

July 30th, 2015



Student Intern Spotlight: UBS



This summer a number of UConn students have been interning with UBS Global Real Estate in Hartford, Connecticut.

Nicholas Godino has been working with the valuations department. Throughout his internship some of the daily work

has included helping to review quarterly property appraisals, check the underwriting of investment briefs for acquisitions, discuss with appraisers on underwriting assumptions, and help to put together reports. Nicholas has also had the opportunity to help present at the quarterly valuation committee meeting as well as present during investment committee. Using Dyna and Argus daily, he has gotten involved in various projects. One of them being working with the research department to put together an application for the valuation department using Tableau software.

Ally Michaud has been interning with the Client Services department. Ally has been working frequently on client reporting, including client audits and IRR pages. She has also had the opportunity to work with the Dispositions team on creating a historical database of sales. The project also involved updating a PowerPoint presentation that is given to clients. Ally is very grateful to have had this experience and is looking forward to continued learning through this internship.

Francesca Michel is working at UBS in Hartford in the asset management division. She works primarily with the joint venture partnership portfolio UBS holds with Becknell Industrial. Becknell is a real estate company that specializes in the development, management, and long term ownership of industrial properties in the United States. UBS handles the acquiring, managing, and

selling of over one hundred properties allowing for Francesca to have a diversified intern experience. During her time at UBS, Francesca has helped to create investment briefs and deal review packets for several of the Becknell properties. She has also been examining the underwriting of majority of the properties to see if the assumptions match up with the current performance. Since many of the properties' leases are expiring in the near future, she has been reviewing leases to accumulate and analyze the renewal probability and options.

Abigail Murphy, is a part of the Portfolio Management team assisting in the operations of the Trumbull Property funds as well as some of the separate accounts. She has been helping with fund reporting, tracking investments, and assisting in the acquisitions process for the funds. Abigail also helped evaluate the property management of an apartment complex in Billerica, Massachusetts by touring the property as a prospective tenant and comparing it to similar apartments nearby. Abigail, as well as her fellow interns, participated in property tours of both office and retail assets in Boston, Massachusetts this past month. The tours were led by property managers and were said to have been very insightful. Abigail is thankful for her opportunity to have interned at UBS and is looking forward to her senior year at UConn.

Kimberly Stankus had the pleasure of working in the Research & Strategy department of UBS Global Real Estate. Through this position, she has experienced all of the inner workings of a typical real estate firm and, have had the opportunity to learn more about nearly every department. Within Research & Strategy, she has researched the firm's performance compared to history and the benchmark, and looked into where the strengths and weaknesses lie. Kimberly has also researched and analyzed real estate markets for potential acquisitions and dispositions to contribute to a firm-wide effort to make the best investments possible. Kimberly states: "Overall, my experience at UBS has given me great insight into what working in the real estate industry is really like, and I enjoyed every minute of it!"

The interns are given the opportunity to attend weekly investment committees and deal review updates to keep up with current deals across the company. There have been many opportunities for networking and socializing including a Thursday night kickball league and a New Britain Rock Cats picnic. The intern class is also working on a cohesive project for presentation next month. The group must create a presentation for potential investors on why they should invest in commercial real estate.



This summer, Alex Cattell has joined CBRE Capital Markets Debt & Structured Finance team in Hartford, CT as a production analyst intern. CBRE is a fortune 500 company and the largest full service real estate company in the world. Since joining CBRE DSF in May, he has worked on 17 transactions totaling approximately \$400 million in investments.



Alex's primary responsibilities include assisting with the underwriting, packaging, marketing and closing of debt and equity deals on behalf of the team's institutional clients. Of his experience Alex says, "The exposure I have gained with this team in invaluable. I've had the opportunity to work on almost every asset class and have met numerous veteran industry professionals." Come fall, Alex will continue to work part-time for CBRE DSF during his final year at UCONN.

Student Intern Spotlight: The Besen Group



development scenarios.

Michael Jean-Paul is interning at a full service real estate investment firm "The Besen Group". While working under Matthew Slonim, Michael provides valuation for pricing recommendations, perform comparable market studies, cash flow analyses, internal rate of return projections, and creates

Annual Golf Tournament



The UConn Real Estate Center Council invites you to the 11th Annual Golf Tournament on Thursday, September 17, 2015. The tournament will be held at the Golf Club at Oxford Greens, 99 Country Club Drive, Oxford, CT. For more information and to register, please follow this [link](#).

Previous sponsors for the event include

*Andrew T. Tedford '86 Timberlake,
Cornerstone Real Estate Advisors
The Simon Konover Company
First Whitney
NorthMarq Capital.*

Past hole sponsors included: HIMCO, Talcott Realty Investors, UBS, Goedecke & CO., Roth & Schoetz, GE Capital, CBRE Valuation and Advisory NJ, and Wellspeak Dugas & Kane.



Internship/Job Placement



The Center for Real Estate and Urban Economic Studies has assembled resumes of internship candidates and graduating majors in Real Estate as well as other allied disciplines. The real estate students have or in the process of completing what many consider to be one of the best academic real estate programs in the country. This year students have placed in full-time and internship positions in companies such as **Arbor Commercial Mortgage, CBRE, CIGNA, CM Commercial Real Estate, Cornerstone, Fitch Ratings, Freddie Mac, HIMCO, Johnson & Johnson, JP Morgan, Marcus & Millichap, Prudential, Spring11, The Hartford, UBS, United Bank, Vesta Corp and Webster Bank.**

The Center offers the [Resume Book](#) accessible online. You are welcome to register your company's profile on the system. Upon completion, you will receive an email confirming your registration. For more information about the process, please call Debbie Philips at (860) 486-3227 or email your request to recenter@business.uconn.edu.

2015 Calendar



September 17, 2015 - 11th Annual Golf Tournament - At Andy Tedford's Oxford Greens Country Club in Oxford, Connecticut. Students will work the event. Approximately 30 (120 players) teams of golfers will be playing. The day begins with registration at 11:00, barbecue lunch, tee off at 12:30 and will conclude with a cocktails and dinner in the evening.

October 1, 2015 - 24th Annual Commercial Real Estate Conference - The Center in conjunction with the Greater Hartford Association of Realtors is planning the Fall

2015 Connecticut Commercial Conference. Registration begins at 1:30 followed by the program at 2 and a reception of light fare and networking to follow at 5pm. The program will focus on "revitalizing urban areas of Hartford". Professor John Glascock and Nick Perna are confirmed to present, others TBD. Registration information will be available soon.

October 8, 2015 - NYC Fieldtrip/Alumni Reception - Bus will leave Storrs at 7:30am and return at 11:00pm. TIAA-Cref will host lunch and students will visit the following companies for the remainder of the afternoon: Rouse Properties, Kroll Bond Ratings, DTZ, Cushman & Wakefield, JP Morgan, and Silverpeak. A reception will be held from 6:00 - 8:00 p.m. (location to be determined) for students and NYC alumni and friends to be hosted by RECC.

October 17, 2015 - Alumni Football/Reception Event - Homecoming - UConn vs. USF Football game/BBQ at Rentschler Field, East Hartford with pre-game reception 2 hours prior to the start of the game. See Debbie for tickets.

Early November 2015 registration deadline - Student ARGUS training registration deadline - Training to take place early Spring 2016 semester.

November 2015 - 7th Annual Cornell Case Study Competition - Top real estate students participate in this case competition in NYC. Exact dates to be determined.

September - November 2015 - Real Estate Society Events - The Real Estate Society will hold several social/networking events throughout the semester, which includes a networking breakfast scheduled every other week in FNCE Conference room 463 at 7:00 a.m., Watch for real estate society emails for notices for these events. The Professional Speakers in Classroom events are currently being scheduled.