



August 2024 Edition

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Have You Registered for the Tournament?



19th Annual UCRECC

Golf Tournament

Presented by:



09/17/2024

**The Golf Club at Oxford Greens
99 Country Club Drive
Oxford, CT 06478**

The UConn Real Estate Center Council invites you to join them on September 17th for their annual golf tournament. Single player, foursomes, enhanced sponsorships, and more are available. Learn more at: <https://bit.ly/3VyI5IG>.

More Information:

 860.486.3227

 kathryn.oleary@uconn.edu

 www.realestate.business.uconn.edu

Schedule

-  11 A.M.
BBQ Lunch | Registration
-  12:30 P.M.
Shotgun Start
-  6:00 P.M.
Cocktails
-  6:45 P.M.
Dinner | Prizes



**Sponsor the
Tournament**

**Register Your Team
and More**

**Thank you to our current 2024 sponsors.
Your continued support is greatly appreciated.**



To be included on sponsorship signage, paperwork & payment in full must be received on or before 8/16/2024

UConn Rated Among Best in Nation in Affordability, Value

Money Magazine awards 4.5 out of 5 to UConn on value-based calculations

UConn is among the best universities in the country when it comes to value for money, [according to new ratings by Money Magazine](#).

Rating 745 four-year institutions on metrics that weigh affordability, quality of education, and outcomes, Money awarded 4.5 of 5 stars to UConn, earning the University a designation as one of America's best colleges, in line with schools like the University of North Carolina, Michigan State University, the University of Virginia, and the University of Wisconsin.



"This is welcome recognition of the outstanding value UConn provides for our students and their families," says UConn President Radenka Maric. "Putting students first is the heart of our mission as a University, and making sure a world-class education is affordable is a major part of that."

[Click here to read the full story](#)

Connect & Engage - Meet Our Business Students!

The UConn School of Business / Business Career Development Team is happy to announce that their [10th Annual Business Career EXPO](#), will be held **Wednesday, September 11th from 12 – 4 pm** in the Student Union Ballroom on the Storrs campus.

The EXPO is designed to provide companies with direct access to UConn School of Business, graduate, and undergraduate students across all business majors at UConn. They have structured the event in a setting that is intended to foster compelling, impactful conversations, as the EXPO combines the best aspects of a career fair and a networking forum. Students will be encouraged to bring copies of resumes and be prepared to engage with employers in a setting that offers the chance for more personal discussions.

JUST THE FACTS!

The 10th Annual Business Career EXPO will be held on Wednesday, September 11h, and run from 12 pm – 4 pm with doors opening at 10:30 am, for employers, allowing you to set up, grab coffee and a breakfast snack, and lunch will be available at 11:30 in our employer hospitality suite.

EXPO Registration is \$700.00, which includes a 6-foot table space for four attendees, lunch & parking. Additional attendees are \$25.00 per person.

We are offering sponsorship opportunities to our employers which will enhance your branding and visibility. Your sponsorship will be included on printed and social media materials event signage and recognition day of the event. The sponsorship includes the cost of your registration.

[Click here to learn more / register](#)

Identify your Target Population

[12 Majors offered across the Hartford, Stamford, Storrs, and Waterbury Campuses](#)

#1 Connect With Business Career Development- Your Partners In Aligning Skills, Values And Experiences With A Meaningful Future For Our Students

Our first step is to discuss your priorities and recommend the most effective route to build your brand, market your company and connect to your student hiring profile needs



#2 Host A Career Tuesday - In Person Or Virtual

Career Tuesday sessions are an effective way for employers to engage with business students in a casual way, to "spotlight" your brand.

#3 Host A Career Event At Your Offices

Experiencing business culture and environment is invaluable for our students. In this environment of hybrid work environments, on-site visits can create that personal connection to the company.

#4 Register For Career Fairs

UConn hosts numerous Career Fairs in the Fall and Spring semesters.

#5 Post A Position On The Uconn Job Portal

The best resource to post positions is the UConn Career Portal - Handshake.

[Click here to learn more / register](#)

Internship Highlights

Beirne Group

Nicholas Demanche, is an up and coming junior and incoming Vice President of the UConn Real Estate Society pursuing a degree in Real Estate. This summer, Nicholas is working at Beirne Group as a Wealth Management Intern.



In his role, Nicholas has been actively participating in client meetings, business-to-business meetings, and with portfolio managers discussing topics such as investment strategies and economic trends. He has been able to design an in-depth, long-term investment portfolio, investment policy statement and company plan overview from research. He has built reports on private and commercial bonds/stocks to analyze 401k plans.. Nicholas is looking forward to returning to campus to apply what he learned on the job to the classroom.

CT Housing Finance Authority (CHFA)

Kiley Barbagallo, is an up and coming junior and incoming Secretary of the UConn Real Estate Society pursuing a degree in Real Estate. This summer, Kiley is working at CHFA as a Multifamily Intern.



In her role at CHFA, Kiley has gained exposure to numerous key components of commercial real estate through collaboration with experienced professionals and hands-on involvement in various projects. She has assisted asset managers in monitoring their properties' performance by attending site visits and reviewing their financial statements. Additionally, this role has exposed her to the underwriting process. This has taught Kiley how to evaluate a property's value and projected income through observing financial statements, appraisals, environmental reports, and legal agreements. Being part of these operations has provided her with an invaluable insight into the various elements necessary to finalize a multifamily development. This experience has provided me with a well-rounded background in commercial real estate, while truly making a positive difference for the residents of Connecticut. I could not be more grateful!

128 CRE

Dan Gaudet, is an up and coming junior and incoming Vice President of the UConn Real Estate Society pursuing a degree in Real Estate. This summer, Dan is working at 128 CRE as a Commercial Real Estate Brokerage Intern.



In his role with 128 CRE, Dan has been primarily focusing on the leasing and sale of office, industrial, flex, and retail properties. He has been exposed to a wide variety of opportunities from managing CRM's to making phone calls and bringing prospective tenants on tours. A few times a week, Dan will meet with the brokers to discuss the process of a lease, the process of a sale, and valuing commercial real estate. Overall, his internship has been an amazing and invaluable experience and has confirmed his passion for brokerage.

One thing he would recommend to any student looking to obtain an internship in brokerage is to get you real estate license. Without it, he would not have been able to to make phone calls, discuss pricing, or take tenants on tours. Doing these things is where he has learned the

most.

Cigna

Alexandra Richo, is an up and coming senior and immediate past President of the UConn Real Estate Society pursuing a degree in Real Estate. This summer, Alexandra is working at Cigna within their investment management arm.



In her role at Cigna, Alexandra is working with the commercial real estate team learning how to underwrite equity and debt originations. This internship has given her exposure to various markets like Colorado, Texas, Seattle, and Boston where she was able to visit one of Cigna's properties.

In addition, she has also been able to connect with people in different investment areas particularly the trading desk. Alexandra has been working on a rent growth project for the end of the summer. She has enjoyed her time at Cigna and found the whole CIM team to be very welcoming and supportive!

Hayes Developers

Joseph McElwee, is an up and coming senior and Secretary of the UConn Real Estate Society pursuing a degree in Real Estate. This summer, Joseph is working with Hayes Developers as an intern associate.



Joseph is currently working under Richard Hayes of Hayes Developers in Manchester CT and his partners at Basser Kaufman in Long Island NY. In addition to owning several retail and multifamily sites, there are a handful of ongoing developments that are being monitored. Joseph is currently advertising vacancies that are spread out across the state. He has been learning/using the Retail Lease Trac software to spot any promising tenants. He also puts together offering memorandums with site plans, elevations, etc. and sends them out to the representatives. He has received a few good responses that are slowly turning into new opportunities. He also checks up on current tenants to make sure they are up to date on rent or to assist with any new arising issues. Joseph is currently marketing a plot of land that is fully permitted for multifamily development and making cold calls to possible investors and other developers. He has been learning a lot from all angles of real estate and is grateful for the opportunity to go in the field to personally meet the investors or tenants. Joseph looks forward to being able to sell a space to someone who might be interested. It is his main goal this summer and he feels that he is close to achieving that milestone in his career.

Conference Recap



ICSC NEW ENGLAND

July 22 – 24, 2024
Encore Boston Harbor
Everett, MA

Site: www.ICSC.com



Towards the end of July, staff, faculty and real estate students attended the ICSC New England conference. This multi-day event was a great way to create connections and learn about the latest trends shaping the industry. The conference included:

- Networking cruise from The Marina at Rows Wharf aboard The Lexington
- Concurrent sessions focusing on "AI for Retail Real Estate - From Leads to Leases" and "From Blight to Bright - Strategies for Successful Site Redevelopment"
- Keynote presentation "Beyond the Bench" with NBA Coach Joe Mazzulla
- Capital Markets: Predicting and Preparing for the Unpredictable
- Building Lyrik: From on-ramp to anchor, Boston's new gateway
- Retailer Runway
- Dealmaking & Retailer Central

Wayfair seeks users for new 1.2M-sq.-ft. East Hartford warehouse it has leased

A 1.2-million-square-foot logistics building recently completed at Rentschler Field in East Hartford is looking for a new user, a sign that online

furniture retailer Wayfair may not come to town after all.

In March 2023, National Development announced that Wayfair and Lowe's Home Improvement would occupy, respectively, 1.2 million-square-foot and 1.3 million-square-foot warehouses the Massachusetts-based real estate investor was building at Rentschler Field.



Wayfair in late 2022 inked a 12-year lease — with two, five-year extensions — with National Development for the property now known as 695 East Hartford Boulevard North.

This past November, Wayfair acknowledged it was seeking to sublet half the 1.2-million-square-foot building. Now, the entire building is being marketed for sublease by Cushman & Wakefield.

Wayfair has been in cost-cutting mode. In January, it announced it would lay off 1,650 employees, or 13% of its workforce amid financial struggles. At the time, Wayfair CEO Niraj Shah posted an open letter saying the company "went overboard in hiring" during the pandemic, which contributed to a surge in business.

[Click here to read the article](#)

Article written by Michael Puffer, Staff Writer

Article published in the Hartford Business Journal | August 5, 2024

Coming in 2024 - Save the Date

ALUMNI & FRIENDS RECEPTION

Omni Parker House
60 School Street
Boston, MA 02108

OCT 10, 2024
6pm - 8pm

Contact the Center for Real Estate to learn more.

[Stay tuned for Alumni & Friends Reception information](#)

2023-24 Student Placement

Recent placements, student internships and full-time, include:



Has your firm recently hired a UConn Center for Real Estate student? We want to know about it!

Don't forget - the Center continues to offer a Resume Book of students looking for internships

and fulltime placement in the real estate industry.

To share your recent hire or for more information and to receive a copy of the current resume book, please send an email to: kathryn.oleary@uconn.edu or call 860-486-3227.

Make a monetary donation to the UConn Center for Real Estate and Urban Economic Studies



GIVE NOW

Thank you for investing in UConn's future.
Your gift will have a positive impact on
students, faculty, and UConn.

Fulfilling UConn's mission would not be possible
without donor contributions no matter how large or small.



If you would like to make a monetary donation to one of our real estate funds, please use the link below to get started, or call the Foundation at (860) 269-9965 to pay over the phone with a CC. If paying over the phone, please reference the account number you wish to direct your donation to.

[**Donate Today**](#)

- Ned Heberger Student Fund: 31110
- Real Estate Center: 20049
- Debbie C. Philips Scholarship Fund: 31897
- Real Estate Center Council Fund: 22191

Join the Center LinkedIn Group

The goal of this group is to offer a platform for UConn students and alumni across all geographies and disciplines of the real estate community to connect with one another. If you are a current UConn student or Alumni and would like to be added to the group, please [click here](#)!

JOIN OUR GROUP ON LinkedIn



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Promote News, Events
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And More



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