

September 2021

2021 Internship Highlights

L & M Development Partners Inc.

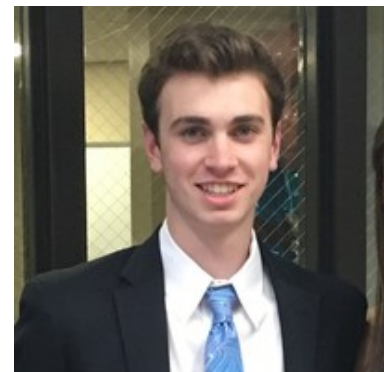


Jacqueline Reategui is a senior completing a Dual Degree in Real Estate and Urban Economics, and Urban and Community Studies. Jacqueline worked this summer as an Asset Management Intern at L+M Development Partners Inc. in NYC.

Jacqueline worked with both the residential and commercial teams. During her time with the commercial team, she was able to create financial summaries, assist with leasing activity reports, and was able to create a mark to market analysis on second generation space for YTD. Jacqueline also got to see how the team dealt with the impact of COVID on their retail spaces, and how they worked greatly with tenants in creating rent relief agreements. With the residential team she was able to participate in a variety of projects such as preparing collection reports, reviewing budget reports, reviewing Q2 distributions, and gathering data for a refinance. Jacqueline mentioned that her experience was amazing and impactful. The asset management team worked on making sure she was able to participate and learn as much as she could.

RMS Companies

This summer, Anthony Riccio had the opportunity to intern with RMS Companies, a developer based out of Connecticut who focus on multifamily and hospitality buildings. Over the course of the internship Anthony had the opportunity to gather information on comparable market projects where RMS is currently building or plans to build in the future. By using these comparables to determine market rents and building information, RMS can underwrite competitive rates and see what they can offer in terms of amenities, specials, and other incentives to remain competitive in these respective markets. Anthony also assisted with helping to establish a development pipeline for possible new projects RMS may want to pursue. Searching for new properties has allowed him to understand how and why certain deals are pursued while others may be passed on. He has been able to tour existing sites under construction as well as future potential sites. By being able to see all facets of these projects, it has allowed him to gain a



terrific foundation of the real estate development process, which he will continue to build upon throughout his career.

Anthony mentioned that while this is not an area of real estate he has previously worked in, his time with RMS has been a new and exciting challenge. He is grateful he has had the opportunity to work for RMS and looks forward to maintaining the relationships he built while working for the firm.

Real Estate Society



The Real Estate Society meets weekly on Wednesdays at 7pm in BUSN 214.

At an RE Society meeting on September 22, 2021, **Andrew Forysth** presented to the students about his role at **Prologis** along with inspiration from his journey through the real estate industry. He is currently the Director of Leasing at Prologis, leading a portfolio of assets on the East coast. Andrew shared with the RE Society the importance of having an open mind and constantly looking for ways to improve in one's career. He stated, "Expect the unexpected, and always say yes", and highlighted that there is always something new to learn with every unplanned change or obstacle one may face. Andrew's presentation encouraged the idea that the Real Estate industry is filled with opportunities.

2021 UCRECC Golf Tournament Recap



**2021 UCRECC
Golf Tournament**

The Real Estate Center hosted the 16th University of Connecticut Real Estate Center Council golf tournament on Tuesday, September 14, 2021. With nearly 100 golfers, the teams were greeted with the most beautiful weather imaginable and a well-received day since last year was postponed due to Covid.

In the absence of Andy Tedford our traditional Master of Ceremonies, the alumni, industry friends and players were welcomed by fellow alum Tom Curtin and Ron Lamontagne, as well as the School of Business Associate Dean, Lucy Gilson.

Congrats to our Winners:

The Tournament was won by a score of 62 by the Horvath and Trembley Team of Brad Canova, Adam Siegel, Ben Palazzo and Dennis Stanek.

2nd place was taken by Chris Westfahl,

Tournament Sponsors:

Acadia Realty Trust

Atlas Group

First Whitney

Marty Kane

SitusAMC

John DesRochers, Erik Edeen, TJ Mills

Horvath & Tremblay

SORS CT/Western MA

Westfahl Family

Terry Obey, Steve Foltz and Steven Westfahl
and

3rd place was won by Phil Gagnon, Rick
Roth, Mike Mihalek and Mike Guidicelli.

Thank you to all who supported the event
and joined us for the day.

Please enjoy the event video attached.

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, CREA, LLC, Four Springs Capital, GID, HIMCO, JBG Smith, Kroll Bond Ratings Agency, Lantern, LAZ Investments, Liberty Bank, Mack V Development, 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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