

July 15, 2021

2021 Internship highlight Wells Fargo



Francis Saint Mary is a summer analyst with Wells Fargo's Commercial Real Estate group. Francis a 2022 Economics major and Real Estate minor, was able to attend a 4-day in person orientation in Charlotte, NC that Wells Fargo coordinated for all summer analysts interning throughout the United States and parts of Canada.

While in Charlotte, Francis had the opportunity to network with over 200 summer interns and Wells Fargo professionals, including the CEO of Corporate & Investment Banking, Jon Weiss.

For the remaining of the summer, Francis will assist in underwriting deals, completing annual financial reviews, and presenting a capstone project at the end of the internship. He is very appreciative to Wells Fargo for this amazing opportunity to gain understanding and develop as a young professional. Francis states "Although working in a virtual environment, Wells Fargo has dedicated many resources and time to ensure interns have an insightful experience."

Shelbourne Global Solutions Interns

Seniors, Andrew Busick and Kevin Manning, are interns with Senior Vice President of Leasing, Robert Holmes of Shelbourne Global Solutions in Hartford, CT. Shelbourne is a New York based company that owns and manages over 8M square feet of commercial real estate valued at over \$1 Billion.

To date, Andrew and Kevin have developed and refined the entire life cycle of the Business Development process. The initial marketing efforts were focused on researching verifiable sources of data to compare the value matrix of the 3 distinct MSA's: Boston, Hartford, and NY. From the understanding and interpretation of this data value matrix they created an interactive digital presentation to present to prospective customers highlighting the Live Work Play experience in the 3 cities. This digital presentation may be discussed in person during a prospective road show or sent as an introductory e-mail link to various C-suites or decision makers. Once the presentation is



complete, efforts are turned to find these prospective customers that would benefit from the Shelbourne Hartford experience. They analyze CoStar to query the data and compile a targeted list of possible customers. Currently, the focused is on creating a matrix of prospect questions and the resulting portfolio specific answers to potential Requests for Proposals from the pool of prospects.

Andrew and Kevin's work so far has been a part of Shelbourne's expansion and growth into the Hartford market. Andrew and Kevin are grateful for the industry insight and experience that Shelbourne has provided them with and look forward to what the future holds.

Department of Consumer Protection Intern



Sydney Brault a 2021 real estate major, interned at the Connecticut Department of Consumer Protection in the Real Estate Enforcement Unit.

Sydney had the opportunity to review complaints that come to the department about various issues Connecticut residents have had with real estate salespersons and property managers. Sydney reviewed complaints and did research to determine whether a law has been violated. This role has given Sydney insight into the real estate issues that the consumers of Connecticut are facing and has allowed her to identify harmful real estate practices.

Sydney's experience lent to a greater knowledge of real estate law which she says will benefit her greatly as she moves on to law school. Sydney states "I am very grateful to Debbie Phillips and the UConn Real Estate Center for providing me with enriching opportunities in real estate as a recent graduate and alumni of the program."

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](#)

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, CREA, LLC, Four Springs Capital, GID, HIMCO, JBG Smith, Kroll Bond Ratings Agency, Lantern, LAZ Investments, Liberty Bank, PNC, 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.Phillips@uconn.edu.

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