

May 13, 2021

2021 UCRECC Golf Tournament

September 14, 2021 Golf Tournament Planned



SAVE THE DATE: The University of Connecticut Real Estate Center Council golf tournament is planned for Tuesday, September 14, 2021.

We look forward to once again gathering for this event at the Oxford Greens Golf Club and see our alumni, friends, and associates.

Details and registration below. Price point is not expected to change. A team deposit of \$200 will be due by August 15, 2021, with balance due before or by the tournament date.

We are excited to plan this event and look forward to seeing everyone soon!
Registration form can be found [here](#)

2020-2021 Real Estate Scholarship Recipient's



The Real Estate Center is pleased to announce the 2020-2021 Academic and service scholarship recipients. Congratulations to each of our student recipients.

Receiving the **Samuel F. Pierson Society of Industrial, Office and Real Estate award**, pictured to the left to right:

Anthony Riccio, Kevin Perrone, Nicholas Godfred, Daniel Boynton and Colvert Moore.

Byrl N. Boyce Scholarship - Matthew Pilavin

Ned Heberger Student Scholarship - Michael Yates

William Kinnard Scholarship - Richard Santana

The Konover Family Fund - Devon Pallanck

Steve Messner Scholarship - Kristina Kasper

Carl Traub Memorial Scholarship - Paola Marcelin

The International Council of Shopping Centers Hart Award - Andrew Brenton

The UCONN RE Center Council Scholarship -

Real Estate Society Spring 2021 Industry Visits



The RE Society spring 2021 semester wrapped up with a number of company visits that included **U.S. State Department** and firms such as **Axa Investment Management, Boston City Properties, Town of Colchester, CoreNet Global, Kroll Bond Ratings, Partners Group, SitusAMC** and **Wells Fargo**. Some of these visits will be featured in the next newsletter as well.

We are grateful to each of our alumnus and company representative that took the time to visit with our students. Each visit was insightful and informative.

Special thanks to 2021 Real Estate Society Executive Board in their tireless work in organizing the weekly meetings and ensuring the students are exposed to a successful program that enhances their college experience. Spring 2021 President, **Kevin Perrone**, Vice President, **Matt Pilavin** and, Secretary, **Anthony Riccio**.

On February 1, 2021, Wells Fargo visited with RE Society students. Visiting firm members included **Brian Bottorff, Dean Jewett**, alumni **Leanna Belmond, Gabby Dabek** and **Brendon Moore**.



The team talked about the overall Wells Fargo business model as one of the largest lenders in real estate space since 2009. They also shared on impacts of Covid 19. Each one brought their aspect of expertise to the students including community lending and investment on the debt side, real estate capital markets focus on long-term debt and the importance of long term relationships during this adjustment of Covid impacts.



February 8, 2021, **Dan Amodeo** of Boston City Properties presented to the students about the field of real estate brokerage and salespersons. Dan started out in real estate rentals and grew his company based on rentals and sales in both commercial and residential. The company originally located in Boston has opened offices in Connecticut and New York. Dan shared some of the tips of the trade in loving what one does brings on the long hours and customer satisfaction that builds the brand. Dan gave a recommended list of books to read including Hyper Local, Hyper Fast Real Estate Agent: How to by Daniel Lesniak, Sell it Like Serhant by Ryan Serhant, and The Due Diligence Handbook for Commercial Real Estate by Brian Hennessey.

on February 22, 2021, CoreNet Global presented to the students about the world of corporate real estate. The visit included **Scott Tibbo**, Global Partnership Director

with JLL Corporate Solutions and President, CoreNet Global CT/Westchester Chapter. Scott was joined by CoreNet members **Miles McDonald** and **Phil Starks**. Scott and his colleagues shared valuable insight with the students including some of things they wish they knew going out of college and in particular, the value of networking and understanding the bigger picture of relationships.



CoreNet Global includes over 11,000 professionals and 50 Chapters that covers a wide array of corporate real estate companies. CoreNet has representation in investor services, end users and project development services and is a vital piece to the real estate puzzle for many companies.

On March 1, 2021, three recent grads stop by and talk to the RE Society students about their recent transition into the real estate world upon their 2020 graduation from UConn. **Tyler Grant** of Goedecke & Co. LLC located in Darian, Connecticut, **Cassandra Cicalis** of AEW in Boston, Massachusetts and **Jarod Glou**, Jones Lange Lasalle in Baltimore Maryland.

The professionals talked about their firms and the transition and adjustment from college to the working world amidst the Covid environment.

AEW with over \$85 Billion in real estate assets under management, is one of the largest investment firms in the world with properties in North America, Europe, and Asia. AWE located in Boston, LA and Europe deal with REITs, core value adds and opportunist groups and senior housing, among others.

Goedecke & Co LLC delivers specialized access to national and global commercial real estate debt and equity capital markets. They provide owners and developers with individualized counsel and facilitate tailored financing solutions for commercial real estate investment properties.

Jones Lang LaSalle a leader in real estate services located in most major cities with headquarters in Chicago. A world leader in real estate services, powered by an entrepreneurial spirit. Jones Lang LaSalle buys, builds, occupies, and invests in a variety of assets including industrial, commercial, retail, residential and hotel real estate.



on March 8, 2021, **Benjamin Hochron** of AXA Investment Mangers visited with the RE Society students. Ben started his career in appraisal and moved on from there to PGIM and eventually to the asset management team with AXA. Axa a European mutual insurer, has grown to more than 50 billion in assets in Europe and 3 billion in the U.S.

Ben explained how the small U.S. team has allowed him to be fully exposed to the asset and see a project through from acquisition to resale. Ben also talked about the value of initially working the long hours and learning as much about real estate business out of school and taking your time to figure out where in the real estate world one may want to settle. We

very much appreciate all that Ben shared in his insight and advice freely given to the students.

Student Placement

To date 2020-21 student full-time and spring or summer internship placement in real estate firms include the following: **Beachwold Residential, Berkshire Hathaway, Boston City Properties, Castle Lanterra, Colliers International, Four Springs Capital, GID, Hamilton Point Investments, HIMCO, JBG Smith, Kroll Bond Ratings Agency, Lantern, Liberty Bank, PNC, Richman Asset Management, RMR Group, RMS Construction Co. Rockland Trust, St. Katherine's Group, SitusAMC, Shelbourne Company, UBS and Wells Fargo.**

The Center continues to offer a Resume Book of students looking for internships and fulltime placement in the real estate industry.



For more information and to receive a copy of the 2021 resume book, please send your request to Debbie.Philips@uconn.edu.



Thank you to all who participated in the UCONN Gives All Paws In giving event.

This was the first time the Real Estate Center participated in this event and with your help, raised over

\$3100.00

THANK YOU!

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