



EDWARD ST. JOHN REAL ESTATE PROGRAM

JOHNS HOPKINS CAREY BUSINESS SCHOOL

FULL-TIME MASTER OF SCIENCE
REAL ESTATE & INFRASTRUCTURE

FT MSREI CLASS OF 2014 STUDENT PROFILES



**Edward St. John
Real Estate Program**

**Johns Hopkins University
Carey Business School**

- 2-Time NAIOP Capital Challenge Winner
- Full-time and Part-time Programs
- MSREI & MBA/RE Programs
- Baltimore & Washington, DC
- 23+ Years
- 860+ Real Estate Alumni
- 100+ Real Estate Students
- 1,800+ Carey Alumni



Professional Accreditations



Full-Time MSREI Class of 2014

- 12-Month Intensive Program
- 29 MSREI Candidates (U.S. and China)
- August 2014 Graduation
- 36-Credit Program
- 18+ Courses
- 30+ Skill-based Workshops
- 60+ Guest Speakers
- 10+ Fieldtrips and Site Visits
- 1 Full-time Summer Internship
- 1 European Real Estate Competition
- 1 Regional Real Estate Competition
- LEED GA Accreditation
- LEED AP Accreditation
- ARGUS Certification

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**THE JOHNS HOPKINS CAREY BUSINESS SCHOOL
EDWARD ST. JOHN REAL ESTATE PROGRAM**

**FULL-TIME
(12-MONTH)**

**MASTER OF SCIENCE
REAL ESTATE AND INFRASTRUCTURE**

FT-MSREI

CLASS OF 2014

STUDENT PROFILES

AUGUST 2014 EDITION

The latest PDF version can be found at:

www.dankohlhepp.com

Available under the *Education* section

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Washington, DC 20036

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ULI Fall Conference: Our Conference Attendees

International Real Estate Challenge (IREC): Our Friends at IREC

NAIOP Capital Challenge: Our Winning Team

Soft Hat Celebration: Janka Durisova, MSRE

CONTENTS

I.	INTRODUCTION	1
II.	STUDENT PROFILES	3
III.	FULL-TIME MS IN REAL ESTATE AND INFRASTRUCTURE	35
	III-1. The FT MSREI Academic Program.....	36
	III-2. Workshops	38
	III-3. Guest Speakers.....	46
	III-4. Field Trips and Site Tours.....	54
	III-5. Green Building Focus	68
IV.	PROGRAM LANDMARKS	75
	IV-1. Program Orientation	76
	IV-2. Fall Final Presentations	84
	IV-3. Winter Int'l Real Estate Challenge (IREC).....	88
	IV-4. Spring Practicum and Soft Hat Ceremony	100
	IV-5. Summer Internship Program	106
	IV-6. Hard Hat Graduation Ceremony	108
V.	INDUSTRY ENGAGEMENTS	111
	V-1. Student Memberships.....	112
	V-2. Industry and Alumni Reception.....	114
	V-3. 5 Things to Know to Succeed in RE.....	120
	V-4. CREW on CRE Finance.....	124
	V-5. NAIOP Capital Challenge	126
	V-6. MSREI Career Fair & Reception	132
	V-7. CREW Career Connection Event.....	136
VI.	MSREI FACULTY & STAFF	141
	VI-1. Full-Time Faculty	142
	VI-2. Professional Faculty	144
	VI-3. MSREI Staff.....	148
	VI-4. Carey Staff.....	149
VII.	ACKNOWLEDGEMENTS & CREDITS	151
VIII.	CONTACT US.....	152

**The Johns Hopkins Carey Business School Edward St. John Real Estate Program
Full-Time Master of Science in Real Estate and Infrastructure
FT MSREI Class of 2014**



BACK ROW

Tyler Mathews, Shusen Yang, Yingzhao (Charles) Chen, Teng Hu,
Chengwei Yang, Cheng (Jason) Zhang, Jon Ryan

IN THE MIDDLE

Jiandong (James) Yu, Xuele Ma, Geoff Shudtz, Kimberly Kohlhepp,
Elizabeth Runge, Bijun (Sarah) Chen, Yujie (Sue) Sun, Jue (Snowy) Chen,
Xiaojing Zhang, Colleen Callahan, Huaxin (Peter) Lai, Yan Xuan

FRONT ROW

Lu (Elaine) Tao, Xiachongni (Marsia) Sun, Taizhuang (Arial) Chen, Jiawen Peng,
Jiajie (Caroline) Huang, Dian (Lexi) Hu, Yu (Zoe) Ren,
Xiaoyue (Elanor) Wang, Siqu (Christie) Liu, Kyle Kendziuk

I. INTRODUCTION

The primary purpose of this booklet is to provide brief profiles of the candidates for the Accelerated Master of Science in Real Estate and Infrastructure the Carey Business School Edward St. John Real Estate Program who plan to graduate in August 2014.

The Edward St. John Real Estate Program has a portfolio of graduate degree programs that are aimed at different student populations with different career goals. However, all of the Edward St. John Real Estate programs are multi-disciplinary in nature with courses taught primarily with professional adjunct faculty.

The Carey Business School uses an 8-week term format for its classroom courses. There are two terms per semester that provide scheduling flexibility and shorter, more focused courses. The MSREI programs have 12 credits (6 courses) in “skills, tools, and methods,” and 12 credits (6 courses) in “business core.” The remaining courses are focused on specific areas of interest.



II. STUDENT PROFILES

STUDENT PROFILES

MASTER OF SCIENCE IN REAL ESTATE AND INFRASTRUCTURE 2014 CANDIDATES

The Johns Hopkins Carey Business School
Edward St. John Real Estate Program

<i>Last Name</i>	<i>First Name</i>
Callahan,	Colleen
Chen,	Bijun (Sarah)
Chen,	Jue (Snowy)
Chen,	Taizhuang (Arial)
Chen,	Yingzhao (Charles)
Hu,	Dian (Lexi)
Hu,	Teng
Huang,	Jiajie (Caroline)
Kendziuk,	Kyle
Kohlhepp,	Kimberly
Lai,	Huaxin (Peter)
Liu,	Siqi (Christie)
Ma,	Xuele
Mathews,	Tyler
Peng,	Jiawen (PJ)
Ren,	Yu (Zoe)
Runge,	Elizabeth
Ryan,	Jonathan (Jon)
Shudtz,	Geoffrey (Geoff)
Sun,	Xiachongni (Marsia)
Sun,	Yujie (Sue)
Tao,	Lu (Elaine)
Wang,	Xiaoyue (Elanor)
Xuan,	Yan
Yang,	Chengwei (Yang)
Yang,	Shusen
Yu,	Jiandong (James)
Zhang,	Cheng (Jason)
Zhang,	Xiaojing (Jing)



Colleen Callahan

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

- Hardworking
- Team Oriented
- Client Interaction
- Resourceful
- Sociable
- Problem Solving

Education

Master of Science, Real Estate and Infrastructure **Aug 2014**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Arts, Political Science **May 2011**
 University of New Mexico Albuquerque, NM

Experience

Callahan & Hamann, P.C. Law Firm **Jun 2008 – Aug 2013**
 Legal Assistant Santa Fe, NM

- Drafted client and prepared legal documents, researched property records, and met with clients.
- Gained an in depth understanding of legal frameworks, terminology, and documents.
- Increased efficiency and productivity by creating and implementing a paperless office system.

Restaurant Martin **Apr 2012 – Oct 2012**
 Supervisor and Administrator Santa Fe, NM

- Promoted and organized large party events (50-200 people). Responsibilities included client prospecting, cold calling, sales pitch preparation and delivery, price quotes, and event administration.
- Managed customer relationships and developed comprehensive customer service training for staff.
- Managed wait staff; led meetings to inform and encourage the staff to provide exceptional service.

Skills

- MS Office Suite
- QuickBooks
- Crystal Ball



Sarah Chen

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

- Building Design
- Financial Analysis
- Market Analysis
- Data Research
- Cold Calling
- Client-Facing

Education

Master of Science, Real Estate and Infrastructure	Aug 2014
The Johns Hopkins Carey Business School	Washington, DC
Bachelor of Business in Real Estate Management	July 2013
Minor in Financial Statistics	July 2012
Shanghai University of Finance and Economics	Shanghai, China

Experience

Haitong Securities	Investment Bank Division	Apr 2012 – Jul 2012
Internship		Shanghai, China
<ul style="list-style-type: none"> • Attended Trainee Program, and got acquainted with Third Market condition. • Participated in Third Market promotion and arranged documents for China Securities Regulatory Committee. 		
CBRE, Shanghai, China	Office Department	Dec 2011 – Feb 2012
Internship		Shanghai, China
<ul style="list-style-type: none"> • Learned the standard procedures such as Delphi Method. • Visited sites to collect data for market research and presented the analysis to manager. 		
Citibank, China	Expense Management Department	July 2011 – Nov 2011
Internship		Shanghai, China
<ul style="list-style-type: none"> • Conducted in-depth industry research and analyzed financial statements, computed financial ratios and conducted studies on economic data and sales volume • Conducted Client-Directed Forward Exchange, Spot Exchange and Swap according to manager's orders. 		

Skills

Computer: ARGUS, Bloomberg, MS Windows Office, Photoshop
 Certificate: Certified Fund Trading and Sales Practitioner



Jue (Snowy) Chen, LEED GA

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student;
 Strong planner and problem solver who readily adapts to change; works independently and exceeds expectations;
 Able to juggle multiple priorities and meet tight deadlines without compromising quality.

Education

Master of Science, Real Estate and Infrastructure	Aug 2014
The Johns Hopkins Carey Business School	Washington, DC
Bachelor of Art	May 2012
Chongqing University	Chongqing, Mainland China

Experience

Shenzhen Project Care Organizing Committee Office	June. 2012 – Sept. 2012
Coordinator	Shenzhen, Mainland China
<ul style="list-style-type: none"> • Worked under the team of China Charity Fair (a nation-wide exhibition) organizing committee • Maintained media database, drafting press releases and blogs, developing coverage and wrap-up reports, etc. 	
CESVI, Italy	Jan. 2012 – Mar. 2012
President	Turin, Italy
<ul style="list-style-type: none"> • Worked in an international team formed by the members from Asia, North America, South America and Europe • Engaged in Social Business Challenge Project promoting new-born local NGO – the Association 360 degree. • Largely improved the NGO’s social identification. 	

Skills

- 5 different languages (Mandarin, English, Cantonese, Japanese, Hakkanese)
- Microsoft Office Suite, Adobe Photoshop, Adobe Premier



Taizhuang (Arial) Chen

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

- *Johns Hopkins MSREI Candidate with working experiences in Actuarial Science and risk management. Highly interested in Mortgaging banking.*
- *Detail-oriented and good at data analysis and financial modeling*
- *CFA Level 1 passed*

Education

Master of Science, Real Estate and Infrastructure	Aug 2014
The Johns Hopkins Carey Business School	Washington, DC
Bachelor of Actuarial Science	Jun 2012
Southwestern University of Finance and Economics	Chengdu, China

Experience

Munich Reinsurance Company	Insurance industry	Oct 2012 – May 2013
Actuarial Analyst		Beijing, China
<ul style="list-style-type: none"> • Designed actuarial models in order to calculate required reserves and to test profitability of reinsurance products. • Built up databases comprising over 70,000 model points based on APEX model (an actuarial model) via VBA micros. 		
Industrial and Commercial bank of China	Banking	Nov 2011 – Feb 2012
Financial Analyst		Chongqing, China
<ul style="list-style-type: none"> • Conducted Due Diligence of 56 after-credit enterprises by investigating managerial documents and reviewing financial statements; independently completed a risk report. • Maintained daily loan balance data in the internal system. 		

Skills

- | | | |
|-------------|-------------------|----------------|
| • Excel VBA | • Argus Valuation | • Crystal Ball |
| • HP 12C | • MS office suite | |



Yingzhao (Charles) Chen

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure Candidate, detail-oriented, with experience in real estate financing.

- Financial Modeling
- Market Analysis
- Data Analysis
- Pro Forma
- Team Work
- Fast Learner

Education

Master of Science, Real Estate and Infrastructure **Aug 2014**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Economics **June 2013**
 Central University of Finance and Economics Beijing, China

Experience

Southwest Securities R & D Center **August 2012 – October 2012**
 Industry analysis assistant/Intern Beijing, China

- Analyzed the development trend of the real estate industry for the second half of 2012
- Analyzed the change of government policy on real estate industry from 2008 to 2012
- Provided consultation for the industry’s financial strategic planning

Minsheng Banking Corp. Ltd Real Estate Finance SBU **June 2012 – July 2012**
 Director assistant/Intern Beijing, China

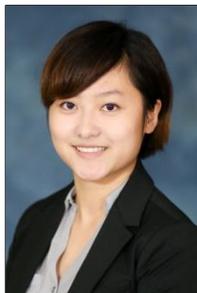
- Compiled a project feasibility analysis for Jinan Shimao Mall project
- Assisted field research to facilitate risk control of 3 real estate projects
- Analyzed the development potential of Liangxiang District of Beijing
- Assisted calculating the mortgageable value of Lihuayuan community

Skills

Financial Tools: Argus Valuation, Crystal Ball, HP12C

Computer Tools: Excel, Word, Google Sketchup, SPSS, MATLAB

Languages: English, Mandarin



Dian (Lexi) Hu, LEED GA

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student with 1+years experience in Finance. Highly interested in Real Estate Finance.

- Financial Modeling
- Due Diligence
- Client Facing
- Pro Forma
- Professional Software
- Market Analysis

Education

Master of Science, Real Estate and Infrastructure

The Johns Hopkins Carey Business School

Aug 2014

Washington, DC

Bachelor of Economics, major in Finance

Chongqing University

July 2013

Chongqing, China

Experience

China Merchants Bank Co., Ltd

Analyst Intern

March, 2013 – June, 2013

Chongqing, China

- Analyzed financial statement of borrower's property in the past three years, trailing 12 months, 6 months and 3 months, to evaluate the trend of financial performance.
- Calculated potential NOI by forecasting income and capital expenditures.
- Priced the loan according to project market type, loan terms, amortization method, DSCR and LTV ratio.
- Linked the original mortgage to 10-year treasury bonds and secondary market yields.

Huarong Securities Co., Ltd

Junior Analyst

June, 2012 – August, 2012

Chongqing, China

- Forecasted the trend of stock market each week based on securities analysis and made a brief presentation to manager.
- Made data management such as ensuring accuracy of client detail record.
- Received feedback and made suggestions to increase customers' satisfaction.

Skills

- Advanced Excel
- Argus
- Crystal Ball
- SketchUp
- CoStar
- HP12C Calculator



Teng Hu

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure Candidate. Highly motivated. Highly interested in property management.

- Finance
- Development
- Appraisal
- Management
- Sustainability

Education

Master of Science, Real Estate and Infrastructure The Johns Hopkins Carey Business School	Aug 2014 Washington, DC
Bachelor of Finance Southwestern University of Finance and Economics	June 2013 Chengdu, China
Certificate of Finance National University of Kaohsiung	June 2012 Kaohsiung, Taiwan

Experience

CITI Bank (China) Operation & Technology Assistant	Nov 2012 – May 2013 Chengdu, China
<ul style="list-style-type: none"> • Trained and practiced in bank, got familiar with financial statements • Summarized Domestic income declaration with the BOP system 	
IBD, Huaxi Security Limited Office Assistant	June 2012 – August 2012 Chengdu, China
<ul style="list-style-type: none"> • Participated in the due diligence reporting process of IBD • Collected extensive data on local state-owned firms for IPO 	
KOBELCO Financial Department Assistant	August 2012 – September 2012 Chengdu, China
<ul style="list-style-type: none"> • Familiarized the accounting software and systemized the relevant materials into methodic categories 	

Skills

- Financial Real Estate Tools: Argus, Crystal Ball, CoStar
- Computer Skill: MS Windows, Word, Excel, PowerPoint, Photoshop



Jiajie (Caroline) Huang

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC, RICS

Qualifications

Johns Hopkins MSREI Candidate with strong finance academic background and solid real estate internship experience. Highly interested in capital market concentration.

Education

Master of Science, Real Estate and Infrastructure **Aug 2014**
The Johns Hopkins Carey Business School Washington, DC

Bachelor of Business Administration **June 2013**
The Chinese University of Hong Kong Hong Kong

Experience

Vanke **July 2013**
Assistant of Land Acquisition Big Residential Developer
Zhejiang, China

- Prepared 3 lands acquisition, including feasibility analysis and site inspection.
- Evaluated an emerging region of 53633 sq. miles, analyzed its development potential.
- Researched and modified company investment and acquisition plan.
- Executed 30-page local major competitors' investment strategy analysis, presented to supervisor and team.

Capitaland **June 2013**
Assistant of Market Communication International Developer
Zhejiang, China

- Organized a big 2-month college student music festival as shopping center activity.
- Managed billboards bid competition to select supplier in underground parking lots.

Sun Hung Kai Properties **May 2012 – Jun 2012**
Assistant of Leasing Department Large Developer
Hong Kong

- Managed a portfolio of luxurious residential properties with more than 2 million sq. ft.
- Established a data pool with approximately 100 client corporations and clients' event.

Skills

- Office (Excel, PPT, Word)
- ARGUS
- Crystal Ball
- Risk Management- FRM Exam level 1



Kyle Kendziuk

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

Johns Hopkins MSREI Candidate with 4+ years of experience in real estate, sales, and marketing. A strong decision maker with a proactive management style and a personal commitment to positive corporate growth. Interested in Redevelopment and Infrastructure.

- Market Analysis
- Contract Negotiation
- Financial Analysis
- Business Development
- ProForma Modeling
- Data Mining

Education

Master of Science, Real Estate and Infrastructure	Aug 2014
The Johns Hopkins Carey Business School	Washington, DC
Bachelor of Business Administration, Real Estate & Finance	Aug 2013
Central Michigan University	Mount Pleasant, MI

Experience

LaGrange Investment Group Asset Manager	Acquisitions/ Private Equity	Nov 2013 – Present Detroit, MI
<ul style="list-style-type: none"> • Evaluated a multitude of startup business and operation strategies seeking private venture capital • Oversaw acquisition and repositioning plans for both commercial and residential properties including: Sports Arenas, Retail, and Single Family 		
Wine Country Consultants Sales and Marketing	Brokerage/ Vineyards	May 2013 – Present Napa Valley, CA
<ul style="list-style-type: none"> • Developed new marketing campaign geared towards expanding operations east into Michigan, Texas, New York, Virginia, Maryland, and other global AVA regions. 		
KMG Prestige Marketing/Property Management	Property Management	Aug. 2011 – May 2012 Mount Pleasant, MI
<ul style="list-style-type: none"> • Developed and executed a marketing plan which increased resident occupancy in two section 8 communities from 79% to 95% over a two month period 		
Skyward Group LLC. Real Estate Consultant	Brokerage / Residential	May. 2011 – Jan 2012 Royal Oak, MI
<ul style="list-style-type: none"> • Designed new marketing campaigns targeting young urban professionals which increased sales volume by 20% 		



Kimberly Kohlhepp, LEED AP BD+C

FT MSREI Program

Graduation Date: August 2014

Full-time work available May 2014

Affiliations: ULI, ICSC, RICS

Qualifications

2+ years of experience in property management, highly interested in sustainable development and infrastructure projects.

- Detail Oriented
- Sustainability Focused
- Fire & Life Safety
- Property Management
- Due Diligence
- Budgeting

Education

Master of Science, Real Estate and Infrastructure
Johns Hopkins University Carey Business School

August 2014
Washington, DC

Bachelor of Arts, Anthropology
Ohio University

June 2010
Athens, OH

Experience

Brookfield Office Properties
Property Assistant

March 2011 – August 2013
Washington, DC

- Managed small construction projects for interior renovations
- Acted as main point of contact for tenants and contractors
- Drafted annual building operation expense budget and tracked spending

Granite Road LLC
Administrative Assistant

June 2009 – June 2010
DuBois, PA

- Reviewed and edited wills and trust agreements
- Record keeping
- Light bookkeeping

Skills

- Excel
- Argus
- Transtrak
- Angus Systems
- Propidex
- Microsoft Office



Huaxin (Peter) Lai

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student.

- Highly interested in real estate investment sales
- Highly interested in real estate development

Education

Master of Science, Real Estate and Infrastructure
The Johns Hopkins Carey Business School

Aug 2014
Washington, DC

Bachelor of Business Administration-Accounting
Winthrop University

May 2013
Rock Hill, SC

Experience

Nantong Best Home Company Limited
Accounting assistant

May 2011 – Sep 2011
Nantong, China

- Maintained and made necessary adjustments to various records
- Verified amounts and codes on various forms for accuracy.
- Compiled routine numerical information for report purposes.
- Sorted documents and posted debits/credits to proper account. Balances entries and made necessary corrections.

Skills

- Proficient in English and Chinese
- Proficient in Microsoft Office, Visual basic, Peachtree



Siqu (Christie) Liu, LEED GA

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Candidate. Highly interested in property management and real estate marketing

- Market Analysis
- Data Research
- Pro Forma
- Public Relations
- Target Marketing
- Sustainability

Education

Master of Science, Real Estate and Infrastructure

The Johns Hopkins Carey Business School

Aug 2014

Washington, DC

Bachelor of Management, Hospitality

Sun Yat-sen University

June 2013

Guangzhou, China

Experience

The Ritz-Carlton, Shenzhen

Sales and Marketing

May 2012 – Oct 2012

Public Relations Intern

Shenzhen, China

- Planned and organized the events of hotel, including media thanks banquet, wedding showcase and Community footprint
- In charge of arranging media interview, drafting press release in both Chinese and English and building good relationship with media
- Assisted DOSM draft marketing budget for next year
- Managed the reputation and brand image of hotel. Monitored and controlled all the social media of the hotel
- Drafted, designed and published all the marketing collaterals of the hotel.

Skills

- Financial Real Estate Tools: CoStar, Argus
- Computer Skills: MS Windows, Word, Excel, PowerPoint
- Language Skills: Fluent in English, Chinese, Cantonese



Xuele Ma, LEED GA

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC, NAIOP, DLD

Qualifications

Johns Hopkins MSREI Candidate with 3+ years of study and intern in real estate project conceptualization and market analysis. Highly interested in redevelopment. Seeking experience in development and REITs.

- Market Analysis
- Historical Renovation
- Client Liaison
- Business Proposal
- Green Building
- Project Management
- Strategic Planning
- Public Presentation
- Event Planning

Education

Master of Science, Real Estate and Infrastructure **Aug 2014**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Science, Investment, minor Entrepreneurship **June 2013**
 Central University of Finance and Economics Beijing, China

Experience

DTZ, a UGL Company **Mar 2013 - July 2013**
 Government Consultant Shanghai, CHINA
 Property Development Consultant/Intern

- Researched and analyzed development opportunities in new market areas
- Studied and Suggested preliminary plan for newly purchased lands
- Conducted feasibility analysis and risk analysis of development projects

China Industrial Bank **July 2012 - Aug 2012**
 Commercial Bank Hangzhou, CHINA
 Bank Management/Intern

- Reviewed commercial inquiries for investment potential
- Prepared, recorded and arranged loan transaction documents for premier clients
- Managed customer relationship and recommended suitable financial products

Skills

- ARGUS Valuation
- Adobe Photoshop
- Advanced Excel & PPT
- SPSS
- Bloomberg System
- Google SketchUp



Tyler Mathews, LEED GA

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

Trained professional with over 1 year of construction and engineering experience. Focused on building a career in the horizontal and vertical development business across all asset classes.

- Leadership
- Problem Solving
- Quality Control
- Estimating
- Project Management
- Field Operations

Education

Master of Science, Real Estate and Infrastructure **August 2014**
The Johns Hopkins Carey Business School *Washington, DC*

Bachelor of Science, Civil Engineering **December 2012**
The University of Alabama *Tuscaloosa, AL*

Experience

Engineering Ministries International **January – May 2013**
Civil Engineering International Intern *Calgary, Alberta, Canada*

- Coordinated team of 12 architect and engineers to perform master plan and building design for a Vocational Training Center in Port Salut Haiti
- Designed schematic plans, drafted site plan, and created presentations/literature

Brasfield & Gorrie, LLC **January 2010 – August 2012**
Co-operative education – Engineering Training Program *Meridian, MS*

- 13 month rotation program designed for diversified experience *Birmingham, AL*
- Excelled as full-time employee on estimating, project management, and field operations teams *Nashville, TN*

Florida Baptist Disaster Relief **June - July 2011**
Rebuild Haiti Student Intern *Port-au-Prince, Haiti*

- Analyzed budget overruns on materials and aided team in bringing over-budget homes back on target
- Performed quality control checks over 9 field crews including inspection visits to 500 completed homes

Ambassadors of the College of Engineering **January 2009 – December 2012**
President *Tuscaloosa, AL*



Jiawen Peng, LEED GA

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student w/ 1+ years of experience in a multinational real estate company. Recognized for solid computer and data reporting and analysis skills with a passion of reporting and communicating information.

- Pro Forma
- Due Diligence
- Excel, Argus and MATLAB
- Financial Statement Analysis
- Market Analysis
- Client-Facing

Education

Master of Science, Real Estate and Infrastructure	Aug 2014
Master of Science, Finance	Aug 2013
The Johns Hopkins Carey Business School	Washington, DC
Bachelor of Science, International Economics	Aug 2012
Zhejiang University	Hangzhou, China

Experience

Gemini Global LLC	Real Estate Consulting	Aug 2012 – Present
Department of Finance Intern		Arlington, VA
<ul style="list-style-type: none"> • Conducted market analysis of Senior Housing Industry in China and made related presentations. • Participated in Potomac Yard Project-Land Bay G. Conducted due diligence on China Investment Corporation’s investment strategy and made related reports. • Assisted in building up sister city relationship between Tongzhou City, China and Alexandria City, USA 		
Vanke Real Estate Co. Ltd	Real Estate Developer	July 2011-Nov 2011
Department of Hotel Management Intern		Hangzhou, China
<ul style="list-style-type: none"> • Conducted analysis of corporate financial statement, including the analysis of asset structure, solvency, profitability, operating capacity, and Du Pont Analysis • Analyzed the operation data of Gongwang Club and the C’est La Vie cake shops in the hotel to provide information on their performance to management • Participated in accessory apartments project. Researched government policies and regulations on China’s Senior Housing industry. 		



Yu (Zoe) Ren, LEED AP BD+C

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student. Highly interested in real estate finance

- Financial Analysis
- Market Analysis
- Self-motivated
- Econometrics Analysis
- Information Integration

Education

Master of Science, Real Estate and Infrastructure

The Johns Hopkins Carey Business School

Aug 2014

Washington, DC

Bachelor of Economics in Finance

Liaoning University

July 2012

Shenyang, China

Experience

Standard Chartered Bank

Personal Financial Consultant

July 2012 – June 2013

Hangzhou, China

- Dealt with 200+ account-opening and routine procedure work
- Conducted a survey on credit risks of real estate industry and finished a summary report
- Delivered analyses summarizing the historical and forecasted performance of target funds, e.g., BlackRock World Gold Investor to Sales Manager
- Analyzed Bollinger and chart patterns for gold investment

Shaoxing Baoye Sijiyuan Construction Company

Trainee

July 2011 – August 2011

Shaoxing, China

- Rotated in Sales, Development & Financial Department
- Gained knowledge of preliminary work for real estate, including land planning, project examination and approval
- Communicated with 100+ clients on sales and delivery of housing
- Learned financing and taxation situation in development process

Skills

- Microsoft Office
- ARGUS
- Crystal Ball
- Eviews
- SPSS
- CoStar



Elizabeth Runge

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations ULI, ICSC

Qualifications

- Market Analysis
- Strong Communication skills
- High Proficiency in Excel
- Fundraising
- Grant Writing
- Office Management
- Independent
- Attention to detail
- Team Management

Education

Master of Science, Real Estate and Infrastructure

The Johns Hopkins Carey Business School

Aug 2014

Washington, DC

Bachelor of Science, Marketing and Management

University of South Carolina Darla Moore School of Business

May 2012

Columbia, SC

Experience

The Greater Baltimore Board of REALTORS®

GBBR Charitable Foundation & Member Services Administrator

Feb 2013 - Aug 2013

Baltimore, MD

- Prepared grant requests for the Foundation to various corporations and companies.
- Essential part in raising over \$21,000 for the Foundation
- Assisted Senior Director of Operations planning and executing member events and fundraisers

RuffaloCODY

Carolina Caller

Aug 2012 – May 2012

Columbia, SC

- Informed Alumni and University Affiliates about events and news from the University of South Carolina
- Raised over \$3000 in donations to support the University

Additional Experience

Kappa Kappa Gamma, Epison Kappa

Public Relations Chairman

Jan 2010 - Jan 2011

- Promoted positive chapter relations with Alumni, Parents and Community
- Delegated tasks to the Public Relations Committee



Jonathan (Jon) Ryan

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC, , Order of the Engineer

Qualifications

Active HSPD12 G Clearance, U.S. Department of Energy
 Registered Engineer in Training (MD)

Education

Master of Science, Real Estate and Infrastructure	Aug 2014
The Johns Hopkins University, Carey Business School	Washington, DC
Bachelor of Science, Mechanical Engineering	May 2009
The Johns Hopkins University, Whiting School of Engineering	Baltimore, MD

Experience

Williams Notaro and Associates, LLC MEP Engineering **Feb 2011 – June 2012**
 Junior Engineer / Mechanical Division Fairfax, VA

- Designed HVAC systems for commercial buildings
- Worked in Secure Compartmentalized Information Facilities
- Performed energy audits using modeling software

New West Technologies, LLC Gov't Contractor **Aug 2010 – Feb 2011**
 Junior Analyst Washington, DC

- Created and maintained information database to track efficacy of Federal grants
- Created supporting documents for the International Energy Agency Implementing agreement on Hybrid and Electric Vehicles for their annual report and website
- Organized public outreach events for Green Racing

Skills

- MS Office
- AutoCAD



Geoff Shudtz, LEED GA

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student with well-rounded professional background. Highly interested in mixed-use development.

- Investment Reports
- Data Analysis
- Argus
- Market Analysis
- Crystal Ball
- Pro Forma creation

Education

Master of Science, Real Estate and Infrastructure **Aug 2014**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Science, Management **May 2005**
 Boston College Carrol School of Management Chestnut Hill, MA

Experience

Brightwood EC, DC Public Schools Education **June 2011 – June 2013**
 Math Teacher Washington, DC

- Developed an engaging and community focused classroom for 35 low-income, English language learning students
- Analyzed student testing statistics to implement individual student achievement goals
- Volunteered in school-wide initiative to increase test scores by teaching additional courses on 6 Saturdays

Posto, Stoney’s, Ulah Hospitality **April 2008-May 2010**
 Manager, Bartender Washington, DC

- Aided in personnel hiring decisions and scheduling for 20 front of house staff
- Designed a marketing strategy to attract new customers to an underutilized portion of the restaurant, produced valuable sales gains and is still a staple of the restaurant’s revenue and recognition

Additional Experience

Account Manager Maxim Integrated Products

- Issued monthly production forecasts for 100+ product lines
- Established relationships with an international team of sales individuals and 4 primary domestic business units



Xiachongni (Marsia) Sun, LEED GA

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

Johns Hopkins MSREI Candidate with experience in the IPO, refinancing and real estate project and construction management. Highly interested in commercial real estate development and REITs.

- Civil Engineering
- Project Management
- Pro Forma Development
- Market Analysis
- Professional Softwares
- English & Mandarin

Education

Master of Science, Real Estate and Infrastructure

The Johns Hopkins Carey Business School

Aug 2014

Washington, DC

Bachelor of Geotechnical Engineering

Tongji University, College of Civil Engineering

May 2012

Shanghai, China

Experience

Changjiang Financing Services Co., Ltd

Securities

Oct 2012 – Jan 2013

Financial Analyst/Intern

Shanghai, China

- Prepared the files for several IPO projects in a team
- Researched a list company in a group for the refinancing project and successfully got the refinancing amount of \$2.19 billion
- Analyzed and organized regular capital market data for the preparation of new issues

China Resources Land Limited (Wuhan)

Residential

July 2012 – Aug 2012

Development Specialist/Intern

Wuhan, China

- Dealt with government relations with the government relations specialist
- Tracked the progress of 3 under development residential projects with team members involving more than 82.35 acres approved for 10,216,800 SF

China Resources Land Limited (Wuhan)

Residential

July 2011 – Aug 2011

Engineer Assistant/Intern

Wuhan, China

- Supervised the process of construction involving about 30.54 acres approved for 4,644,000 SF with the project manager
- Coordinated the general contractor, subcontractors and designers during the construction period



Yujie Sun

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student with experience in logistics and finance, highly interested in commercial real estate and investment sales

- Highly detailed
- Accounting
- Data collection
- ARGUS
- Commercial real estate
- Market Analysis

Education

Master of Science, Real Estate and Infrastructure

The Johns Hopkins Carey Business School

Aug 2014

Washington, DC

Bachelor of Science, Business Administration

University at Buffalo, The State University of New York

May 2012

Buffalo, NY

Experience

Headwin Global Logistics (USA) Inc.

Accountant Assistant & Operator Assistant

Aug 2012 – May 2013

Los Angeles, CA

- Monitored, reported and followed up daily on aged accounts receivable and payable balances
- Performed monthly accounting activities for a variety of corporate office expenditures
- Regularly prepared the bank reconciliation, ensured monthly report accuracy
- Assisted in the preparation of company's 2011 tax return filing
- Assisted operators to enter and manipulate the information of pre-alerts, arrival notices, and delivery orders

Ningbo Global Real Estate Corporate, Ltd. (Intern)

Assistant Consultant

June 2011 – July 2012

Ningbo, China

- Gathered data and analyzed the real estate market for logistics properties
- Collected and reported data regarding commercial and residential rental receipts
- Participated in the study regarding optimization of using logistics facility such as a distribution center or warehouse

Awards and Skills

- Language Skills: Competent in written and spoken Mandarin and English
- Computer Skills: FreightStream, Microsoft Office, Access, ARGUS
- Honors: Dean's List: Spring 2010, Fall 2010, Spring 2011, Fall 2011, Spring 2012



Lu (Elaine) Tao, LEED GA

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ICSC, ULI

Qualifications

Detail-oriented Real Estate major at Edward St. John Real Estate Program with extensive real estate internship experience.

- Market analysis
- Appraisal
- Financial modeling
- Development
- Project management
- Communication skill

Education

Master of Science, Real Estate and Infrastructure	Aug 2014
The Johns Hopkins Carey Business School	Washington, DC
Bachelor of Management	June 2013
South China Agricultural University	Guangzhou, China
Bachelor of Law	June 2013
South China Agricultural University	Guangzhou, China

Experience

YIHE Real Estate Co., Ltd. **Oct 2012 – Feb 2013**
Intern of Overseas Real Estate Project Guangzhou, China

- Worked as a team to develop marketing plan of an overseas multifamily in Sydney
- Communicated with potential customers at marketing events in order to expand project's fame and help project manager to make investment strategies for clients
- Developed an in depth knowledge of local rules and regulations related to real estate and immigration law

Guangdong Zhong Di RE Appraisal & Consulting Co., Ltd. **Feb 2012 – May 2012**
Marketing Research Specialist Guangzhou, China

- Researched current real estate market in Guangzhou China, performed on-site evaluations, ensured accurate locations, and confirmed selling and rental prices
- Analyzed average price of existing real estate properties and drew conclusions of market bench market price of multifamily.

Skills

- Computer skills: Excel/ Argus/ ArcGis/ Crystal Ball/ SPSS/ Sketch up
- Language skills: Fluent English, Chinese and Cantonese



Xiaoyue (Elanor) Wang, LEED AP BD+C

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student with experience in appraisal, real estate Private Equity fund and green building & sustainable cities. A self-starter, problem solver and fast learner. Strong undergraduate academic background and recognized skills in market analysis, written and oral communication.

- Financial analysis
- Advanced Excel & Argus
- Green building

Education

Master of Science, Real Estate and Infrastructure

The Johns Hopkins Carey Business School

Aug 2014

Washington, DC

Bachelor of Science, Real Estate Management

Central University of Finance and Economics

June 2013

Beijing, China

Experience

Natural Resources Defense Council (NRDC)

Intern, Green Building & Sustainable Cities, The Walkability Project

April - July 2013

Beijing

- Participated in a two-year walkability project to develop a set of metrics from which to consider the walkability of cities in China and provided recommendations to local government and city planners
- Revised the methodology and indicator descriptions; calculated the tree-line roads coverage for 10 cities using Google earth and Resources and Environment Remote Sensing Database
- Collaborated with management to plan and execute field trip plans in Guangzhou and Changshu to refine the methodology

DTZ Debenham Tie Leung

Intern, Valuation & Advisory Services Finance & IPO Group

June – Oct 2012

Beijing

- Participated in valuations by using DCF for different types of properties, including hotels, office buildings, constructions in process, industrial zone
- Conducted market update and completed industry review for IPOs of Government of Singapore Investment Corp.

Skills

Language: Mandarin and English

Computer: Extensive experience with Excel, CoStar and Argus

Proficient in AutoCAD, Google Earth, EVIEWS and Crystal Ball



Yan Xuan

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student

- Highly interested in Financial Analysis of Real Estate Industry
- Seeking experience in internship of Real Estate Finance

Education

Master of Science, Real Estate and Infrastructure

The Johns Hopkins Carey Business School

Aug 2014

Washington, DC

Bachelor of Economics in Finance

Renmin University of China

Sept 2009- July 2013

Beijing, China

Experience

SHANGYU CITY NATIONAL LAND RESOURCE BUREAU

Intern, Land Resource Planning Department

June-Sept 2012

Shangyu, China

- Initiated the analysis about the correlation between the house price and land price
- Assisted in the macro plans of land resources and the regional economic development plans for the Shangyu City

SHENYIN & WANGUO SECURITIES RESEARCH CO

Intern Analyst, Industry Research Division

June-Sept 2011

Beijing, China

- Participated in the real estate industry analysis and managed a monthly research survey
- Advised investors on short and long term asset selection opportunities in the real estate industry

Skills

- Fluent in English
- Proficient in Microsoft Office and Photoshop
- Basic knowledge with C Language, STATA, SAS, SPSS



Chengwei Yang

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student with 5 years real estate professional study and internship. Highly interested in project development and market analysis.

- Financial Modeling
- Market Analysis
- Project Management
- Appraisal
- Pro Forma
- Due Diligence

Education

Master of Science, Real Estate and Infrastructure

The Johns Hopkins Carey Business School

Aug 2014

Washington, DC

Bachelor of Engineering Management

Zhongnan University of Economics and Law

June 2013

Wuhan, China

Experience

Guojia Group Housing Center, LLC

Market Analyst/Intern

2012 – April 2013

Wuhan, China

- Collected local real estate market data to keep company database updated.
- Wrote monthly and annual local real estate report and gave presentations to colleagues and clients.
- Conducted due diligence and wrote the feasibility research.

Wuhan Minsheng Banking Corp

Assistant Client Manager

June 2012 – October 2012

Wuhan, China

- Investigated target construction site to confirm its accordance with loan requirements.
- Assisted the semi-annual banking loan clearing and helped to write the summary of semi-annual residential loan business.
- Connected target client and updated and recorded the changes in the mortgage project.

Skills

- Computer: Argus, Advanced Excel, Crystal Ball and Sketch Up
- Language: Chinese (native) and English (fluent)



Shusen Yang

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student w/ 2 months of experience. Interested in:

- Asset Management
- REITs

Education

Master of Science, Real Estate and Infrastructure The Johns Hopkins Carey Business School	Aug 2014 Washington, DC
Bachelor of Science, Economics George Mason University	May 2013 Fairfax, VA
Bachelor of Science, Economics Wuhan University of Tech	May 2013 Wuhan, China

Experience

Minsheng Royal Asset Management CO., LTD Director Assistant	June 2013 – August 2013 Beijing, China
<ul style="list-style-type: none"> • Performed real estate market analysis and gathered data of projects. • Drafted investment contract for real estate developers. • Wrote project feasibility report 	

Skills

- Economics Analysis
- Financial Modeling
- Excel
- Minitab
- Value real estate and financial derivatives



Jiandong (James) Yu, LEED AP BD+C

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Education

Master of Science, Real Estate and Infrastructure

The Johns Hopkins Carey Business School

Aug 2014

Washington, DC

Bachelor of Economics

Shanghai University of Electric Power

May 2012

Shanghai, China

Experience

The Fifth Branch of Shunjie Construction Group Co., Ltd.

Nov 2011 – Mar 2012

Assistant of President

Shanghai & Qingdao, Shandong Province, China

- Assisted to monitor the construction progress whether is in line with the contract
- Collected & Delivered documents to the local government & suppliers
- Passed necessary documents from local government

Zhejiangzhongcheng Constructicon Group

Dec 2012 – May 2013

Assistant of General Manager

Shanghai & Dongying, Shandong Province, China

- Worked as a contact person between local government and the company
- Collected data, helped market analysis of the Commercial Center investment project
- Collected data for project bid and Nursing House Project

Volunteer Experience

- Volunteer of 2010 Shanghai Expo, Excellent Volunteer Award 2010, Shanghai
- Volunteer of 2011 FINA (International Swimming Federation) World Championships Administration Department Shanghai

Technical Skills

- **Real Estate Tools:** Argus, Crystal Ball, Costar, Sketch Up
- **Computer Skills:** MS Windows, Word, Excel, PowerPoint, Photoshop, Eviews
- **Language Skills:** English, Chinese, Shanghai dialect, Shaoxing dialect
GMAT: Verbal-41 (92%), Quantitative-50 (92%) -Score: 750 (Percentile 98%)



Cheng (Jason) Zhang

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

- Financial Analysis
- Property Valuation
- Market Analysis
- Due Diligence
- ARGUS and Excel
- Pro Forma

Education

Master of Science, Real Estate and Infrastructure **Aug 2014**

Master of Science, Finance **Aug 2013**

The Johns Hopkins Carey Business School Washington, DC

Bachelor of Economics **June 2012**

Zhejiang University College of Economics Hangzhou, China

Experience

Foxhall Partners Comm. Property Investment **July 2013 – Present**
 Property Development Analyst Washington, DC

- Collected market data to analyze rent trend in DC area.
- Complete monthly rent roll for different types of properties.

GF Securities Investment Banking **May 2013 – July 2013**
 Research Analyst, Property Sector Guangzhou, China

- Conducted industry research of commercial property in Hong Kong.
- Conducted equity valuation to Hong Kong listed property development firms.

Professional Certificates

- CFA Level II Candidate
- CAIA Level II Candidate
- FRM Holder
- CICPA Candidate



Xiaojing (Jing) Zhang, LEED GA

FT MSREI Program

Graduation Date: August 2014

Full-time work availability begins May 2014

Affiliations: ULI, ICSC

Qualifications

Johns Hopkins MSREI Candidate w/ internship experience in real estate marketing. Highly interested in market analysis and property management.

- Market Analysis
- Pro Forma
- Investment Reports
- Financial Analysis
- Database
- Data Research

Education

Master of Science, Real Estate and Infrastructure

The Johns Hopkins Carey Business School

Aug 2014

Washington, DC

Bachelor of Economics

Shenzhen University

Jun 2013

Shenzhen, China

Experience

Ping An Bank

Finance/Commercial Bank

Sep 2012-Mar 2013

Intern

Shenzhen, China

- Assisted the manager to compile contents for value-added services offered to VIP
- Trained in different financial products to prepare different financial information
- Explored potential customers and maintained a good relationship with clients
- Issued internal sales guidance mails every two weeks.

Jones Lang LaSalle

Real Estate Management

May 2012 – Jul 2012

Assistant Market Analyst

Shenzhen, China

- Participated in weekly conference and collaborated with commercial real estate team in the development and maintenance for customer relationships.
- Analyze the demand of customers and filter 7-8 suitable office buildings from the database for them, concerning the price and the transportation of office buildings.
- Conducted office building research; collected and processed data; updating the database.

Skills

Language Skills: English (Fluent), Mandarin (Native), Cantonese (Native)

Technical Skills: Microsoft Office, CoStar, Argus, Crystal Ball, SketchUp, Photoshop



**III. FULL-TIME MASTER OF
SCIENCE IN REAL ESTATE AND
INFRASTRUCTURE (FT MSREI)**

III-1. THE FT MSREI ACADEMIC PROGRAM

The Accelerated Master of Science in Real Estate (MSREI) is an intense, 36-credit, program that can be completed in 12-months. The program is aimed at students who are able to commit full-time to their graduate studies and who have limited real estate work experience. The cohort-based curriculum features 14 courses over the Fall and Spring semesters and a full-time, 8-week internship in the Summer Semester. The course emphasizes real estate development and focuses on project-level feasibility, finance and investment.

The Skills, Tools, and Methods Core include the following 2-credit courses:

1. Real Estate Economics
2. Smart Growth and Sustainability
3. Financial Modeling and Real Estate Analysis
4. Legal Issues in Real Estate
5. Ethical Leadership
6. Business Communications

The Business Core includes the following 2-credit course:

1. Real Estate Development Process
2. Market Analysis for Real Estate
3. Global Perspectives in Real Estate
4. Managing Construction Projects
5. Financing Real Estate Projects
6. Real Estate Investment: Risks and Opportunities

The Accelerated MSREI also features a course on site planning and design as well as a course for guest speakers and field trips entitled Contemporary Topics. A two-credit practicum course and a six-credit full-time Summer Internship program complete the required 36 hours for graduation.

Fall Semester, 2013

Course Name	Instructor
Legal Issues in Real Estate	Tara Scanlon
Site Planning & Design	Christopher Murray
Market Analysis	Richard Parli
Business Communication	Louise Schiavone
Contemporary Topics	Lin Mao
RE Development Processes	Daniel Kohlhepp
Financial Model & Analysis	Daniel Kohlhepp

Spring Semester, 2014

Course Name	Instructor
Leadership Ethics Seminar	Louise Schiavone
Real Estate Economics	Richard Parli
Financing Real Estate Project	David Sislen
Smart Growth & Sustainability	Emily Vaias and Anne Mead
Real Estate Risk & Opportunities	David Sislen
Practicum	Daniel Kohlhepp
Managing Construction Projects	John Fitzgerald
Global Perspectives in Real Estate	Julian A. Josephs

Summer Semester

Course Name	Instructor
Full-time Internship	Daniel Kohlhepp

III-2. WORKSHOPS

The students take a series of half-day and full-day workshops during the Fall and Spring semesters. The purpose of these workshops is to introduce and teach the students specific skills that are valuable during the 12-month program and hopefully for the rest of their professional careers.

Forty (40) Workshops

Detailed schedule on following pages

Hard Skills

Excel and MS Office

Pro Formas / Financial Analyses

Indices

ARGUS

CoStar

LEED GA & LEED AP

Soft Skills

Communication

Networking

Fashion

Business Acumen

Workshops: Fall 2013

Aug. 14, am	Basic Financial Statement	Roger Staiger
Aug. 14, pm	Statistics 101	Roger Staiger
Aug. 15, am pm	Excel I	Heidi Thompson
Aug. 16, am	Cap Rates and Ratios	Daniel Kohlhepp
Aug. 22, am pm	Excel II	Heidi Thompson
Sep. 5, am	HP 12C: Financial Calculators	Roger Staiger
Sep. 5, pm	Pro Forma I	Roger Staiger
Sep. 12, am	Pro Forma II	Roger Staiger
Sep. 12, pm	CoStar	David Eastep
Sep. 19, am pm	Excel III	Heidi Thompson
Oct. 3, am	LEED GA Review	Fulya Kocak
Oct. 4, am pm	Infrastructure I: Principals of Public-Private Infrastructure Delivery (Day 1)	James McKellar,
Oct. 5, am pm	Infrastructure I: Principals of Public-Private Infrastructure Delivery (Day 2)	James McKellar
Oct. 12, am pm	ARGUS I	Bob Rajewski
Oct. 14, pm	LEED GA Exam Study Session	Allison Wilson
Oct. 15, am	Statistics 102	Roger Staiger
Oct. 15, pm	Monte Carlo Simulation	Roger Staiger
Oct. 22, pm	SketchUp	Lin Mao
Oct. 29, pm	Indices I	Roger Staiger
Oct. 30, pm	Indices II	Roger Staiger
Nov. 2, am pm	ARGUS II	Bob Rajewski
Nov. 7, pm	Dress for Success	Annette Harris
Nov. 7, pm	Dining for Success	Beverly Stinson
Nov. 21, am pm	Felix Consulting: Networking, Interviews, and Relationship Development	Steve Felix and Elizabeth Weiner

Workshops: Spring 2014

Feb 6, am pm	Advanced Excel for Real Estate: Charting	Heidi Thompson
Feb. 22, am pm	Advanced ARGUS Part I	Bob Rajewski
Feb 26, am pm	Pre-Career Fair Workshop	Caitlin Magidson
Feb 28, am pm	LEED Project Experience: Building Tour, Project Management and MEP Presentations	Jennifer Dawson
Mar 1, am pm	Advanced ARGUS Part II	Bob Rajewski
Mar 15, am pm	Capital Stack & Mezzanine Financing	Bob Rajewski
Mar 29, am pm	Advanced Excel for Real Estate II: Advanced Functions	Heidi Thompson
Apr 11, am pm	Infrastructure II: Sustainable Cities	James McKellar
Apr 12, am pm	Infrastructure II: Sustainable Cities	James McKellar
Apr 19, am pm	MS Office Layout	Heidi Thompson
Apr 25, am pm	LEED Project Experience: Financial Feasibility and Building Envelope	Jennifer Dawson
Apr 26, am pm	LEED AP Accreditation Exam Review Session I	Fulya Kocak
Apr 29, pm	CREW DC Chapter Networking	CREW DC
May 10, am pm	LEED AP Accreditation Exam Review Session II	Fulya Kocak
May 31, am pm	ARGUS Certification Review Part I	Bob Rajewski
June 7, am pm	ARGUS Certification Review Part II	Bob Rajewski
June 13, am pm	ARGUS Certification Review Part III	Bob Rajewski

FULL-TIME MASTER OF SCIENCE IN REAL ESTATE AND INFRASTRUCTURE (FT MSREI)



Roger Staiger, MBA, leads workshops in financial statements and statistics.



Heidi Thompson, Excel Coach, provides focused one-on-one instruction to students.



Students work diligently in all-day Excel and Real Estate Financial Modeling workshops.

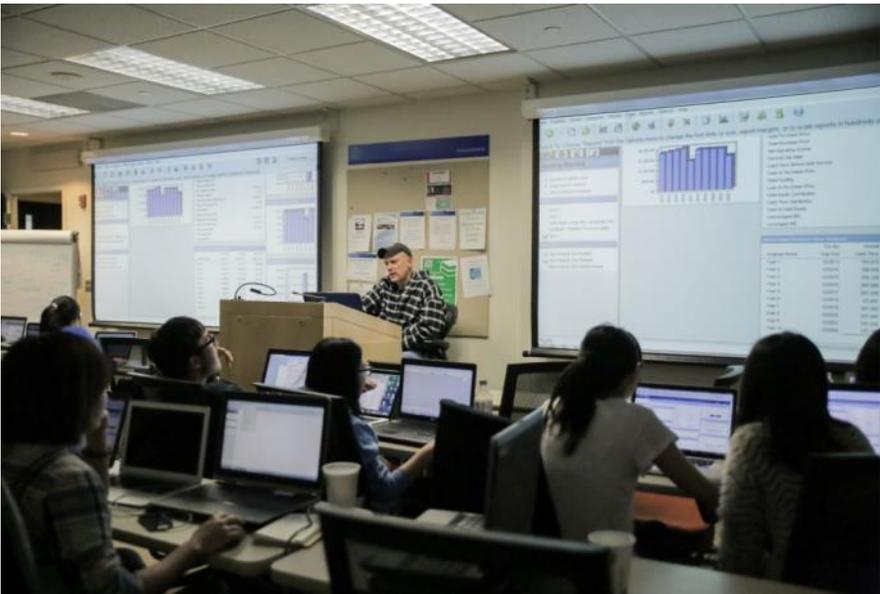


Fulya Kocak, Director of Sustainability at Clark Construction, teaches topics in Leadership in Energy and Environmental Design (LEED).

FULL-TIME MASTER OF SCIENCE IN REAL ESTATE AND INFRASTRUCTURE (FT MSREI)



James McKellar, Professor and Associate Dean at Schulich School of Business at York University, provides two-day works on Public-Private Partnership Finance.



Bob Rajewski, MSRE alum, Certified ARGUS Instructor and VP at Continental Realty, teach weekend ARGUS Workshops.



Beverly Stinson hosts students in dining etiquette.



James McKellar engage students, faculty and alumni in a two-day seminar on the means to develop more sustainable and healthy urban environments.

III-3. GUEST SPEAKERS

GUEST SPEAKER INTRODUCTION

Guest Speakers representing the various aspects of the broad real estate field present their experiences, forecasts, and best advice with the MSREI students throughout the academic year. Often the speakers share an informal lunch or an after-class reception with the students to discuss networking and internships as well as guidance.

Program Guest Speakers

Below list illustrates many but not all speakers for the program.

Dates	Speakers	Topics
Aug. 28	Bobby Zeiller, Westbrook Partners	Land Packaging
Sep. 4	Gary Rappaport, Rappaport Companies	Retail Development & Redevelopment
Sep. 4	Fulya Kocak, Clark Construction	Sustainability
Sep. 11	Art Fields, Crescent Resources; and Robert Atkinson, Davis, Carter & Scott	Potomac Yards and the Master Developer
Sep. 18	John Kyle, Cresa	Commercial Real Estate Brokerage,
Sep. 18	Yalda Ghamarian and Chip Olson, CBRE	CBRE Wheel Program
Sep. 25	John Lin, CapStar Commercial Realty	Building Development and Brokerage

Sep. 25	Douglas Cooper, Union Realty Partners	Senior Housing Development
Oct. 2	Greg Meyer, Brookfield Office Properties	Office Redevelopment and Operations
Oct. 9	Neal Fleming, Geof Stricker, Jamie Martin, Edgemoor Infrastructure	Infrastructure
Oct. 23	Lori Steenhoek, Capital Pixel	Real Estate Design, Graphics, and Marketing
Oct. 28	William Alsup, Hines	Mixed-use
Nov. 4	Sari Diller, Marriott Corporation	Hospitality
Nov. 13	David Morris, Visa Law Group	EB-5 Investments and Immigration Law
Nov. 11	David Zapponi, Madison Marquette	Retail
Nov. 18	Steve Foote, Quadrangle Development (Guest Juror)	Site Analysis and Building Design
Nov. 25	Doreen Liu	Residential at City Market at O
Dec. 2	Robert Mac Kichan, Esq, Vedder Price	Law and Insurance
Dec. 9	Don Ghent AIA, Gensler; Tom Doherty, PE, WB Engineering; Lucas Nisley, PE, Thornton Thomasetti (Guest Jurors)	Mixed-use Development
Jan 23	Ian Mackie, CEO, Mackie Development Consultants	Real Estate Development in the United Arab Emirates
Jan 29	Shu Wu, Beijing Orient US-China Consulting Inc.	Leveraging US Real Estate Education in China
Mar 25	Richard "Rick" DeGorter, Linked Economic Development and Affordable Housing Foundation	Affordable Housing and Residential Development
Apr 8	Daniel V. Flanagan, Jr. Larry Blain Matti Siemiatycki	Canadian and U.S. Infrastructure Project Finance
<i>More Speakers to come!!!</i>		

FULL-TIME MASTER OF SCIENCE IN REAL ESTATE AND INFRASTRUCTURE (FT MSREI)



Bobby Zeiller, VP of SunBrook Partners, lectures on the development process and intricacies for Crown Farm in Gaithersburg, MD.



Gary Rappaport, President of Rappaport Companies, gives students additional time after his presentation to further discuss real estate.

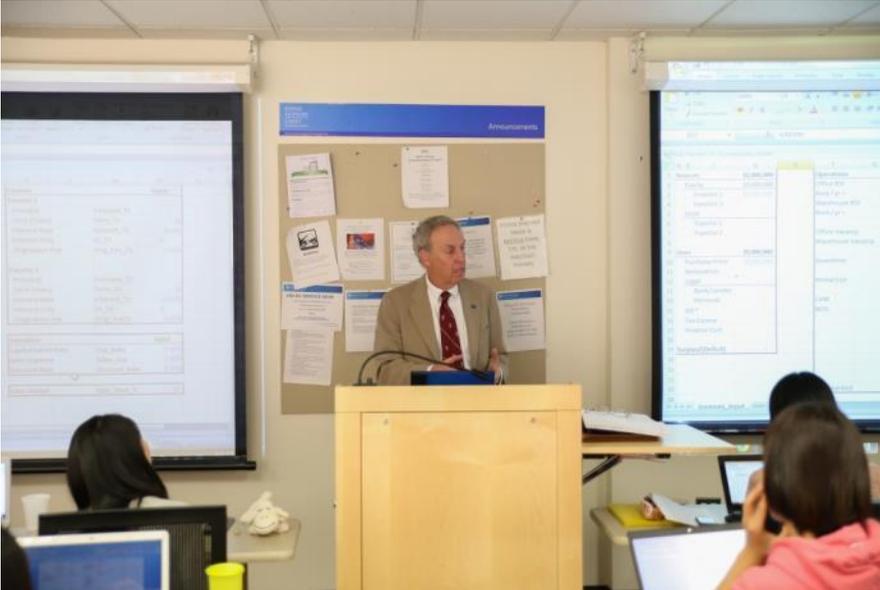


Fulya Kocak, LEED AP BD+C, introduces students to sustainability and green building.



Art Fields, former President of Crescent Resources, joined by Robert Atkinson, VP of Davis Carter Scott, discusses the major development of Potomac Yard.

FULL-TIME MASTER OF SCIENCE IN REAL ESTATE AND INFRASTRUCTURE (FT MSREI)



John Kyle, Senior VP at CresaPartners and MSREI Advisory Board Member, lectures on the career and role of real estate brokerage.



Greg Meyer, Regional VP of Brookfield, presents on Brookfield Office Properties and the business of office redevelopment and re-positioning.



Geof Stricker, Managing Director of Edgemoor Infrastructure, presents on financing public-private partnerships and the project delivery process.



Neal Fleming, President of Edgemoor Infrastructure, talks about the business of infrastructure and public-private partnerships.

FULL-TIME MASTER OF SCIENCE IN REAL ESTATE AND INFRASTRUCTURE (FT MSREI)



Jamie Martin, Vice President of Edgemoor Infrastructure, overviews Edgemoor's projects from Coast-to-Coast.



Lori Steenhoek, MFA and Owner of Capital Pixel, helps students understand graphic, design, and marketing in an engaging presentation of local DC developments.



Ian Mackie, international real estate developer, lectures on his experience in developing real estate in the United Arab Emirates.



Richard DeGorter, Executive Director of LEDAHF, gives students a peek of RFP's for Bowie State and Wesphalia master plans in Prince George County, MD

III-4. FIELD TRIPS AND SITE TOURS

FIELD TRIPS INTRODUCTION

Field trips are an important part of the Accelerated MSREI student experience at the Johns Hopkins Carey Business School. The field trips provide an opportunity to experience real estate developments in the built environment outside of the classroom.

Field Trips and Site Tours

Dates	Destinations	Hosts
Aug. 12	U.S. Capitol and Library of Congress, Washington, DC	Dan Kohlhepp
Aug. 29	Crown Farm Development, Gaithersburg, MD	Bobby Zeiller, Westbrook Partners
Sep. 26	Canton Crossing Development, Canton, Baltimore	David Strouse and Bethany McEvoy, Birchwood Capital
Sep. 26	Tour of Johns Hopkins University Homewood Campus, Baltimore, MD	Lin Mao and Jon Ryan
Sep. 27	NIH NIAID, Twinbrook, MD	Tyler Moyer and Leaha Martynuska, Davis Construction
Oct. 24	Mosaic District, Fairfax, VA	Craig Friedson, EDENS
Oct. 31	Mid-Atlantic Distribution Center, Aberdeen, MD	Kate Nolan Bryden and Davis Emory, AMK Partners
Feb. 5	City Market at O, Washington, DC	Armond Spikell and Susan Linsky, Roadside Development
Nov. 8	Annapolis Towne Centre (Phase II) and Historic Downtown, Annapolis, MD	Eric Fenton, Bozzuto; Lin Mao
Nov. 12	The Wharf, Washington, DC	Matt Steenhoek, PN Hoffman
Feb 28	Malone Hall (Whiting School of Engineering), Baltimore, MD	Jennifer Dawson, Johns Hopkins Facilities and Real Estate
Mar 4	1200 17th Street NW, Washington, DC	Sean Flynn, Balfour Beatty

FULL-TIME MASTER OF SCIENCE IN REAL ESTATE AND INFRASTRUCTURE (FT MSREI)



Students are led on an engaging tour of the U.S. Capitol Building on the first day of their academic year at Johns Hopkins University in Washington, DC.



Bobby Zeiller, VP of SunBrook, hosts a comprehensive tour of Crown Farm. Here, Bobby, shows students how a bio swale is put together to mitigate stormwater run-off.



Bobby Zeiller shows students the mixed-use vertical development that is taking place at Crown Farm and how retail and residential work together.



Hosted by Carbon Thompson Development, Professional Faculty Richard Parli, MAI, shows students the ArrowBrook project in Herndon, VA.

FULL-TIME MASTER OF SCIENCE IN REAL ESTATE AND INFRASTRUCTURE (FT MSREI)



Alumni David Strouse and Bethany McEvoy of Birchwood Capital host students at Canton Crossing in Baltimore, MD, a brownfield retail center development.



Neil Tucker, Partner of Chesapeake Real Estate Group, drops in on the Canton Crossing tour and offers an in-depth presentation on retail leasing.



FT MSREI students gets out of Washington, DC, and visits the sister campus at Harbor East, Baltimore, MD.



Congratulations to the Accelerated MSRE Class of 2013 on their gratulation! MSREI 2014 Candidates attend their Hard Hat Graduation Ceremony.



Many thanks to Tyler Moyer and Leaha Martynuska, Project Managers at Davis Construction, for their presentation and guided tour of NIH's NAIAD project



Students get a rare opportunity to see what drives NAIAD's new building.



Tyler Moyer and Leaha Martynuska of Davis Construction join students for a group photo after the NAIAD tour.



Craig Friedson, Project Manager at EDENS, hosts students in an unique core-and-shell space in the mixed-use Mosaic District, Fairfax, VA.



Craig Friedson, Project Manager at EDENS, guide students in tour of the newly leasing multifamily portions of the Mosaic District.



Kate Nolan Bryden, MSRE alum and Project Manager at AMK Partners, provides tour of Mid-Atlantic Distribution Center's third building, a 600,000 sf warehouse in Aberdeen, MD.



Students and hosts Kate Nolan Bryden and Davis Emory join for a group photo before the 40-foot clearance warehouse space at Mid-Atlantic Distribution Center.



Armond Spikell, Principal, and Susan Linsky, Project Manager, from Roadside Development host students for a presentation and tour of City Market at O.



Armond Spikell, Principal of Roadside Development, talks to students about the development process for the City Market at O.



The grocer anchor, Giant, at City Market at O re-opens right before Thanksgiving. Armond shows students the renovation and preservation of the original building and structure.



Smaller units and more amenities is the new trend in multifamily development. Armond shows students the amazing rooftop view and amenities at City Market at O.



Eric Fenton, MSRE alum and Project Manager at Bozzuto, hosts tour of Annapolis Towne Centre Phase II.

FULL-TIME MASTER OF SCIENCE IN REAL ESTATE AND INFRASTRUCTURE (FT MSREI)



Johns Hopkins MSREI students pose in front of the re-produced Liberty Bell at St. John College's campus in Annapolis, MD.



Matt Steenhoek, Project Manager at PN Hoffman, offers time to walk students through the Wharf project on the Southwest waterfront.



FT MSREI and MBA/RE students tour Whiting School of Engineering’s new building, Malone Hall, on Johns Hopkins Homewood Campus



Led by alumnus faculty, John Fitzgerald, students tour Akridge’s LEED Platinum project, 1200 17th Street NW—hosted by current MBA/RE student, Sean Flynn (Balfour Beatty).

III-5. GREEN BUILDING FOCUS

For the second year, this program is focusing on green building construction, and consequently, several students have already achieved the USGBC Green Associate (LEED GA) credential by passing the LEED GA and the coveted LEED AP BD+C Exams. The exams are optional and not required for any course. However, the students' success demonstrates their commitment for green building and sustainable development. The green building initiative was as follows:

LEED GA Accreditation

LEED Project Experience

LEED AP Accreditation

**FT MSREI 2014 LEED Accreditations
as of September, 2014**

LEED AP BD+C

LEED Accredited Professional in Building Design and Construction

Kimberly Kohlhepp

Yu (Zoe) Ren

Xiaoyue (Elanor) Wang

Jiandong (James) Yu

LEED GA

LEED Green Associate

Jue (Snowy) Chen

Dian (Lexi) Hu

Siqi (Christie) Liu

Tyler Mathews

Xuele Ma

Jiawen (PJ) Peng

Geoffrey Shutz

Lu (Elaine) Tao

Xiachongni (Marsia) Sun

Xiaojing (Jing) Zhang

LEED Green Associate (LEED GA)

Sustainability Guest Speakers and Workshops – Fall 2013

Fulya Kocak, LEED AP BD+C, introduces students to sustainable development practices, including an overview of LEED, USGBC, and other existing and emerging sustainability practices. – Fulya Kocak is the Director of Sustainability at Clark Construction. She is directly responsible for all sustainability efforts across all departments.

Allison Wilson, LEED AP BD+C, takes students through a detailed preparation, including Question-and-Answer session to study for the LEED GA Exam. – Alison is a Staff Architect with Ayers Saint Gross (ASG) in sustainable design-build projects. Alison was also the student leader for the University of Maryland's award-winning, First Place entry to 2012's Solar Decathlon.

LEED Accredited Professional (LEED AP)

LEED Project Experience—Malone Hall (Whiting School of Engineering)

With help from the Johns Hopkins Facilities and Real Estate Office, students in the MSREI and MBA/RE programs are able to participate in a live, on-going LEED New Construction project on the JHU Homewood Campus in Baltimore, MD—Malone Hall, home of Whiting School of Engineering.

Twelve (12) Hours of LEED Project Experience

Day #1, February 28, 2014 (4 hours)

Project Tour (1 hour)

Project Management Presentation by General Contractor (1 hour)

Project Management Presentation by Owner's Rep (1 hour)

Electrical and Mechanical Presentation by MEP Engineer (1 hour)

Day #2: April 25, 2014 (8 hours)

Roof Inspections

Financial / Accounting Review

Quality Control Building Walkthroughs / Punch List

We are grateful for the time and experience provided by Jennifer Dawson, Johns Hopkins Facilities and Real Estate, Jay Minkler, The Whiting Turner Contracting Company, and Michael Shrren, James Posey Associates, for helping our students and staff on education and gaining valuable experience.

LEED AP Accreditation

Fulya Kocak is teaching two full-day LEED AP BD+C study seminars to help MSREI and MBA/RE students pass the LEED AP Accreditation Exam.

Thank You

We would like to thank the following professionals in helping and educating our students in green building and LEED accreditation processes.

Fulya Kocak, LEED AP BD+C

Director of Sustainability, Clark Construction

Workshop instructor and guest lecturer for Sustainability, LEED GA Exam Review Seminar, and LEED AP BD+C Exam Review Seminars

Jennifer Dawson

Senior Project Manager, Johns Hopkins Facilities and Real Estate

LEED project experience host for the LEED Certified Johns Hopkins Malone Hall new construction project

Walton Jay Minkler

Project Manager, The Whiting-Turner Contracting Company

Guest presenter for the Johns Hopkins Malone Hall project

Michael P. Sherren, PE, LEED AP

Associate Principal, James Posey Associates

Guest presenter for the Johns Hopkins Malone Hall project

Allison Wilson, LEED AP BD+C

Staff Architect, Ayers Saint Gross

Reviewer for the LEED GA Exam



FT MSREI and MBA/RE students join project managers from both Johns Hopkins and Turner Contracting Company for presentations on construction project management.



Students learn mechanical and electrical system innovations at Malone Hall.



IV. PROGRAM LANDMARKS

IV-1. PROGRAM ORIENTATION

August 12—16, 2013

The Accelerated MSREI Program begins with a weeklong orientation. The purpose of the orientation is three fold:

1. To integrate the new students into the Johns Hopkins Carey Business School system;
2. To introduce the students to each other, the faculty, the staff and the local alumni; and
3. To provide basic financial, statistical, and valuation competency through a series of workshops during the week.

Program Orientation

Monday, Aug. 12		
9:00—11:45	Welcome Introduction by Faculty, Staff and Students; Orientation Schedule Overview	Kohlhepp
1:00—7:30	Tour: US Capitol and Library of Congress; Happy Hour on Capitol Hill	
Tuesday, Aug. 13		
9:30—Noon	Presentation: Welcome by Office of the Dean of the Carey Business School	Dean Ferrari, Vice-Dean Frick
	Presentation: DC Office of Economic Development	
	Presentation: Bureau of Tourism	
1:30—4:30	Presentation: Student Services	
Wednesday, Aug. 14		
9:00—Noon	Workshop: Financial Statements	Staiger
1:00—4:00	Workshop: Statistics 101	Staiger
7:00—9:30	Event: Nationals Baseball Game	
Thursday, Aug. 15		
9:00—Noon	Workshop: Excel for Real Estate I	Thompson
1:00—5:00	Workshop: Excel for Real Estate I (cont'd)	Thompson
5:00—8:00	Industry and Alumni Reception: ULI, RICS, CREW, ICSC, WIRRE, NAIOP, MBA/MW, AREAA	
Friday, Aug. 16		
9:00—Noon	Workshop: Cap Rates and Ratios	Kohlhepp
Noon—2:00	Event: Lunch with MSREI Faculty	

PROGRAM LANDMARKS



Orientation: Mike Anikeeff, PhD, who founded the M.S., Real Estate Program speak to the new full-time class.



Orientation: Students—domestic and abroad—tour the U.S. Capitol Building and learn history of United States.



Orientation: Students tour the Library of Congress.



Orientation: Roger Staiger, MBA, get students up to speed in accounting and statistics.

PROGRAM LANDMARKS



Orientation: Heidi Thompson, Excel Instructor, help students one-on-one during an all-day workshop



Orientation: Daniel Kohlhepp, PhD, MAI, get students up to speed in cap rates and real estate valuation



Orientation: Full-time Faculty Louise Schiavone joins students for lunch.



Orientation: Professional Faculty, Julian Josephs, FRICS, President of Julian Josephs Companies, socialize with students.

PROGRAM LANDMARKS



Orientation: Professional Faculty Dave Sislen, President of Bristol Capital, meet the full-time class for the first time.



Orientation: Professional Faculty, Richard Parli, MAI, helps students understand their commitment and endeavor for the accelerated graduate program.



Happy new students at the Orientation Day One Happy Hour.



Mike Anikeeff, Chairman Emeritus, join new students as special guest.

IV-2. FALL FINAL PRESENTATIONS

Real Estate Design, Development, and Management and Real Estate Modeling and Financial Analysis are the analytical core courses that are taught in sequence during the Fall Semester. The goal of the courses is to enable the students to understand the real estate development process as well as to model financial considerations and quantify economic returns and risks. Students are required to present a proposed real estate development project to a panel of experts at the end of the semester.

The Set-up:

The (fictitious) Anikeeff Family Trust (AFT) has asked this class to identify potential to-be-built office building opportunities in several U.S. cities. The AFT will invest 90% of the equity capital. The AFT will allow an 8% cumulative preferred return on all equity capital, but it requires that the first priority distribution is to the AFT. It also requires a minimum debt coverage ratio of 1.3.

The Strategy:

The class is divided into teams of 3 or 4 persons. Each team investigates a particular opportunity in a particular city.

The ATF Investment Review Committee:

Faculty and Advisory Board members will serve as the prospective ATF Investment Review Committee and respond to the student presentations during the 10-minute, question and answer period following each presentation.

Timing:

On Wednesday, December 11th, each team will present their preliminary findings and recommendations to the ATF Investment Review Committee using the 10-20-30 presentation format: 10 PowerPoint slides, 20-minute presentation, and 30 font.

Tentative Presentation Schedule

Time	Team	Property	City
9:00	Team #7: Christie, Geoff, and Elaine	Park View	Oak Brook, IL
9:30	Team #8: Charles, PJ, and Zoe	O'Hare	Chicago, IL
10:00	Team #2: Lexi, Caroline, and Kyle	Bent Tree	Dallas, TX
10:30	Team #1: Colleen, James, and Jing	Ohio EPA	Columbus, OH
11:00	Team #3: Kim, Peter, Elanor, and Yan	Hunter's Hill	Hunt Valley, MD
11:30 to 12:30	Lunch and Informal Discussions		
12:30	Team #4: Sarah, Arial, Teng, and Tyler	Overlook III	Atlanta, GA
13:00	Team #9: Snowy, Shusen, Jason	City Center	Southfield, MI
13:30	Team #6: Xuele, Jon, and Marsia	Ballston	Arlington, VA
14:00	Team #5: Elizabeth, Sue, and Yang	Two Newton	Newton, MA

PROGRAM LANDMARKS



Team #4, Tyler, Ariel, Sarah and Teng (left to right) present on Overlook III, Atlanta, GA.



Team #6: Xuele, Marsia and Jon (left to right) present on Ballston, Arlington, VA.



Team #7: Elaine, Christy and Geoff (left to right) present on Park View, Oakbrook, IL.



Team #5: Sue, Yang and Elizabeth (left to right) present on Two Newton, Newton, MA.

IV-3. WINTER INTERNATIONAL REAL ESTATE CHALLENGE (IREC)

**2014 International Real Estate Challenge
Berlin, Germany
January 4 – 15, 2014**

**JHU Leadership in Berlin is provided by:
Michael Anikeeff, Ph.D.**

Overview

The International Real Estate Challenge (IREC) is an intense, two-week, educational experience for graduate students in real estate that is held in Berlin, Germany. In January of 2014, the Johns Hopkins Carey Business School Edward St. John Real Estate Program sends twenty-six (26) students from the Full-Time MSREI Program to participate:

IREC 2014: Participating FT MSREI Students

Last Name	First Name	City Team
Callahan	Colleen (Colleen)	Vienna
Chen	Bijun (Sarah)	Amsterdam
Chen	Jue (Snowy)	Warsaw
Chen	Yingzhao (Charles)	Bratislava
Hu	Dian (Lexi)	Munich
Huang	Jiajie (Caroline)	Bratislava
Kendziuk	Kyle (Kyle)	Munich
Kohlhepp	Kimberly (Kim)	London
Liu	Siqi (Christie)	Gothenburg
Ma	Xuele (Xuele)	Helsinki
Mathews	Tyler (Tyler)	London
Peng	Jiawen (PJ)	Milan
Ren	Yu (Zoe)	Warsaw
Runge	Elizabeth (Elizabeth)	Milan
Ryan	Jonathan (Jon)	Helsinki
Shudtz	Geoffrey (Geoff)	Gothenburg
Sun	Xiachongni (Marsia)	Helsinki
Sun	Yujie (Sue)	Amsterdam
Tao	Lu (Elaine)	Amsterdam
Wang	Xiaoyue (Elanor)	Gothenburg
Xuan	Yan (Yan)	Amsterdam
Yang	Chengwei (Yang)	Warsaw
Yang	Shusen (Shusen)	Munich
Yu	Jiandong (James)	Munich
Zhang	Xiaojing (Jing)	Milan

PROGRAM LANDMARKS

The JHU students join 30+ other students from other universities

The case-study format challenges the students to evaluate the space needs of a real Client in Berlin. Students will be provided the brief for client aspirations, targets, and proposed staffing. The client will weigh the opportunities of a proposed building in Berlin versus opportunities in other European cities.

The students are organized into nine “City Teams.” During the first four days in Berlin, the student-teams prepare a strategic brief analyzing the cooperative’s space needs (Stage One). The student-teams then travel to their assigned cities to analyze the potential properties for the consolidation (Stage Two). By team, JHU students are assigned to the following cities:

1. Amsterdam
2. Bratislava
3. Gothenburg
4. Helsinki
5. London
6. Milan
7. Munich
8. Vienna
9. Warsaw

Finally, the teams return to Berlin to synthesize their findings into a recommendation that is presented to a “Panel of Judges” representing the Client (Stage Three).

Project Concept

The project replicates the role of a global real estate services company, such as CBRE, Jones Lang LaSalle, or Colliers International, who is asked to advise the Board of Directors of the cooperative. The Challenge uses this case study as the focus for the exploration of five key components:

1. The interpretation and analysis of organizational space and property requirements of an organization facing major change and structural reorganization in Europe (the demand profile);
2. The sourcing and assessment of the suitability of available property, sites and/or procurement methods that match the demands of the corporate client (the supply profile);
3. Critical analysis of objective methods used to select the most suitable property and/or location that best matches the needs of the occupier (for example, each possible property is analyzed using the Real Estate Norm Form);
4. The collection of data from professional sources relating to a specific City/Country in accordance with a standardized data template;
5. The critical analysis of the appropriate criteria corporate executives use to determine (re)location and the ranking of such criteria for decision- making purposes.

Language

The case study, lectures, tutorials, role-playing and associated documentation and support materials are all delivered in English.

Program Outline

The outline format of the program is as follows:

Stage 1: - Duration 5 days

- Fly to host city – Berlin
- Team-building
- Lectures and tutorials
- Role-playing
- Group work
- Student tasks; immediate deadlines
- Student output: client-focused and evidence-based strategic brief report

PROGRAM LANDMARKS

Stage 2 – Duration: 3 – 4 days

- Fly/train to allocated city
- Meet real estate professionals
- Inspect two appropriate buildings and locations in the city
- Research city, local and national economic and market indicators

Stage 3 – Duration: 3 – 4 days

- Travel back to Berlin
- Tutorials
- Develop strategic brief and create presentation for client
- Student output: presentations on solution to the panel of judges

Unique Features of the Challenge

This Challenge provides the participating students with many unique opportunities:

- Introduction to international students in real estate from a number of European universities
- Opportunity for students to experience both Hamburg and another major European city
- Experience for students to work in multi-cultural and multi-lingual teams to accomplish a specific objective in a limited period of time
- In-depth exposure to the broad and growing field of international corporate real estate services
- Interaction, lectures, and tutorials by real estate faculty with different backgrounds, specialties, and viewpoints
- Opportunity to meet working professionals in real estate corporate services in various companies and cities in Europe
- Become part of a 500+ alumni network of professionals who have participated in the Challenge over the last 10 years

The Winners

The “Panel of Judges” includes representatives of the client organization and respected professionals in real estate from UK and Europe determine the winning city team.

The London Team IREC 2014 First Place



Final Presentation (PDF):

[Click Here for the Link to the Final Presentation](#)

Strategic Report (PDF):

[Click Here for the Link to the Strategic Report](#)

Executive Summary (PDF):

[Click Here for the Link to the Executive Summary](#)

PROGRAM LANDMARKS



European, American and Chinese students are briefed by IREC faculty.



IREC students dine out



Students prepare for the first round of research and submissions.



Site tour in Berlin, Germany.

PROGRAM LANDMARKS



Team present their recommendations for corporate relocation.



International and interdisciplinary students promote European cities and office buildings.



Students walk the jury through project recommendations.



Team Gothenburg places Second.

PROGRAM LANDMARKS



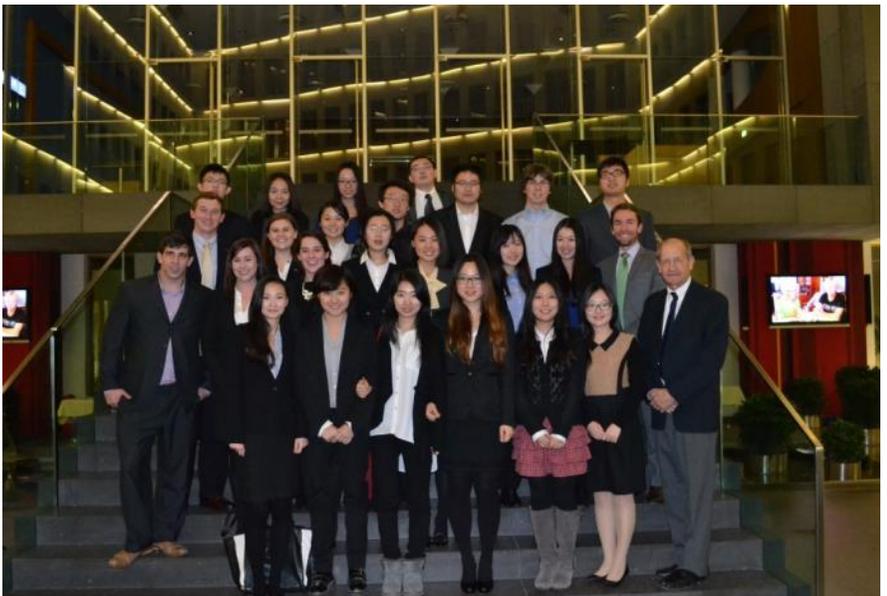
Team London addresses concerns during Q/A before winning First Place.



First Place London Team's team photo.



All students and advisors join for group photo.



Johns Hopkins students join faculty Mike Anikeeff for group photo.

IV-4. SPRING PRACTICUM PROJECT AND SOFT HAT CEREMONY

PRACTICUM PROJECT INTRODUCTION

A unique part of this program is the spring semester practicum project in which small student teams evaluate the economic and financial feasibility of a real life project under the watchful eyes of real estate professionals who serve as mentors for the teams. The final written reports are presented to the mentors' companies and represent professional work products for the students. The students are also required to present their findings to a professional panel consisting of their mentors, faculty and invited guests.

Practicum Mentors and Companies

This year, the following mentors (and companies) are working with our full-time M.S., Real Estate and Infrastructure students.

<p>Douglas Cooper Principal Union Realty Partners</p>	
<p>Eric Fenton Development Manager The Bozzuto Group</p>	
<p>John P. Kyle Senior Vice President Cresa Washington DC</p>	
<p>John Lin President & CEO CapStar Commercial Realty</p>	
<p>Andrew O'Neill Principal Broker O'Neill Realty Advisors LLC</p>	

PROGRAM LANDMARKS



Students Jason, Sarah, Jing, and Charles celebrate the completion of their final Practicum presentation with mentor John Lin, President of CapStar Commercial Realty.



Practicum mentor John Kyle, member of the Edward St. John Real Estate Program’s Advisory Board, celebrate with his mentees Yang, Sue, Caroline, and Lexi.



Students Yan, James, Christie, Snowy, and Zoe celebrate with Practicum mentor and MSRE alumnus, Andrew O'Neill, Owner of O'Neill Realty Advisor, LLC.



The winning NAIOP Capital Challenge team give an honorary presentation of their victorious project . (Team is advised by alumnus and faculty John Kirkland.)

PROGRAM LANDMARKS



Teng, Peter, Elanor, and Xuele pitch their multifamily investment at Annapolis Towne Centre in historic Annapolis. (Mentored by alumnus Eric Fenton)



Students Marsia, Shusen, Arial, and PJ propose their investment at the New York Ave gateway into Washington, DC, as a two-phase mixed use brownfield development. (Mentored by colleague and former faculty Doug Cooper.)



Practicum Team PEXT celebrate with Lin Mao and Daniel Kohlhepp at the Soft Hat Spring Celebration. (Xuele, Elanor, Lin, Peter, Teng, and Dan from left to right.)



Academic Program Director Daniel Kohlhepp and his students who have just completed their course work in the full-time MSREI program.

IV-5. SUMMER INTERNSHIP PROGRAM

Designed for students seeking professional real estate industry experience, internships provide supervised field experiences in a variety of areas such as development, institutional investment analysis, valuation and appraisal, community development, and international real estate. Internship sites and activities are individually selected according to student interest and training needs.

During the Spring Semester, students may have an optional, part-time internship. The part-time internships are informal and do not require university documentation.

On the other hand, during the Summer Semester, students are required to have full-time, eight-week internships. The full-time internships require a memorandum of understanding which outlines the mentor's expectations, the student learning objectives, and student reports to the academic supervisor and the mentor. During the internship, the students submit a series of reflective journals to the mentor and the academic supervisor.

The purpose of the internships is to provide students with meaningful practical experiences under the joint direction and supervision of the faculty advisor and an on-site mentor. During these experiences, students have the opportunity to apply knowledge and skills gained from the program. The experiences should be reflective of the day-to-day activities performed by the practitioner.

Do you have an interest in hiring our students? Please feel welcome to reach out directly. Our contact information are at the end of the book.

Below are select examples of FT MSREI 2014's Summer Internships

DOMESTIC INTERNSHIPS / FULL-TIME POSITIONS

American Enterprise Institute. – Washington, DC
AF Ocean Investment Management Co. – New York, NY
Bozzuto Management – Washington, DC
Columbia National Real Estate Finance – Washington, DC
Clark Realty Capital – Bethesda, MD
Colburn, McDonald & Associates – Detroit, MI
CREFDI – New York, NY
EB5 Capital – Washington, DC
Federal Realty Investment Trust – Washington, DC
FRB Realty Capital LLC – Washington, DC
Linked Economic Development and Affordable Housing Foundation –
Washington, DC
Marcus & Milichap – Bethesda, MD
SC&H – Washington, DC
Westbrook Partners – Washington, DC

INTERNATIONAL INTERNSHIPS / FULL-TIME POSITIONS

Best Home Group – Shanghai, China
Central China Securities Co, Ltd – Xinxiang, China
DTZ – Beijing, China
JLL – Shanghai, China
JLL – Shenzhen, China
Shanghai Pudong Bank – Shanghai, China
Vanke – Zhejiang, China

IV-6. HARD HAT GRADUATION CEREMONY

During Fall of each year, the new class of full-time MSREI students meets their graduating predecessors, who have just completed the accelerated twelve-month program, at the MSREI Hard Hat Graduation Ceremony. The ceremony is a celebration of the new graduates' accomplishments and endeavors throughout the intensive twelve months. Most significantly, having of the finish line helps new students scope their commitment

Instead of traditional cap and gown, the Master of Science in Real Estate and Infrastructure students at Johns Hopkins University Carey Business School Edward St. John Real Estate Program receive symbolic hard hats in the school's colors that are embossed with the traditional Johns Hopkins University insignia. These symbols of accomplishment and dedication in the real estate industry are often displayed in alumni's offices, where comradery can instantaneously built

A slight difference also exists between the FT and PT graduates' hard hats. On the FT students' hard hats, a gold trim adorns the Johns Hopkins insignia versus a silver trim articulates the insignia on the PT graduates' hard hats.

October 2, 2014 will be the date of the FT MSREI 2014 Hard Hat Graduation Ceremony.



MSREI Hard Hats are in set in anticipation of the new graduates.



V. INDUSTRY ENGAGEMENTS

V-1. STUDENT MEMBERSHIPS

Active Student Memberships

- Urban Land Institute (ULI)—program paid
- International Council of Shopping Centers (ICSC)—program paid
- Royal Institute of Chartered Surveyors (RICS)—free

The full-time MSREI students become automatic members of the Urban Land Institute (ULI) and the International Council of Shopping Centers (ICSC) as student members. The Edward St. John Real Estate Program pays for the student memberships of all FT MSREI students for ULI and ICSC.

Simultaneously, students also have the option to become members of the Royal Institute of Chartered Surveyors (RICS) via free memberships.

Additional Student Memberships include:

- National Association of Industrial and Office Properties (NAIOP)
- Asian Real Estate Association of America (AREAA)

MSREI at the ULI Fall Meeting



FT MSREI Students Kyle Kendziuk, Jiajie (Caroline) Huang, and Yu (Zoe) Ren join MSREI Program Director Chuck Schilke and President Daniels of Johns Hopkins University at the ULI Fall Conference in Chicago.

V-2. INDUSTRY AND ALUMNI RECEPTION

To welcome the incoming MSREI Class of 2014 and to celebrate a new academic year, alumni and industry associations are invited to meet the Johns Hopkins MSREI students.

Ten (10) industry organizations, including eight (8) major DC Metro industry associations joined the real estate program's students and alumni to introduce their membership benefits and ways of participation to heighten students' awareness of the real estate industry and building their network.

Twenty-one (21) professionals represented the industry associations, six (6) of which are JHU M.S. Real Estate alumni and faculty. Including the alumni industry representatives, a total of twenty-three (23) alumni and faculty attended.

Total sixty-seven (67) attendees participated, including students, faculty, alumni, and industry representatives.

Thursday, Aug. 15, 2013	
5:00—6:30	Reception: Networking and Mingling
6:30—7:30	Introduction of students, alumni, faculty, and participating industry professionals. Complete list of attending professionals and associations is on the next page.
7:30—9:00	Additional Networking and Conversations

INDUSTRY ENGAGEMENTS

<p>INDUSTRY AND ALUMNI RECEPTION</p> <p>Attending Organizations and Industry Participants</p>			
<p>AREAA—Asian Real Estate Assoc. of America (DC Chapter)</p>			
John Lin	President	CapStar Commercial Realty	MAS Alum
Jay Lin		CapStar Commercial Realty	
Adam		CapStar Commercial Realty	
<p>CREW DC—Commercial Real Estate Women (DC Chapter)</p>			
Fran Doherty	Program Associate	Enterprise Community	
Jane Gustafson	Associate	Studios Architecture	
<p>DCBIA—DC Building Industry Assoc.</p>			
Kelly B. Bissinger	Attorney	Squire Sanders (US) LLP	
Ami Kelly	Director, Marketing and Business Dev.	GHT Limited	
<p>FIABCI—International Real Estate Federal</p>			
Julian Josephs	President	Julian Josephs Company	Faculty
<p>ICSC—International Council of Shopping Centers</p>			
Jarett Parker	Asset Manager	Kimco Realty	MSRE Alum

MBA/MW—Mortgage Bankers Assoc. of Metropolitan Washington			
Tom Dwyer	Principal	Long Gate Associates	MSRE Alum
Debra Goldstein	VP, Capital Markets and Finance	Combined Properties	
NAIOP NOVA—National Assoc. of Industrial & Office Properties (Northern Virginia Chapter)			
Benita Stocks	Developing Leader	NAIOP NOVA	
Monjia Belizaire	Developing Leader	NAIOP NOVA	
Daniel Severn	Leasing, Developing Leader	St. John Properties	MSRE Alum
Mariana Sonu	Developing Leader	NAIOP NOVA	
RICS—Royal Institute of Chartered Surveyors (Mid-Atlantic Chapter)			
Heather Reichardt	Director, Lodging Property Tax	Marriott Company	MSRE Alum
John Rock	Vice President	Carlyle Group	
Julian Josephs	President	Julian Josephs Company	Faculty
ULI DC—Urban Land Institute (Washington District Council)			
Robert Atkinson	Vice President	Davis Carter Scott	
WIRRE—Women in Retail Real Estate			
Amelia E. Elze	Principal	Elze Law Group	
Anne Logsdon	Vice President	Broad Street LLC	

INDUSTRY ENGAGEMENTS



Tom Dwyer, MSRE alum and Principal at Long Gate Associates, represents Mortgage Bankers Association (MBA) of Metro Washington.



Many involved conversations simultaneously take place.



Chris Murray, MSRE alum, Professional Faculty and Managing Director at Jones Lang LaSalle, meets new students.



Each industry association's representatives takes the center floor to introduce their organization, activities and membership.

V-3. 5 THINGS YOU SHOULD KNOW TO SUCCEED IN YOUR REAL ESTATE CAREER

Hosted at the entrepreneurial tech space at 1776, the Johns Hopkins Carey Business School Edward St. John Real Estate Program proudly welcomes the return of alumni and faculty as panelists on the discussion of:

Five Things You Should Know to Succeed in Your Real Estate Career

Panelists			
David Sislen	MSREI Faculty	Principal	Bristol Capital
Mandi Wedin	MSRE '07	Vice President	ASB Real Estate
Michael Rodan	MBA/RE '13	Associate	Jones Lang LaSalle
Chuck Schilke	MSREI Faculty	Director	Edward St. John Real Estate Program

Join us for a reception, light food, networking, and a panel presentation on:

FIVE THINGS YOU SHOULD KNOW TO SUCCEED IN YOUR REAL ESTATE CAREER

Time:

Monday, November 18, 2013

6:00 pm: Cocktails and Food

7:30 pm: Remarks from MSREI Alumni, Faculty, and Leadership

Location:

At 1776

1133 15th St, NW

The Penthouse (Suite 12)

Washington, DC 20005

INDUSTRY ENGAGEMENTS



The first thing you have to know—networking. Networking is critical in the commercial real estate industry for business development and career development.



The second thing you have to know—be a nice guy. Reputation matters and everyone will remember you and know.



A great audience of students, alumni, faculty, and guests joined in on the conversation, especially those who have an interest in transitioning between disciplines/sectors.



Many thanks to Mandi, Dave, and Mike for able to participate and develop a great panel for a successful event.

V-4. CREW ON CRE FINANCE

On Tuesday, December 3rd at 4:45—5:45 PM, Commercial Real Estate Women (CREW) of Washington, DC will join Johns Hopkins University Edward St. John Real Estate Program in Washington, DC.

CREW will offer a Presentation and Q&A Discussion on the state of the Commercial Real Estate (CRE) Finance: Industry and Career Development within the industry.

Speakers		
Kristen B. Pleasants	Principal & Owner	Basis Point Advisors
Joan Renner	Chief financial Officer	The Brick Companies
Special Guests		
Fran Doherty	Program Associate	US Bank and CREW Committee Chair
Jane Gustafson	Associate	Studios Architecture and CREW Liaison to Johns Hopkins



CREW members speak to current students about careers in real estate finance.



Guest speaker Kristen Pleasants share contact information with current full-time MSRE student Elizabeth Runge.

V-5. NAIOP CAPITAL CHALLENGE

The 2014 Capital Challenge will pit teams from Georgetown University's Master of Professional Studies in Real Estate Program, The Colvin Institute of Real Estate Development at The University of Maryland, The Kogod School of Business at American University, Johns Hopkins Carey Business School and George Mason University's M.S. Program in Real Estate Development in a competition focusing on a real estate development/redevelopment project in the Suburban Maryland, Washington, DC metropolitan area. The teams are assigned the same real estate case study and are provided essential information and/or assumptions about the property. Teams will then formulate a proposed investment strategy and develop a comprehensive analysis and recommendation of how to maximize the potential of the property from both a quantitative (financial) and qualitative (feasibility) standpoint.

The Capital Challenge uniquely examines a "real life" case study and assigns each school a team of consultant sponsors from supporting disciplines to help them develop their solution. At the grand finale event, the winning school is awarded a Grand Prize Scholarship of \$10,000!

This year's case competition site is based in Tyson's Corner, Vienna, VA—a retail shopping center site adjacent to the new Silver Line Metro Station at Tyson's Corner, presented by Federal Realty Investment Trust.

Competition Site

*Johns Hopkins University
WINS the 2014 NAIOP Capital Challenge!!*

The team proposed a highest and best use, mixed-use development that is phased to accommodate changing market conditions while capitalizing on the growing market of Tyson's Corner. Below is the team's "Vision":

Vision

Greensboro Grove (The Grove) will be a mixed-use development transforming the current strip shopping center into a dynamic urban neighborhood. A community formed around both passive and active green spaces that will invite people to engage, inspire and thrive. The Grove will provide space for both companies and individuals to plant their roots and grow.

Please see below web links for the complete presentation and report:

Final Team Presentation (PDF) is presented by Tyler, Kimberly, and Geoff, and is assembled by the team:

[Johns Hopkins 2014 NAIOP Capital Challenge Final Presentation](#)

Final Submittal (PDF) is assembled by the team:

[Johns Hopkins 2014 NAIOP Capital Challenge Final Submittal](#)

Official Professional Advisory for the Team Provided by:

WDG Architecture, Transwestern (Brokerage), VIKA (Civil Engineering), Davis Construction, Boston Properties (Development), and US Bank (Finance).

The Winning Johns Hopkins Team!



John Kirkland, Faculty Advisor

Colleen Callahan

Victoria Fitch

Kyle Kendziuk

Kevin Kagan

Max Kiejdan

Kimberly Kohlhepp

Timothy (Robbie) Lynn

Zach Linsky

Tyler Mathews

Elizabeth Runge

Jonathan Ryan

Geoffrey Shutz,

Lu (Elaine) Tao



Kimberly Kohlhepp, Geoff Shudtz, and Tyler Mathews (left to right) present at the final public jury before the victory announcement.



Post-victory celebration dinner. Well deserved after two months of hard work!

INDUSTRY ENGAGEMENTS



John Kirckland, Faculty Advisor, provides guidance and feedback to the NAIOP Team.



Johns Hopkins MBA and MSREI students from Baltimore and DC collaborate.



Full-time MSREI candidates, Tyler Mathews, Kimberly Kohlhepp, and Geoff Shutz give the final presentation to jury at th eoffice of First Potomac Realty.



Group photo of the Johns Hopkins NAIOP Capital Challenge team after the Round 1 presentations at the office of First Potomac Realty.

V-6. MSREI CAREER FAIR & RECEPTION

2014 CAREER FAIR

Thursday, March 6, 2014

1—5 PM

Beacon Hotel

Commercial real estate companies that are actively hiring attend the 2014 Career Fair to offer multiple opportunities to students. Recruitment opportunities include real estate development, owner representation and consulting, project management, property management, and leasing and sales. Sectors include institutions, retail, office, and multifamily.

ALUMNI AND INDUSTRY RECEPTION

Following the Career Fair

5—8 PM

Beacon Hotel

To unwind after a full afternoon of networking and development, students spend time with the program's alumni to further develop their network of contacts in a relaxed environment.

INDUSTRY ENGAGEMENTS



The Peterson Companies speak with current students regarding opportunities in retail development and leasing.



Brailsford & Dunlavey recruit students from diverse backgrounds in owner representation.



Brailsford & Dunlavey is quickly expanding across the U.S. with multiple offices' growth.



Students eager wait to speak with recruiting companies' representatives.

V-7. CREW CAREER CONNECTION EVENT

COMMERCIAL REAL ESTATE WOMEN (CREW) DC CHAPTER

CAREER CONNECTION EVENT

April 29, 4:30—6:30 PM

Johns Hopkins University teams up with CREW DC to present a round table event with some of the DC area's most accomplished real estate professionals. Students have the opportunity to learn about the many facets of commercial real estate, such as development, capital markets, law, brokerage and property, from women who have successfully navigated the industry. Program agenda:

- teach graduate students networking fundamentals
- offer powerful career resources;
- provide relationship-building opportunities in career development.

Commercial Real Estate Women of Washington, DC is a membership organization founded in 1979 to promote professional opportunities and business relationships for women in the commercial real estate industry. The mission of CREW DC is to:

- advance the success of women in commercial real estate; provide
- networking and educational opportunities for members;
- further the professional development of women in all phases of commercial real estate;
- work together to build community partnerships.

Memberships in CREW DC include both women and men. CREW DC membership is increasingly diverse in terms of age, race, profession and years of experience.

Spring 2014 CREW DC Attendees

CREW Member	Industry Role	Company
Jane Gustafson	Architecture / Interior Design	Sr. Project Manager, Studios Architecture
Fran Doherty	Finance and Capital Markets	Assistant Relationship Manager, US Bank
Ksenia Prokunina	Finance and Capital Markets	Underwriting Analyst, Wells Fargo
Alexis Lynch	Real Estate Development	Associate, JLL
Elizabeth Tuico	Brokerage and Business Development	Director of Business Development, VJ Associates
Nancy Petrash	Investment and Asset Management	Sr. VP, US Bank
Emily Haggerty	Real Property Tax	Staff, SC&H Group
Melanie Domres	Leasing and Brokerage	Executive VP, Novus Residences/Cafritz Interests

INDUSTRY ENGAGEMENTS



Fran Doherty, CREW member, discusses career in finance, her role and responsibilities.



Nancy Petrash, CREW member, discusses career in investment and asset management.



Alexis Lynch, CREW member, discusses her role and work in design and development.



Emily Haggerty, CREW member and Carey MBA alumna, discusses career in accounting and taxation in real estate.

INDUSTRY ENGAGEMENTS



VI. MSREI FACULTY & STAFF

VI-1. FULL-TIME FACULTY



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VII. ACKNOWLEDGEMENTS & CREDITS

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We wish to thank the staff, faculty, students, alumni, friends, and local industry professionals in making the MSREI Program so successful. The school, community, and industry have provided invaluable resources to the program, and we are in your debt.

We thank you by offering diligent, hard-working, highly skilled and highly motivated graduates to the industry of real estate. . We are proud of our students and graduates. Our students are the future leaders of the industry, and their success is a product of your giving and contribution.

Thank you for being with us.

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The Edward St. John Real Estate Program, and,
MSREI Class of 2014

VIII. CONTACT US

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