



Industry Advisory
Board Meeting

THE VIRGINIA TECH PROGRAM IN REAL ESTATE

APRIL 14TH AND APRIL 15TH, 2019



PAMPLIN COLLEGE OF BUSINESS
REAL ESTATE
VIRGINIA TECH™

PROGRAM UPDATE

NEW BOARD MEMBERS



LINDA ARONSON
JLL
MANAGING DIRECTOR



CHRIS AUTH
PS BUSINESS PARKS
DIVISIONAL VICE PRESIDENT



GREG AZAR
PROLOGIS
VICE PRESIDENT



TABITHA BRITTAIN
WASHINGTON REIT
VICE PRESIDENT,
PROPERTY MANAGEMENT

NEW BOARD MEMBERS



BEN COMM
CUSHMAN & WAKEFIELD
SENIOR MANAGING DIRECTOR



DUKE DODSON
DODSON PROPERTY
MANAGEMENT
PRESIDENT



LARA GEORGE
MCM CAPITAL HOLDINGS
CO-FOUNDER



ERIC GERNER
RGP
MANAGING DIRECTOR

NEW BOARD MEMBERS



ERIK HOFFMAN
KLEIN HORNIG
ATTORNEY



AMY HUDSON
REMAX 8
BROKER-OWNER



KIM KACANI
HHHUNT RESIDENTIAL
PRESIDENT



STEPHEN LAWSON
BAKER TILLY
PARTNER, CPA

NEW BOARD MEMBERS



CHUCK RECTOR
*WEBER RECTOR COMMERCIAL
REAL ESTATE SERVICES
PRINCIPAL*



STEPHEN WILSON
*SCG DEVELOPMENT
PRESIDENT-PRINCIPAL*

COSTAR GUESTS



JASON BUTLER
SENIOR VICE PRESIDENT



BRAD MCGETRICK
VICE PRESIDENT OF RESEARCH

GUESTS



VADIM GOLAND

NUVEEN

*MANAGING DIRECTOR,
MID-ATLANTIC REGIONAL HEAD*

ALUMNI OF THE PROGRAM



AMY COHEN
PGIM REAL ESTATE
FINANCE
SENIOR INVESTMENT ANALYST
CLASS OF 2016
FINANCE, REAL ESTATE



MATTHEW COLE
WELLS FARGO COMMERCIAL
REAL ESTATE
FINANCIAL ANALYST
CLASS OF 2017
MANAGEMENT, REAL ESTATE
CLASS OF 2018
MASTER OF BUSINESS ADMINISTRATION



ANDREW PLANTE
NUVEEN
ANALYST, PORTFOLIO MANAGEMENT
CLASS OF 2016
REAL ESTATE, LITERATURE MINOR

REAL ESTATE TEAM

LEADERSHIP

Kevin Boyle

Program Director

Caroline Blackmore

Marketing and Industry Engagement Coordinator

Christina Minford

*Student Support and Program
Development Manager*

ACADEMIC FACULTY

David Bieri

*Program in Real Estate Junior Faculty
Fellow, Associate Professor*

Erin Hopkins

*Willis and Mary Blackwood
Junior Faculty Fellow, Assistant
Professor*

Dustin Read

*William and Mary Alice Park
Junior Faculty Fellow, Associate
Professor*

PROFESSIONAL FACULTY

**Collegiate Assistant
Professor**

Jonathan Everett

Assistant Professor of Practice

Claire White

Assistant Professor of Practice

INSTRUCTORS

Brian Murray

Instructor

Michael Walsh

Assistant Professor of Practice



COLLEGIATE PROFESSOR OF REAL ESTATE

20 Applicants

Narrowed down to 6

Zoom interviewed with 3

Applicants from:

- London School of Economics
- University of Georgia
- Georgia Institute of Technology

Inviting 1 to campus

CENTER FOR REAL ESTATE EXCELLENCE

The vision for the Center for Real Estate Excellence (CREE) is to provide a vehicle to enable Pamplin in collaboration with other units on campus to provide holistic real estate offerings to multiple clientele groups including industry, NGOs, government agencies and students. The Center will be a national leader in developing, coordinating and promoting education, research and outreach activities focused on the real estate industry broadly with a goal of enhancing the success of faculty researchers and Virginia Tech students. A fundamental role of the Center will be to develop cooperative linkages across the university to bring together interdisciplinary strengths that complement Pamplin's expertise in the business aspects of real estate and expand the university's reach in this domain. The goal of establishing this Center is to position Real Estate in a leadership role in the university's tri-part land grant mission.



DUSTIN READ
ASSOCIATE DIRECTOR

ENDOWMENT & INCOME

ENDOWMENT

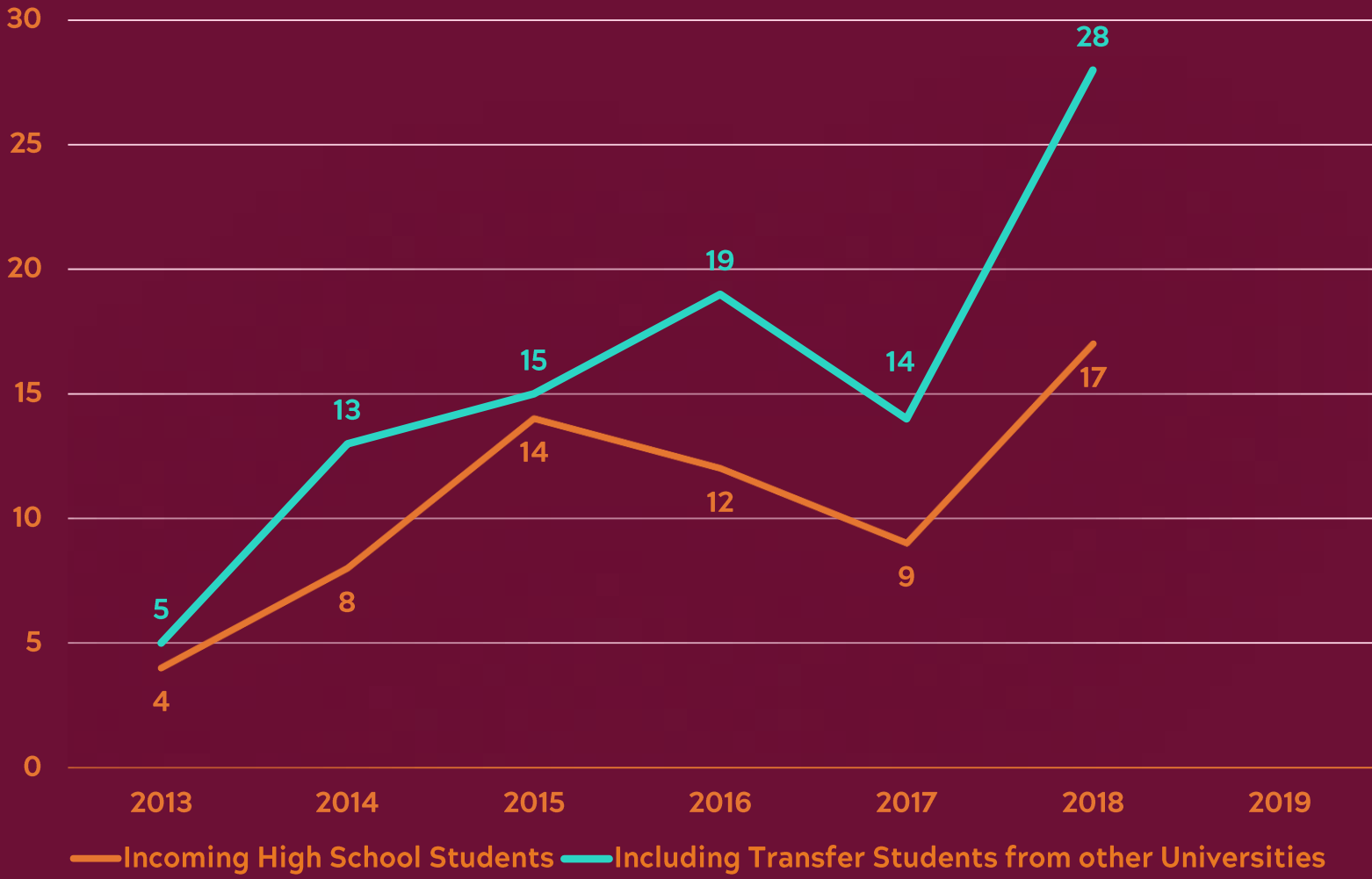
BEGINNING BALANCE	\$3,786,348
CONTRIBUTIONS	\$218,333
LOSSES	\$284,186
FEEES	\$30,012
CURRENT BALANCE	\$3,690,483

INCOME

BEGINNING BALANCE	\$89,855
INCOME	\$130,825
TRANSFER	\$1,791
CURRENT BALANCE	\$218,889
ANNUAL GIVING	\$63,645
UNIVERSITY OPERATING BUDGET	\$10,000
TOTAL	\$292,534



First Year Enrollment



POTENTIAL 2019-2020 FIRST YEAR ENROLLMENT

	OFFERS	ACCEPTANCES	DEADLINE
HIGHSCHOOL	32	17	May 1
TRANSFERS	14	2	June 1



2018 - 2019 FIRST YEAR SCHOLARSHIP RECIPIENTS

10 OFFERS

3 ACCEPTANCES



KATE ANDERSON

CLASS OF 2022

MENTOR: KAREN WHITT



KENDALL FARINHOLT

CLASS OF 2022

MENTOR: DEBBIE WAKE



GILLIAN RICHMOND

CLASS OF 2022

MENTOR: JEANETTE FLORY



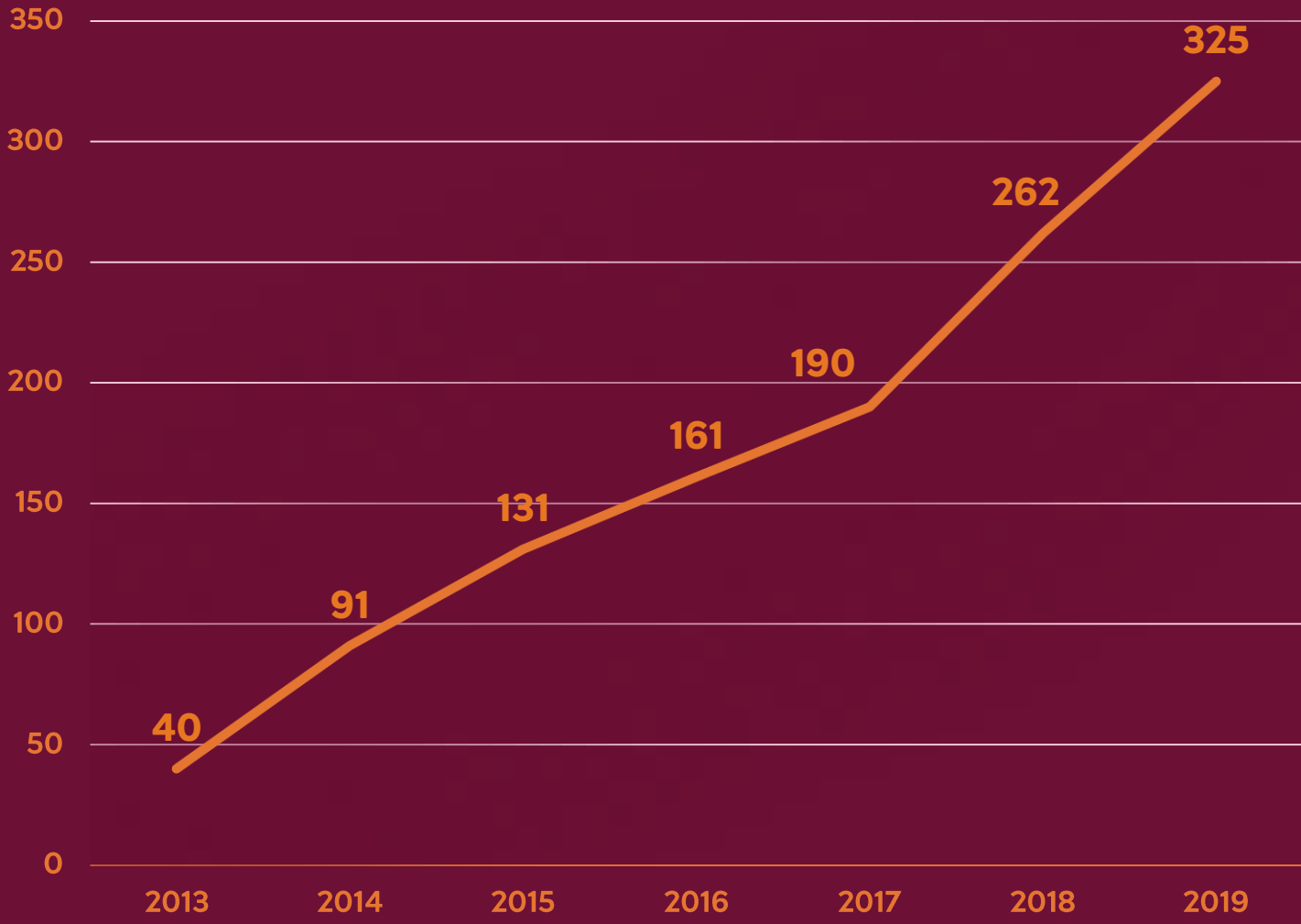
2019 -2020 FIRST YEAR OFFERS TO DATE

SCHOLARSHIPS

- 8 offers
- 4 acceptances

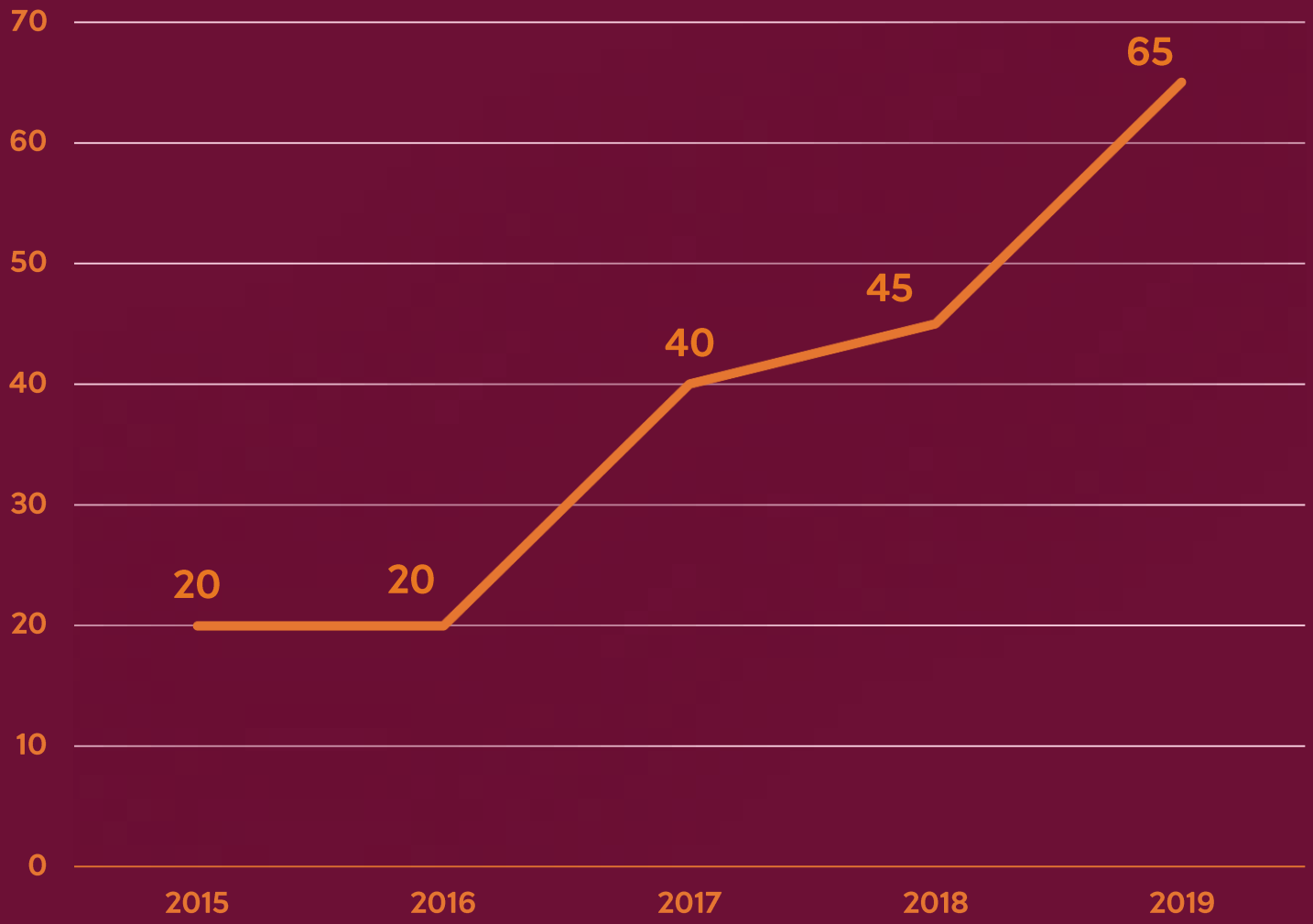
MEETING SPONSORSHIPS

- 8 offers
- 2 acceptances



Number of Majors

Starting with four first-year students in August 2013, the Program in Real Estate has grown to 325 majors in the Spring of 2019.

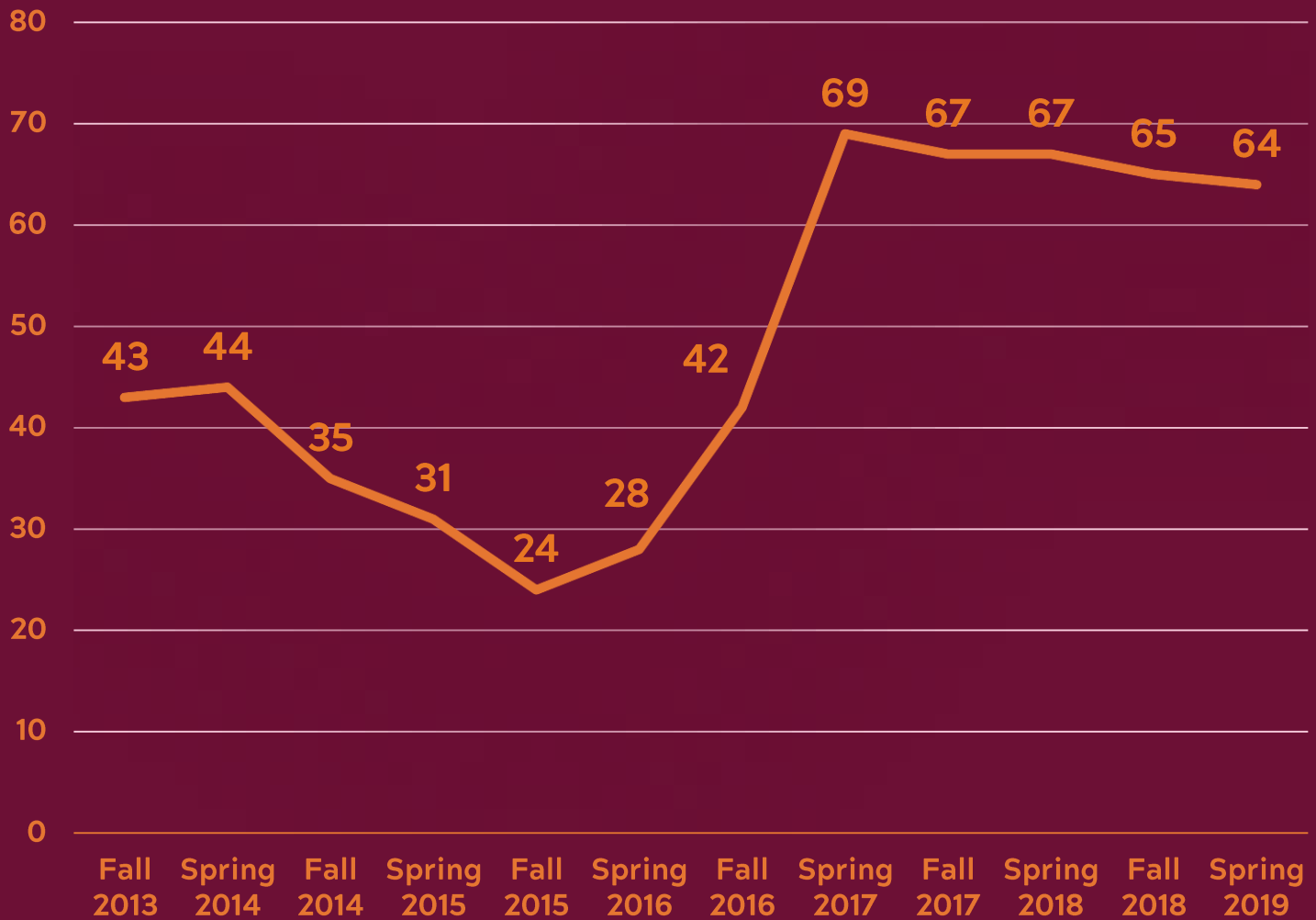


Graduates

PAMPLIN'S TOP SENIOR



CAROLINE RECTOR
FINANCE AND REAL ESTATE
CREDIT SUISSE | NEW YORK, NEW YORK
FIRST YEAR INVESTMENT BANKING ANALYST



Minors

REAL ESTATE COURSES

REAL 1004

Discovering Real Estate (2 credits)

REAL 1014

Careers in Real Estate (1 credit)

REAL 2004

Principles of Real Estate (3 credits)

REAL 2034

Real Estate Data Analysis (3 credits)

REAL 3014

Professional Development in Real Estate (1 credit)

REAL 3024

Applied Real Estate Development (3 credits)

REAL 3034

Real Estate Market Analysis (3 credits)

REAL 3044

Financing Real Estate Projects (3 credits)

REAL 4064

Real Estate Appraisal (3 credits)

REAL 4075/4076

Real Estate Studio (3 credits each)





DOUBLE MAJORS

AGRIBUSINESS MANAGEMENT

BUILDING CONSTRUCTION

FINANCE

HOSPITALITY & TOURISM MANAGEMENT

MANAGEMENT

MARKETING

PROPERTY MANAGEMENT

SMART & SUSTAINABLE CITIES

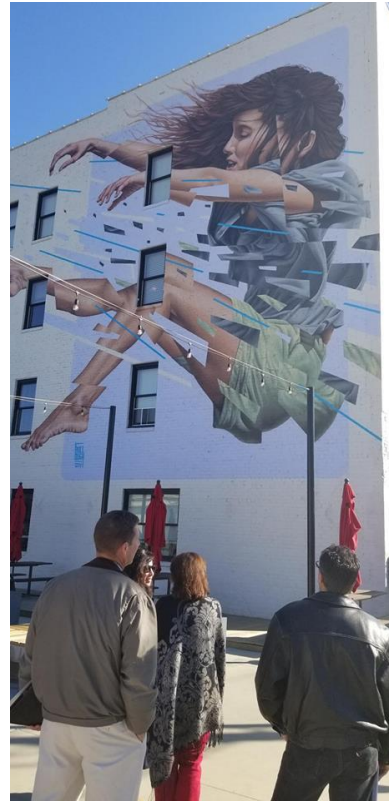
WORKING ON

ACCOUNTING

BUSINESS INFORMATION

TECHNOLOGY





ULI VA - Roanoke Tour

October 29th & 30th, 2018

Dinner at Fortunato and Deschutes Brewery

Tours

- Taubman Museum of Art
- The Lofts at West Station
- 416 Microfarms
- Tuco's
- Carillion
 - Sim Lab
 - VTCRI

Thank you to Bill Chapman



DUBAI

March 12th - March 17th

12 Students led by Dustin Read

Company Visits

- Nakheel: Property Developer
- Six Construct: Construction Company

Site Visits

- Palm Jumeirah Island
- Atlantis Hotel
- Burj Khalifa: Tallest Building in Asia

Dubai Old Town Experience

City Tour of Abu Dhabi



RICHMOND

21 Students

Networking

Learning from the Professionals

Site Visits

- Regency Mall
- City Lofts
- City View

Thank you to Cushman & Wakefield |
Thalhimer!



RANKED

#5

Most Popular Real Estate Program Nationwide

Highest in Popularity and Overall Quality

www.collegefactual.com

1. Florida State University
2. University of Wisconsin - Madison
3. University of Georgia
4. Ashford University
5. **Virginia Tech**



PAMPLIN COLLEGE OF BUSINESS
REAL ESTATE
VIRGINIA TECH.

FIVE YEAR PROGRAM GOALS

- Slow growth
- Increase quality
- Increase first-year enrollment and diversity of those enrolling
- Balance disciplines where students double major

SEQUENCE OF CORE REAL ESTATE COURSES

FIRST-YEAR

REAL 1004
Discovering Real Estate

REAL 2004
Principles of Real Estate

REAL 2014
Careers in Real Estate

SOPHOMORE

REAL 2034
Real Estate Data Analysis

REAL 3014
Professional Development in
Real Estate

JUNIOR

REAL 3034
Real Estate Market Analysis

REAL 3024
Applied Real Estate Development

REAL 3044
Financing Real Estate Projects

SENIOR

REAL 4075
Real Estate Studio (Fall)

REAL 4076
Real Estate Studio (Spring)

LEGEND

PREREQUISITE



COREQUISITE



└ POLICY 91

- Policy 91 is a University policy used to ensure that students make continual progress towards their degree
- Each department can create their own Policy 91 criteria to determine which students are at risk to fail to graduate
- Including GPA requirement and taking certain core classes by the time students have earned a certain amount of credit hours
- Encourages students to improve their performance or switch majors before they have invested a large amount of time and money on a degree they are unlikely to finish

EMERITI

WHITNEY BAUMAN

*CREDITORS COLLECTION SERVICE
MARKETING AND BUSINESS DEVELOPMENT*

MARK CLAUD

*COMMONWEALTH COMMERCIAL
PRESIDENT*

FRANCIS CHANEY

*CHANEY ENTERPRISES
CHAIRMAN OF THE BOARD*

WILLIAM ELLIOT

*MEDALIST PROPERTIES
MANAGING PARTNER*

PK KAMATH

*CBRE
SENIOR VP*

KAMILIA LAWSON

*COMMUNITY HOUSING PARTNERS
DIRECTOR OF HOMEOWNERSHIP*

LESLIE LUDWIG

*L&L ADVISORS
SENIOR VP*

JENNIFER NOLEN

*WELLS FARGO
SENIOR VICE PRESIDENT*

JASON SALAMON

*HR ALLIANCE
PRESIDENT*

PATRICK TYRELL

*JBG SMITH
CHIEF ADMINISTRATIVE OFFICER*

ROBERT WARD

*SKANSKA USA
EXECUTIVE VICE PRESIDENT*



BOARD MEMBERSHIP OFFERS



JOHN DALTON
MRP REALTY
VP ACQUISITIONS



JAY ROLLINS
JCR CAPITAL
MANAGING PRINCIPAL



SHANNON LOWE
PULTE GROUP
VP SALES AND MARKETING

APRIL 14TH AGENDA

4:00 PM - 5:00

Networking Event

Smithfield

5:00 PM - 6:00

**Cocktail Reception and
Senior Capstone
Presentations**

Great Lawn/Foyer AB

6:00 PM - 6:45

Dinner

Latham CDEF

6:45 PM -

**Senior Recognition and
Awards Ceremony**

Latham CDEF



APRIL 15TH AGENDA

7:30 AM - 8:00 AM	Morning Refreshments and Dubai Presentations	Upper Quad/ Cascades
8:00 AM - 9:30 AM	Virginia Tech Real Estate Panel	Cascades
9:30 AM - 10:00 AM	Strategic Plan Overview	Cascades
10:00 AM - 10:30 AM	Advancement Update	Cascades
10:30 AM - 11:00 AM	Academic, Career, and Development Committee Restructuring	Cascades
11:00 AM - 11:30 AM	Wrap-Up and Closing Remarks	Cascades

VIRGINIA TECH PANEL



BOB BROYDEN
ASSOCIATE VP FOR
CAPITAL ASSETS AND
FINANCIAL
MANAGEMENT



MICHAEL WALSH
INVESTMENT AND DEBT
MANAGEMENT - VT
FOUNDATION



CARRIE WOODRING
DIRECTOR OF REAL ESTATE -
VT FOUNDATION

PAMPLIN PRESENTATIONS

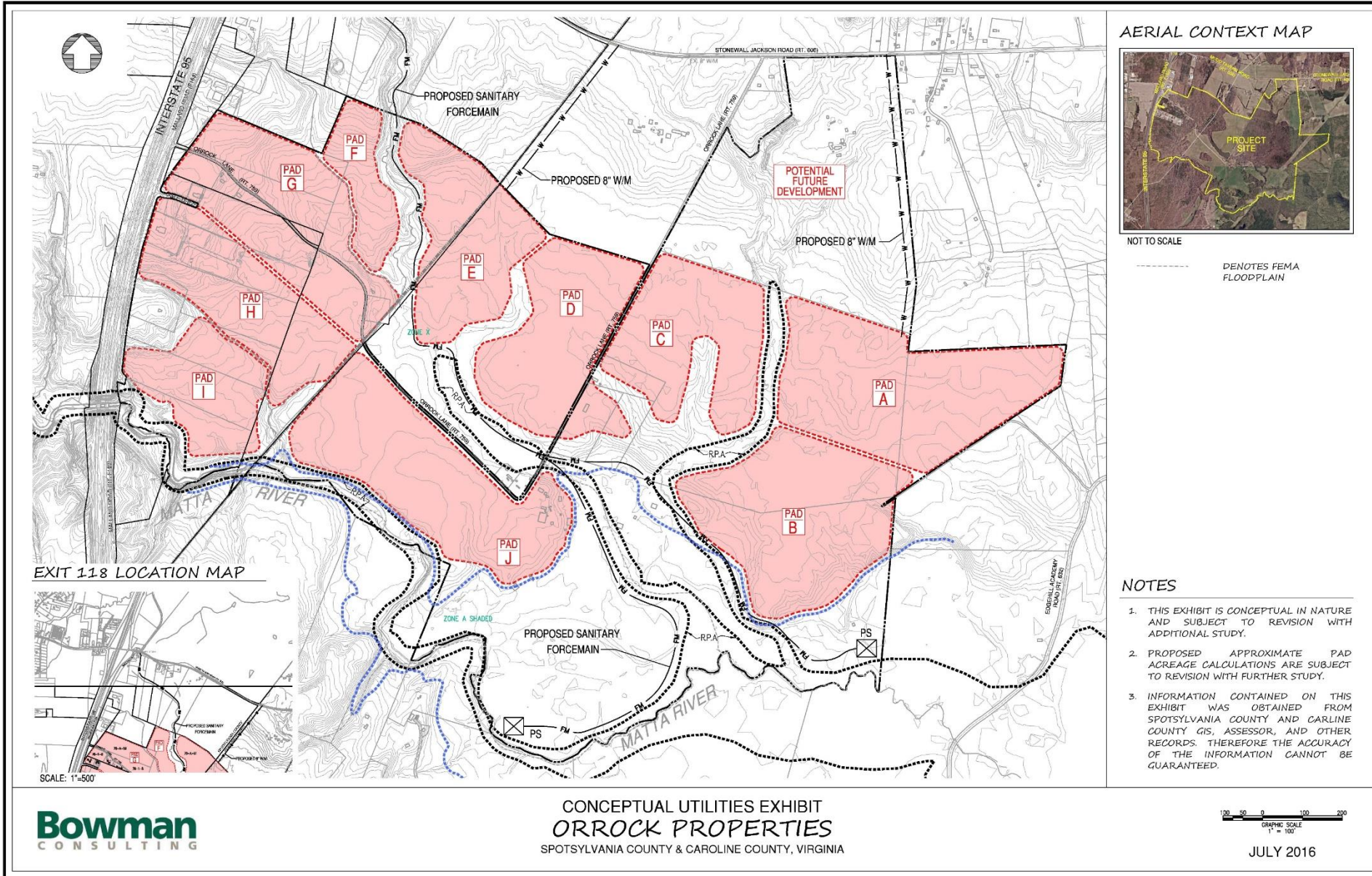


KEVIN CARLSON
*ASSOCIATE DEAN OF
BUSINESS*



ELIZABETH MITCHELL
*ASSISTANT DEAN OF
ADVANCEMENT, PCOB*

STUDIO CLASS DEVELOPMENT SITE



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