

KELLY NELSON: I am so grateful the Center for Real Estate Studies provided us with the opportunity to represent the Kelley School of Business at the Cornell Case Competition. It was by far one of the most rewarding experiences I've had at IU.

JACEY STUCKEY: The Cornell Case Competition was an amazing experience! As an IUPUI student, I had the opportunity to work with some of Bloomington's best. I thought being from a different campus I would have been isolated. To my surprise, we quickly formed a bond and worked like we were family!

I benefited greatly by having new research, markets, and investments to talk about during interviews.

During my last interview I was asked to name an investment in Commercial Real Estate that I thought would bring a great return. In an instant, I thought of the Cornell Case and, in detail, described the very facts of the case that helped us advance to the finals. In the end, the firm was very impressed and never thought to hear "NYC Life Science Space" as an answer. I received an offer from the firm and accepted!



(Stanley E. Hunt Case continued from page 1)

- Alex D. Oak, Chairman & CEO, Cripe
- Nancy Hunt
- Allen Rosenberg, President, The Marina Limited Partnership
- Hayes O'Brien
- Dick Richwine, Principal, The Richwine Real Estate Group

The eleventh annual Stanley E. Hunt Real Estate Development Case Competition took place at the Virgil T. DeVault Alumni Center on the Bloomington campus in November. Of the 20 teams that presented development plans for a site in downtown Bloomington in the Real Estate Development & Appraisal class, five teams were chosen to compete in the final competition.

Dave Harstad, Senior VP & Managing Broker with Colliers International, helped with the in-class judging, along with Ellen Stauffer, Assistant Director of the IU Center for Real Estate Studies, and Doug McCoy, AI & Shary Oak Director of Real Estate.

The 2018 site consisted of a city block owned by the First United Methodist Church and located very near to both the popular Kirkwood Avenue and the IU campus. It was the site of the downtown Bloomington post office before being demolished several years ago.

Real estate professionals were invited to speak in class throughout the semester to discuss their areas of expertise as they related to the case site. Speakers were: Chris Cockerham, Commercial Broker Manager, F.C. Tucker Realtors; Alex Crowley, Economic Development, City of Bloomington; Matt Ellenwood, President, Matte Black Architecture; Jeff Fanyo, Principal, Bynum Fanyo & Associates, Inc.; Randy Goodman, VP Commercial Lending, German American; Dave Harstad, Senior VP & Managing Broker, Colliers In-



First place team with case sponsors. From left: Steven D. Hardin, Geoffrey Bear, Bradley Balber, Evan Safrin, J.W. Demaree, and Alex. D. Oak.

ternational; Mark Lauchli, President, Dwellings, LLC; Steven D. Hardin, Partner, Faegre Baker Daniels, LLP; and Terri Porter, Planning Director, City of Bloomington.

The first place team, made up of Bradley Balber, Geoffrey Bear, J.W. Demaree, and Evan Safrin, took home the \$1000 prize with their proposal for a four-story mixed-use development with a parking garage, retail on the first floor, and hotel and condominiums above. The team of Allison Jorden, Evan Lattner, Landis Mast, and Mackenzie Muth placed second, winning \$750. Austin Dumas, Garrett Elconin, Cameron Glassen, and Wyatt Shodeen received the third place prize of \$500.



Recruiting Reminder:

Recruiting? Send your internships and jobs to epstauff@indiana.edu

IU BLOOMINGTON REAL ESTATE CLUB UPDATE

This past fall, the Club drew over 170 applicants, from freshmen through seniors, with an average of around 100 attendees per meeting. At these meetings, club members were able to grow their real estate knowledge outside of classroom instruction. There were speakers featured on the topics of brokerage, development, and entrepreneurship this semester, resulting in constructive conversations regarding each topic. An additional joint opportunity for club members and the Women in Business organization included a panel presentation by the Goldie Initiative, an organization focused on elevating the careers of women in real estate.

Other opportunities for club members outside of club meetings included a site tour, a case competition, club/workshop socials, and an opportunity for club members to observe workshop presentations. The Dimension Mill, also known as The Mill, site tour proved to be an exceptional opportunity for club members, exposing them to a unique development near Bloomington's downtown. The Club's case competition had the largest turnout ever this year with 14 teams and over 50 participants, which proved members' curiosity and desire for hands-on experience. Thank you to Elliot Lewis (Cedarview), Nelson Almond (HFF), and Troy Shiley (HFF) for judging, and congratulations to case winners Patrick Engels, Drew Hyman, Jerry Howe, and Cole Wasowicz.

We anticipate another phenomenal semester, with guest speakers on CEO and CFO perspectives, and a young grad analyst panel. In addition, due to the success of the Off-Monday education sessions, we will be continuing the sessions and incorporating resume and mock interview workshops to help prepare aspiring Commercial Real Estate Workshop members. This will be an opportunity for underclassmen to network with workshop members. The Club is scheduling another site tour for the spring semester at a recently completed development in Bloomington.

We are grateful to have led the Club for the 2018-2019 school year, and look forward to the continued growth and success of the Club.

Hannah Saed & Dylan Stambaugh,
Co-Presidents



Members of the Real Estate Club Executive Board with guest speaker, Mark Lauchli, at center.



Members of the Club Executive Board with Goldie Initiative panelists. From left: Rose McKeon, Becky Zitella, Alison Buckley, Arianna Gabriel, Hannah Saed, and Megan Abraham.

FALL 2018 GUEST SPEAKERS

BROKERAGE

Amy Burmeister, CCIM
Senior VP, Colliers International

DEVELOPMENT

Mark Lauchli, Owner,
Dwellings, LLC

GOLDIE INITIATIVE PANEL

Megan Abraham, Executive Director,
The Goldie Initiative
Alison Buckley, CFO,
Monroe Investment Partners
Rose McKeon, Investor Relations,
Golub & Company
Becky Zitella, Corporate Controller,
Milbrook Real Estate Company

ENTREPRENEURSHIP

John Holloway, Senior Leasing &
Sales Associate, Veritas Realty
Blake Mathias, Assistant
Professor of Entrepreneurship,
Kelley School of Business
Ernest Xi, President, Xi Builders

MBA REAL ESTATE CLUB UPDATE

The Kelley MBA Real Estate Club has grown immensely in size this year. The club is comprised of 75 members in their first and second years of the full-time MBA program. Interests among the group range from the pursuit of a full-time career in real estate to an interest in owning an investment rental property.

The semester began for the club with many members meeting Professor Doug McCoy (Director of IU's Center for Real Estate Studies) and Professor Tom Peck over a welcome dinner (see photo 1). McCoy shared with students the immense resources IU has within the field of real estate and which courses MBA students could enroll in to further their knowledge of the subject.

For the first time a three-part practitioner speaker series was launched by the MBA club, with the first speaker, IU's Doug McCoy, educating students about investment properties (see photo 2). Next semester will see parts



copy of this MBA Real Estate resume book, please email Anisha Yadav at anayadav@iu.edu.

The MBA club looks forward to an exciting spring semester that will conclude the speaker series and include site tours of development projects in the central Indiana area to provide students exposure to ground-up development projects.

Anisha Yadav & Jack Fuller, Co-Presidents

two and three of the series covering development and first time home buying.

The club also created a resume book, encompassing resumes from those MBA club members interested in a full-time career in real estate, which was distributed to firms throughout the Mid-West. Should you wish to be sent a

KELLEY-INDIANAPOLIS REAL ESTATE CLUB UPDATE

This past fall semester, students in the Kelley Indianapolis Real Estate Club participated in a range of different events. During September, we hosted Tom Dickey, Managing Director of Real Estate for the Hageman Group to present about the congruence between private equity and real estate. In November, we hosted a brokerage panel, and several Indianapolis students also attended the 2018 Eisenberg Foundation Career Day in Chicago. While at the conference, students attended two development site tours in the Fulton Market District and Chicago's Old Main Post Office. Students also attended the Young Guns Panel, in addition to a roundtable lunch and career fair.

For the upcoming spring semester, the club plans on hosting speaker events focused on both real estate lending and financing, as well as local economic development. We also plan on participating in a handful of case competitions and touring a development site in downtown Indianapolis. As the club continues its growth, the executive team hopes to generate even more opportunities for Indianapolis students to

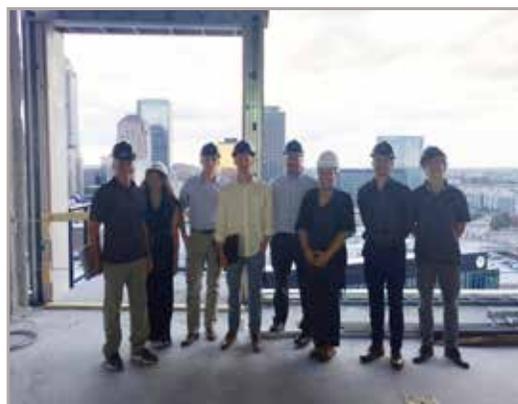
learn about and experience real estate. This semester, the our primary goal is to increase membership.

We will be adding new members to the club Executive Board. We would like to welcome Chloe Davis and Vardhan Chulani to our team. Chloe Davis, a senior majoring in finance, will serve as our newly-formed VP of membership and will focus on recruitment. Vardhan Chulani, a freshman majoring in finance and accounting, will serve as our representative in the Kelley Indianapolis Student Government (KISG). Furthermore, long-time executive board member Julie Pettypool will be stepping

up to the plate as one of the club's new Co-Presidents. Julie is a junior studying finance, and previously served as the club's KISG representative. We would like to give a warm welcome to our new colleagues, and we look forward to having them join us for the spring semester.

Yours in Real Estate,

Chandler Oakes & Julie Pettypool
Real Estate Club Co-Presidents



Club site tour of City Way development.

Fall 2018 Luncheon & Career Fair: *The Evolution of Retail* with Michael McCarty, Chief Operating Officer, Simon Malls

The Fall 2018 luncheon took place at the Indianapolis Marriott Downtown in September. Michael McCarty, Chief Operating Officer of Simon Malls, gave a presentation titled *The Evolution of Retail*. Michael gave an overview of the new retail environment and how Simon is taking advantage of the changing demographics and trends.



Michael McCarty presents at the IU Real Estate Luncheon.

Phil T. Powell, Associate Dean of Academic Programs at Kelley-Indianapolis provided a Kelley update.

Over 100 people attended the luncheon and 24 companies attended the career fair, including: Buckingham Companies, CBRE Multifamily, CREA, Cushman & Wakefield, Duke Realty, Ernst & Young, First Industrial Realty Trust, GGP, Harrison Street, Herman & Kittle Properties, HFF, Invesque, Kite Realty Group, KPMG, Lee & Associates, Marcus & Millichap, OPUS Group,



Pedcor Investments, RESOURCE Commercial Real Estate, Sandor, Simon Property Group, Transwestern, Trinitas Ventures, and Village Capital Corporation.

The next [IU Center for Real Estate Studies Luncheon](#) will take place on Friday, February 15th at the Meridian Hills Country Club with John Estridge, CPA, Tax Director of Real Estate Services with Katz, Sapper, & Miller presenting on Opportunity Zones.

IU Real Estate Students Receive Scholarships



The Harold E. Eisenberg Foundation has named Hannah Saed an Eisenberg Scholar as part of the Eisenberg Scholar Program. Each year the Foundation chooses 3-6 undergraduate and graduate students from midwest area universities to receive the scholarship. Over the course of six months, the program provides a primary mentor, three mentorship days, career counseling, escorted participation at ICSC events, a scholarship of up to \$5000, and more.



Evan Snodgrass was awarded the ICSC Foundation Stephen E. Sterrett Undergraduate Real Estate Award. The scholarship includes \$2000 toward tuition, free ICSC student membership, as well as networking and mentorship opportunities, reduced registration rates at ICSC events, and an online subscription to Shopping Centers Today.

IU Real Estate Alumni Conference and Advisory Board & Alumni Network Dinner offer education & networking to students and alumni

On the afternoon of October 12th to kickoff IU Homecoming weekend, the IU Center for Real Estate hosted the second annual Commercial Real Estate Workshop Alumni Conference. The conference, exclusively for Commercial Real Estate Workshop members, provides students with the chance to attend intimate panel discussions focused on Private Equity, Capital Markets, Development, and Entrepreneurship. The panels are made up of IU real estate alumni who volunteer to offer their insights and expertise to the students.

The conference was followed by the IU Real Estate Advisory Board & Alumni Network Dinner that evening. The dinner included a performance by IU's own *Another Round* and a lineup of speakers including Professor McCoy who gave a Center update; Dr. Laureen Maines, Executive Associate Dean of Faculty and Research, who spoke to the group about the Kelley School's most recent initiatives and successes; John Holloway, who gave an update regarding the IU Real Estate Alumni Network; and student leaders from the Kelley-Indianapolis and Bloomington Real Estate Clubs, MBA Real Estate Club, and the Commercial Real Estate Workshop. In addition, Steve Hardin, Partner at Faegre Baker Daniels and stepson of the late Stan Hunt, made the announcement that he, along with several other donors, were making a gift to endow the Stanley E. Hunt Real Estate Development Case Competition.



Alumni Conference panelists from left to right: Ken Martin, Rebecca Wells, Will Kreuzer, Steve Hardin, Dave Keller, Keith Menner, Tom Peck, Ralph Shiley, Brendan Watt, Justin Yap, Elliot Pessis, John Holloway, Al Oak, Ernest Xi, Rick Roethke, and John Philipchuck.



Dr. Laureen Maines gives a Kelley Update.



UPCOMING EVENTS

IU Real Estate Luncheon & Career Fair

February 15th

Opportunity Zones

John Estridge, Tax Director, Real Estate Services, Katz, Sapper & Miller Meridian Hills Country Club Indianapolis

Registration Required

Chicago Alumni Dinner

March 22nd at River Roast

Speaker TBA.

Registration Required

IU Real Estate Alumni & Friends Dinner

April 25th

Indianapolis Marriott Downtown

Jeffrey D. Fisher Real Estate Legacy Award

Recipient: **J. Timothy Morris**, Founder Proprium Capital Partners

Registration Required. Details TBA.

The Alumni Network hosts alumni events across the country to facilitate and coordinate networking between alumni and students with the goal of creating one of the strongest real estate alumni networks in the country.

Welcome to new Charlotte Alumni Coordinator, Ryan Clutter



Mr. Clutter is a Senior Managing Director and co-head of the HFF's Carolinas offices. Through his leadership role within the firm, he is primarily responsible for investment advisory transactions throughout the Carolinas region.

Through Mr. Clutter's producer role, he co-leads the office investment advisory practice throughout the Southeast and Mid-Atlantic regions. Mr. Clutter has completed more than \$8 billion in commercial real estate transactions during the course of his career. Mr. Clutter joined the firm in July 2014. Prior to HFF, he was an Executive Vice President with CBRE in the firm's Washington, D.C. office from 2012 to 2014 and the Charlotte office for 14 years prior to that time from 1998 to 2012.

During his time with CBRE, Mr. Clutter was recognized by the Charlotte Region Commercial Board of Realtors (CRCBR) as the No. 1 Overall Market Producer for seven consecutive years from 2005 to 2011. While in Washington D.C., he was a Top 15 Producer for the firm both years he was in the market and was a Top 200 Producer in CBRE's Americas region six of nine years between 2005 and 2013. While at HFF, Mr. Clutter earned this designation again in both 2016 and 2017.

Ryan is excited to get the Charlotte group up and running. If you live in the Charlotte area or know others that do, please let Ryan know. He can be reached at rclutter@hfflp.com.

Chicago Update: Summer happy hour; alumni dinner in March

The Chicago Alumni Network hosted a summer happy hour in August at Joy District Rooftop for alumni & current students to network. More events will be planned in the coming months. If you're not already on the Chicago email list and would like to know about these events, please reach out to [Ben Foley](#).

On March 22nd, the IU Center for Real Estate Studies will host an IU Real Estate Alumni Network Dinner at River Roast. The event will include networking with IU real estate students and a guest speaker. More details TBA.

Alumni Network Coordinators

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BOSTON: Andrew Mahr -
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CHARLOTTE: Ryan Clutter -
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Boston Coordinator Andrew Mahr named in "Real Estate's 10 Under 40" by Chain Store Age

[Join the LinkedIn Group IU Center for Real Estate](#)



Andrew Mahr, Boston's IU Real Estate Alumni Coordinator and VP of Bialow Real Estate, was named by *Chain Store Age* as a "[2018 Real Estate's 10 Under 40](#)", having earned a key position before the age of 40. *Chain Store Age* (CSA) is an online monthly news magazine covering all major segments of retailing.

Mahr double majored in finance–real estate and entrepreneurship & corporate innovation. At Kelley, Andrew and his team won the 2011 Stanley E. Hunt Case Competition. Andrew is a licensed real estate sales associate in, a member of the Combined Jewish Philanthropies real estate, construction, and design team, a member of the International Council of Shopping Centers (ICSC), and most important, a proud Hoosier!

Indianapolis Update: Coffee Series to continue; registration open for annual golf outing; John Holloway takes on new role at Veritas Realty; Fort Wayne event Feb.28th

In October, the Indianapolis Alumni Network's IU Real Estate Alumni & Friends Coffee series was hosted at One America. Steve Holland, VP of Mortgage Loans, OneAmerica, spoke to the 21 alumni in attendance about OneAmerica and Chandler Oakes, Kelley-Indianapolis Real Estate Club President, gave an update on Club activity. The monthly coffee series will continue this winter and spring with dates TBA.

Registration is now open for the [7th Annual IU Real Estate Alumni & Friends Golf Outing](#). The outing will be held on Friday, April 26th at the Golf Club of Indiana. To register to play, sponsor a hole, or for information, email the alumni group at iurealestatealumni@gmail.com. To guarantee participation, register and pay by March 15th.



National and Indianapolis Alumni Coordinator John Holloway has taken a new position as Senior Leasing & Sales Associate with Veritas Realty. As a retail specialist, John's real estate focus remains in investment

evaluation, commercial property acquisition, and repositioning of distressed retail assets, while simultaneously creating value for clients through aggressive and creative leasing strategies along with national tenant representation for market entry, regional roll-out of new stores, and site selection for market optimization.

The IU Real Estate Alumni Network is excited to host their first event outside the Indy metro area. There will be a lunch and development tour in downtown Fort Wayne on February 28th from 11:30 - 3:00. The event is hosted by Greater Fort Wayne Inc. and sponsored by the Zacher Company, Xplor Commercial, and The IU Real Estate Alumni Network. The event will take place at Greater Fort Wayne Inc. office at 200 E. Main Street, Suite 800. The lunch presentation will focus on downtown developments, followed by site tours of the following developments: Electric Works, The Landing, and River Front. If you would like to attend, please [REGISTER HERE](#).



Our Mission: To further the excellence of the IU Real Estate Program by supporting academic excellence, facilitating industry involvement, encouraging life-long relationships, and inspiring impactful service.
Our Vision: To produce a community of outstanding commercial real estate leaders by providing excellence in an integrated educational platform that merges relationships, academics, and practice.

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