CU Real Estate Center @ Leeds
WELCOME MBA CLASS OF 2017
August 16, 2016
Introductions and Background
- Mike Kercheval, Executive Director
- Katie Latier, Associate Director
- Tom Thibodeau, Academic Director

Why Real Estate?

Focus of the Real Estate Center
- Academic and Educational Excellence
- Experiential Learning
- Job & Internship Placement / Career Development
What We Are:

- Top tier, nationally-recognized real estate program, within the Leeds School of Business;

- We provide a unique blend between academia and the practice of real estate;

- Outstanding relationships with real estate industry professionals

- Student-service oriented
When:
- Launched by CU Real Estate Foundation in 1996

Who Is The Center:
- Membership organization with over 300 real estate professionals from private and public sectors

What The Center Does:
- Real estate industry provides financial, advisory, and career support for CU students, and the Center’s faculty and staff

Why Members Join:
- Benefits: networking, invitation to Council events, mentoring, internships, jobs, giving back to CU and the students.
The People

CU Real Estate Center Staff

- Michael P. Kercheval, Executive Director
- Dr. Tom Thibodeau- Academic Director
- Katie Latier, Associate Director (MBA/MS advisor)
- Lisa Chambers, Assistant Director (undergrad advisor)
- Lisa Peck, Administrative Assistant
Board of Governors
“Founders Board”
Strategic Direction

David Ikenberry, Dean, Leeds School of Business
Ken Gillis, Centennial Realty Advisors, LLC
John Freyer, Land Title Guarantee Company
Cal Fulenwider, L. C. Fulenwider, Inc.
Mike Komppa, Corum Real Estate Group
Bill Mark, American Real Estate Advisors
Randy Nichols, The Nichols Partnership
Jeff Robinson, Hampton Partners
John Shaw, Fitzsimmons Redevelopment Auth.
Michael Kercheval, Exec. Dir., CUREC
Tom Thibodeau, Leeds School of Business
Chris Leach, Leeds School of Business
Rich Wobbekind, Leeds School of Business

Board of Directors
Executive Committee
Tactical Direction

National Advisory Board
International Board of Governors
Real Estate Center: Governance

National Advisory Board

Mike Kercheval
Executive Director
Leeds Real Estate Faculty

- Dr. Tom Thibodeau - Academic Director
- Dr. Steve Billings – Associate Professor
- Curtis Sears – Senior Instructor
- Kim Koehn – MBA/MS Project Competition Instructor
- Tom Ragonetti – Leeds RE MBA Lecturer

The People

Leeds School of Business
UNIVERSITY OF COLORADO BOULDER
CU REAL ESTATE CENTER
Real Estate Faculty

- Jay Mankamyer – Leeds MBA Lecturer
- Matt Morris - Engineering/Construction Mgmt
- Tim Van Meter – Leeds MBA Lecturer
- Linda Kaboth – Leeds RE MBA and Undergrad Lecturer
- Scott Cox – Leeds RE Undergrad Lecturer
- Matt Godley – Leeds RE Undergrad Lecturer
Real Estate Track in the MBA Program

- Real Estate Principles, 1st Year (spring)
- Real Estate Finance & Investment, 2nd Year (fall)
- Real Estate Law & Contracts, 2nd Year (fall)
- Real Estate Economics, 2nd Year (fall)
- Real Estate Project Competition, 2nd Year (spring)
- Sustainable Real Estate, 1st or 2nd Year (spring)
- Real Estate Risk Management, 2nd Year (spring)
- Other Electives – Engineering, Construction, Architecture, Planning, Environmental Studies
Dan and Laurie Ivanoff MBA Track in Real Estate Development Management

- All required MBA core courses
- Five required real estate courses (shown on previous slide)
- Three engineering/construction/planning courses (all 2nd year):
  1. Construction Engineering & Management Fundamentals (fall)
  2. Design Development (spring)
  3. Legal Aspects of Construction OR Land Use Law (spring)
Certifications & Experiences

- **Excel Boot Camps**
  - Beginning Excel (1st year, fall)
  - Advanced Applications in Real Estate (2nd year MBAs - in December)

- **ARGUS Certification**
  - Enterprise (2nd year, fall)

- **Yardi classes** (spring)

- **LEED accreditation** (spring)
NAIOP Rocky Mountain Real Estate Challenge (RMREC)

- Capstone class for the real estate curriculum
- Case competition between CU and DU

- Real-world development project
  - Determine “highest and best use”
  - Market and feasibility analysis
  - Financial analysis
  - Design

- Taught by Kim Koehn
Student Competitions

2013 RMREC Project: 4 Acre Boulder Project

Privately Developed Elements:
Hotel - Hyatt Andaz
- 214 Keys, 160,176 SF
Office - Class “A”
- 108,302 SF

Fee Developed (Publicly Owned) Elements:
✓ Community Events Center -28,250 SF
✓ Public Market - 8,206 SF
✓ Municipal Office - 80,000 SF
✓ CAGID Parking Garage - 525 Underground Spaces
✓ (2.5 Levels)
✓ Public Bike Station - 2,046 SF

Site Area:
Open Space Improved = 102,000 SF (On & Off Site)
On Site Open Space Ratio = 36%
Developed FAR = 2.38
ULI Gerald D. Hines Student Urban Design Competition

- Urban Design and Development competition for graduate students
- Winning team chosen from 150+ teams, from 65+ universities.
  - Compete against top programs including: Cal Berkeley, Wisconsin, Columbia, Univ. Texas-Austin, Wharton, et. al.
- CU-Boulder is ONLY school, aside from Harvard, to have won this prestigious competition TWICE! (2005 and 2012)
Real Estate as a Profession...

one third of the world’s wealth is in real estate!

- When most people think of real estate, they think home sales…in this program, we are NOT training residential realtors

- Commercial & Residential real estate - a very broad profession: skills in analytics, financial, creativity, technical, marketing, people skills, sales, construction…

- There are numerous opportunities in the private, public (e.g. government) and non-profit (e.g. affordable housing) realms:

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Alliances

Extend our reach into the real estate community for the benefit of the students and the Center

- **Alliances with other real estate organizations**
  - University Partnership programs
  - Bruce Etkin ULI Fellow

- **Identification of potential investment partners**
  - Student Experiences Endowment Fund
No other real estate program does what we do!

- **Mentor Program (Leeds MBA PMP program)**
  - MBA’s, 17 month commitment

- **Internships**
  - Customized approach
  - Informational Interviews
  - Assistance with placement from the Center staff and volunteer Industry Professionals

- **Jobs**
  - 2016 MBA Real Estate Career Placement: 95% placement within 90 days of Graduation!
Sample List of Internship and Job Host Companies

- Conscience Bay
- The Nichols Partnership
- Black Creek Capital
- ProLogis
- Wells Fargo
- Real Capital Solutions
- McStain
- Dividend Capital
- Industrial Income Trust
- Stonetown Capital
- Urban Land Conservancy

- Opus Development
- Boulder Housing Partners
- Wood Partners
- Continuum Partners
- UDR
- Essex Financial
- Urban Villages
- Jones Lang LaSalle
- Brownfield Partners
- EverWest
Executives in Residence

CUREC brings accomplished, senior real estate professionals to present to our students and meet one-on-one with students including:

- Ken Gillis, Principal/Founder- Centennial Realty Advisors
- Mike Komppa, President- Corum Real Estate
- Kim Koehn, Founder- K2 Ventures
- John Shaw, Consultant
- Patty Gage, Executive VP- CoBiz
- Jeff Robinson, Managing Partner- Hampton Partners
- Karen Klerman, Vice President- Wells Fargo
- Randy Nichols, President/Founder- Nichols Partnership
- Mark Goldberg, President- Goldberg Properties
- Randy Zisler, Founder- Zisler Capital
Real Estate Treks

CUREC takes real estate students on Treks to other cities to learn about Real Estate

- National Treks consist of 3 days of visiting with real estate companies and top executives
- Recent destinations were San Francisco and Los Angeles.
Upcoming Events

- Aug 24- Welcome Reception for New CUREC Executive Director
- Aug 25- GREA social gathering at Lazy Dog, 5:30pm
- Sep 1- GREA Internship Panel
- Sep 29- RE Industry Meet and Greet
- Oct 5- NAIOP Careers in Real Estate Event
- Oct 13- National Advisory Board Meeting
- Oct 20- RE Symposium Speaker Series
- Nov 10- GREA Fall Event- Sustainability
- Dec TBD- Holiday Luncheon
- Jan 11-13- National Real Estate Trek- City TBD
- Jan 27-30- Mountain Resort Development Trip
- Feb 10- Denver Real Estate Trek
- March 7- CU Real Estate Center Annual Conference
Why is CUREC special?

95% OF THE CLASS OF 2016 WAS EMPLOYED WITHIN 90 DAYS OF GRADUATION!

- We are a blend of academic, experiential, and practical education;
- We provide a network of over 300 industry professionals who want YOU to succeed & are willing to help;
- We provide an industry mentor for your time @ Leeds;
- We assist you in finding a professional summer internship and permanent job, open up at least 3 doors in your search.
JOIN CUREC TODAY!!!!

Come see us and be part of the University of Colorado Real Estate Center!

3rd Floor Koelbel Building, Suite S350K

http://realestate.colorado.edu/

QUESTIONS???