

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

**Accelerated Master of Science in Real Estate**

**Class of 2012**

**Student Profiles and Selected Memories and Photographs**

May 2012

Johns Hopkins University  
Carey Business School  
Edward St. John Real Estate Program  
Accelerated MSRE Class of 2012  
August 18, 2011



**Standing on the Floor (left to right):** Bofei Zheng, Yu Lan, Kai Li; Shuang He; Chris Brown; Hang “Hillary” Pham; Gregg Herlong; Patrick Crompton; Shekhar Sharma; Sanam Humayun

**On the Stairs (left to right descending):** R Garrett Bainbridge, Yalda Ghamarian, Brandon Jenkins, Rubin Chen, Jing Gan, Michael Tompkins, Icy Chen, Luwei Zhou, Orry Michael, Kyle James, Qiongjiu Guo



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## **I. Introduction**

The purpose of this booklet is to provide brief profiles of the candidates for the Accelerated Master of Science in Real Estate who plan to graduate in calendar year 2012 and to document some selected memories.

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 MSRE 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 concentration depending on the program and the student’s interests.

## II. Student Profiles



# R. Garrett Bainbridge

Accelerated MSRE Program  
Graduation Date: August 2012

### Education

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**Master of Science, Real Estate** August 2012  
Johns Hopkins University Carey Business School, Edward St. John Real Estate Program, Baltimore, MD

**Bachelor of Arts, Religious Studies; Minor: History**  
University of California, Irvine, Irvine, CA.

### Experience

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**Roric, LLC** October 2010-Present

- Founder, Owner/Operator
- Capital invested in real estate seeing a 17% annual return

**Cummings & Co. Realtors** January 2010-Present

- REALTOR, Sales Associate
- Personally performed 11 transaction in first 1.5 years in real estate
- Focus on representing fellow investors
- Specialization in foreclosures & other distressed and/or non-performing assets

**Fellner's Meats & Deli, Northeast Market, Baltimore, MD** April 2003-May 2004

- Starting Position: Clerk
- Ending Position: First Meat Cutter/Assistant Manager
- Work hours: 6 AM-5:30 PM, Monday-Saturday, 51 weeks/year
- Explored possibility of purchasing and subsequently operating and improving subsidiary business, Fells Point Chicken & Meats

### Honors & Awards

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- Member, UCI Undergraduate Business Association
- Member, Tau Sigma National Honor Society
- Recipient, 2009 UCI Undergraduate Award in Humanities & Arts and Religious studies
- Dean's List, every academic quarter at UC-Irvine

### Skills

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**Computer:** Microsoft Office, MRIS & Costar, ARGUS upon graduation

**Languages:** French fluency, some Spanish & Japanese



# Christopher S. Brown

Accelerated MSRE Program  
Graduation Date: August 2012

## ***Education***

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**Master of Science, Real Estate** August 2012  
Johns Hopkins University Carey Business School, Edward St. John Real Estate Program, Baltimore, MD

**Bachelor of Science, Business Management** August 2006  
Towson University, Baltimore, MD

## ***Experience***

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**Keller Williams Excellence, Lutherville, MD** August 2009 - Present  
Real Estate Agent, Asset Manager, Investor, Contractor, Property Manager

- Acquired the Maryland real estate salesperson license and affiliated with Keller Williams for the purpose of creating a personal portfolio of investment properties.
- Started 2 Limited Liability Companies. 1 company for acquisition and 1 company for property management.
- Performed due diligence and physical inspections on over 100 residential properties.
- Intention was to purchase, renovate, rent, and hold with an exit strategy in year 10.
- Added value to each property creating cap rates that ranged from 8% to 14% return on investor equity.
- Custom tailored tenancy leases and purchase and sale agreements
  
- Gained knowledge in Baltimore City/County lead paint laws and other residential housing laws through strict adherence to protocol.
- Successfully appealed taxes through comparable assessment analysis with the MLS.

## ***Additional Experience***

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**The Belt's Corporation, Baltimore, MD** December 2000 – August 2009  
Distribution Facility Manager

- Responsible for the management of operations in a 200,000 square foot distribution center with over \$25 million dollars in inventory.
- Directed 2 operations managers, 7 customer service representatives, and over 15 warehouse personnel
- As a team, we coordinated efforts for successful value added packaging seasons with customers from fortune 500 companies such as Diageo Global Spirits, Absolut Spirits, Pernod Ricard, and Brown Forman.
- Redefined warehouse layouts with CAD drawings to maximize space allocation
- Developed and implemented performance and quality improvement programs

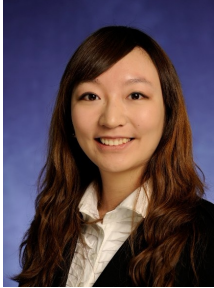
## ***Skills***

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**Financial Tools:** QuickBooks, Argus Valuation, Crystal Ball, Excel

**Computer:** MS Windows, Word, Excel, PowerPoint, Outlook

**Language:** 1 year undergrad & 1 month immersion course abroad in Spanish



# Rubin Chen

Accelerated MSRE Program  
Graduation Date: August 2012

## Education

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**Master of Science, Real Estate** August 2012  
Johns Hopkins University Carey Business School, Edward St. John Real Estate Program, Baltimore, MD  
▪ The International Real Estate Challenge 2012

**Bachelor of Economics** September 2007 – June 2011  
Southwest Jiaotong University, Chengdu, China

**Bachelor of Economics** August 2008 – August 2010  
George Mason University, Fairfax, VA

## Experience

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**Industrial Bank Co – Internship** 2011  
• Accounts management and clearing.  
• Assist the manager with personal financial products development and sales

**Southwest Jiaotong University – Teaching Assistant** 2010 – 2011  
• Assist professors in the lecture of “World Economics”  
• Introducing the western culture, its impact on economy and the way of western learning

**Nigale Biomedical Inc. – Sales Coordinator Internship** 2011  
• Documents translation  
• Customer information analysis

## Additional Experience

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**Debating Competition** September 2007 – November 2007  
Team Leader of the debating team

**Badminton Team** September 2007 – May 2008

**Campus Drama club** September 2007 – June 2008  
Stage arranging and decoration and lighting

**Volunteer** April 2009  
Confucius Institute in George Mason University

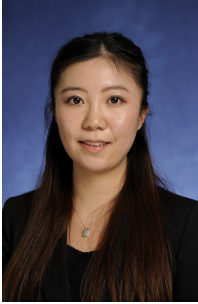
## Skills

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**Financial Tools:** Argus, Costar, HP12C

**Computer:** MS Windows, Word, Excel, and PowerPoint, Google sketchup,

**Language:** Chinese



# Xiaohan Chen

Accelerated MSRE Program  
Graduation Date: August 2012

## Education

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**Master of Science, Real Estate** August 2012  
Johns Hopkins University Carey Business School, Edward St. John Real Estate Program, Baltimore, MD

**Bachelor of Science, Finance and Economics** May 2010  
Lake Superior State University, Sault Ste Marie, MI

- Exchange student for Nine month.
- On the dean's honor list

**Bachelor of Science, Finance** July 2010  
Beijing University of Technology, Beijing, China

- Was an editor at school's TV Station

## Experience

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**Sinotrust International Information & Consulting (Beijing) Co., Ltd** Summers 2007-2010

- Helped to conduct products' manual for Volkswagen
- Assist in risk analysis of new investment , generate credit report for companies

**Banco Santander Shanghai Branch** November 2010—December 2010

- Rotated in different department including Compliance Department, Treasury Department, corporate & Investment Banking as an intern
- Organized regulatory policies from government and made reports
- Administered domestic & international investment portfolios

**Beijing Strong Consultant Company** January 2011—March 2010

- Intern analyst. Conducted research reports of construction project
- Performed research and analysis to provide management with definitive data and advice

## Skills

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**Computer Skills** - Good knowledge of office-based software: Excel, Word, Access, Power Point

**Language** – Native speaker of Chinese, Fluent in English, basic Spanish





# Patrick Thomas Crompton

Accelerated MSRE Program  
Graduation Date: August 2012

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## Education

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|--|-------------|
| <b>Master of Science, Real Estate</b>  | August 2012 |
| Johns Hopkins University Carey Business School, Edward St. John Real Estate Program, Baltimore, MD |             |
| <b>Bachelor of Arts, International Relations and Spanish &amp; Portuguese</b>                      | May 2002    |
| University of Minnesota, College of Liberal Arts, Minneapolis, MN                                  |             |

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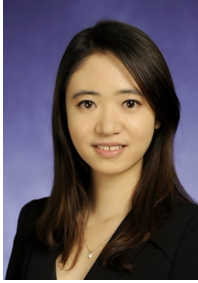
## Experience

- |   |               |
|---|---------------|
| <b>Somerset Development Company, Washington, DC, Student Intern</b>   | 2011- present |
| <ul style="list-style-type: none"><li>• Conduct market analysis of downtown Baltimore multifamily housing market.</li><li>• Perform due diligence on former office properties in downtown Baltimore to prepare for conversion to multifamily.</li><li>• Conduct financial modeling of potential acquisitions.</li></ul>   |               |
| <b>Abt SRBI, Housing Impact Study, Baltimore, MD, Field Interviewer</b>   | 2011          |
| <ul style="list-style-type: none"><li>• Managed relationships with partners of U.S. Department of Housing and Urban Development throughout the housing study</li><li>• Interviewed families from 3 homeless shelters in Baltimore and randomly assigned a housing intervention to the family.</li></ul>   |               |
| <b>618 South Bethel Street, Baltimore, MD, Owner and Renovator</b>  | 2010          |
| <ul style="list-style-type: none"><li>• Managed and executed a complete renovation of a three- story row house in Fells Point.</li><li>• Personally performed framing, drywall, trim work, painting and laying of bamboo floor.</li></ul>   |               |
| <b>Alliance of Students Against Poverty, Washington, DC, Co-Founder &amp; President</b>   | 2007 -2009    |
| <ul style="list-style-type: none"><li>• Incorporated ASAP under the provisions of the District of Columbia NonProfit Corporation Act and prepared and filed IRS Form 1023 to receive 501(c)(3) status.</li><li>• Recruited, trained and managed interns that conducted qualitative research with partner organizations</li><li>• Organized and coordinated the Inaugural Poverty Action Conference: <a href="http://www.povertyactionconference.org">www.povertyactionconference.org</a></li><li>• Built ASAP websites with Dreamweaver: <a href="http://www.asap2025.org">www.asap2025.org</a>, <a href="http://www.1dollaraday.net">www.1dollaraday.net</a></li></ul>   |               |
| <b>FINCA International, Washington, DC, Research Manager</b>  | 2002 - 2006   |
| <ul style="list-style-type: none"><li>• Designed and coordinated FINCA's client assessment research from 2002-2006 in 20 country programs, which created a snapshot of their current social performance.</li><li>• Managed \$1.2 million grant from the John Templeton Foundation to strengthen FINCA's research capacity, develop data warehouse technology, create FINCA's Research Symposium and promote microfinance through advocacy.</li><li>• Managed pilot testing of a social performance measurement and management system in FINCA Uganda and FINCA Ecuador.</li><li>• Managed development of data warehouse, enabling tracking of social performance progress and specific client data over time.</li></ul> |               |

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## Skills

**Computer:** MS Windows, Word, Excel, and PowerPoint  
**Language:** Spanish and Portuguese



# Jing Gan

Accelerated MSRE Program  
Graduation Date: August 2012

## Education

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**Master of Science, Real Estate** August 2012  
Johns Hopkins University Carey Business School, Edward St. John Real Estate Program, Baltimore, MD

**Bachelor of Business Administration, Accounting** May 2011  
Beijing University of Posts and Telecommunications (BUPT), Beijing, China

## Experience

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**Finance Department Intern** July 2010-August 2010  
*China Mobile Communications Corporation (CMCC) Tangshan Branch Tangshan, China*

- Assisted with corporate financial management and prepared the financial reports.
- Communicated between different departments and participated in the discussions about financial policies

**Finance Department Intern** July 2009-August 2009  
*Kailuan Energy Chemical Industry Ltd. Tangshan, China*

- Managed the capital flow, arranged the receipts and invoices and prepared the financial statements
- Participated in department weekly meeting, kept meeting minutes and learned about making financial plans
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## Additional Experience

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**Business Simulation Contest Team Leader** December 2008-May 2009  
Selected as the team leader, and won second place in the 7th BUPT Business Simulation Contest

- Received the Award of Excellence in the final competition of China college students' Business Simulation Contest
- Improved my analytical, decision-making and communication skills and also helped build team morale.

**World College Students' Peace Ambassador Competition Competitor** October 2009

**The Academic Dept. of Student Union in BUPT Director** September 2007-January 2009  
Took charge of daily management work and established principles for the department

- Learned how to lead a team and when to play the role as a team member
- Awarded the honor of "Outstanding Student Leader"

**Olympic Park Public Area Games Volunteers** July 2008-September 2008

- Provided first class service for athletes, participates as well as audiences members from all over the world
- Awarded the honor of Outstanding Volunteer by the Mayor of Beijing Liu Qi and the President of IOC Jacques Rogge

## Skills

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**Computer:** MS Windows, Word, Excel, Access, and PowerPoint, Argus, Crystal Ball.

**Languages:** English, Chinese



# Yalda Ghamarian

Accelerated MSRE Program  
Graduation Date: August 2012

## Education

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**Master of Science, Real Estate** August 2012  
Johns Hopkins University Carey Business School, Edward St. John Real Estate Program, Baltimore, MD

- Edward St. John Scholarship Fall 2011 and Spring 2012

**Bachelor of Science, Property Management, Housing** May 2009  
Virginia Polytechnic State Institute and University, Blacksburg, VA

## Experience

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**Kettler** August 2009-July 2011  
Assistant Property Manager

The Metropolitan at Village at Leesburg; Leesburg, Virginia

- Assisted Property Manager in meeting budgeted goals, meeting Net Operating Income, and improving the bottom line (exceeded goals by 20% in 2010)
- Managed property operations and administrative issues in the leasing office
- Trained and supervised team members in the complete leasing process, from the application to lease execution
- Managed and audited accounts receivables

**Kettler** Summer & Winter, 2007 & 2008  
Marketing Specialist & Development Intern  
Bethesda, MD & Northern Virginia

- Learned and utilized presentation and closing skills (maintained a 35% closing ratio)
- Assisted the development and marketing department executives in regional competitive market analysis and marketing strategies
- Applied interior design skills and created a property's model apartment
- Processed applications and documents to meet tax-credit compliance requirements

## Additional Experience

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**Classic Homes** 2006 & 2007  
Construction Assistant  
McLean, Virginia

- Performed administrative duties and provided office organizational support
- Provided all construction sites with required materials
- Completed construction audits and implemented punch lists for residential projects

## Skills

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**Financial Tools:** HP12C Financial Calculator, Argus Software upon completion of degree

**Computer:** MS Windows, Word, Excel, Access, PowerPoint, MRI Property Management software, 20-20 Design Educational Edition

**Languages:** English, Farsi (Persian)



# Qiongiu Guo

Accelerated MSRE Program  
Graduation Date: August 2012

## Education

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- Master of Science, Real Estate** August 2012  
Johns Hopkins University Carey Business School, Edward St. John Real Estate Program, Baltimore, MD
- Bachelor of Science in Management, Major in Finance, Minor in Economics** May 2011  
University of Massachusetts Boston, Boston, MA

## Experience

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- Information Analyst, Non-profit Association Services** August 2011-Present  
*Asian Financial Society (AFS)*, New York City, NY/ Baltimore, MD
- Collect and compile the market data and information and assist in AFS real estate journal and periodicals
  - Maintain information board on AFS website, majorly covering real estate sector
  - Organize and participate in AFS forum and panel discussions in New York City and other east coast cities

- Risk Management Internship, Risk Management and Quantitative Analyst** June 2011-August 2011  
Bank of Communications New York Branch, New York City, NY
- Participated in the annual assessment and analysis of bank's portfolio, mainly focused on real estate companies as debt issuers, their practices, organizational structures and financial health conditions; analyzed annual reports from past 5 years; synthesize information highlight differences/similarities
  - Assisted in risk analysis of additional investment asset classes, including testing and implementation of risk models and systems
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## Additional Experience

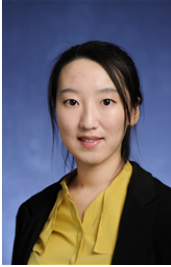
- 
- Banking Operations Internship, Department of International Finance** June 2008-August 2008  
Bank of Communications Co., Ltd., Zhejiang, China
- Audited and reviewed bank's own foreign currency exchange accounts
  - Administrated bank's client accounts including foreign currency payable and receivable accounts, accounts clearing agency, and foreign trade invoice issuances
- Student Staff Supervisor, Joseph P. Healey Library, Customer Service** November 2007-May 2011  
University of Massachusetts Boston, Boston, MA
- Led and supervised student workforce

**Member of The Chinese Finance Associations (TCFA), Boston and DC chapters**  
**Member of Asian Financial Society (AFS), Certified Trainee**

## Skills

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**Financial Tools:** Bloomberg Terminal, Argus, Crystal Ball, QuickBooks, etc  
**Computer:** MS Windows Office Suit; HTML-based database research; Basic knowledge of STATA  
**Languages:** Fluent in English; Native fluency in Mandarin



# Shuang He

Accelerated MSRE Program  
Graduation Date: August 2012

## Education

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**Master of Science, Real Estate** August 2012  
Johns Hopkins University Carey Business School, Edward St. John Real Estate Program, Baltimore, MD

**Certificate in Business Management Core** May 2011  
Portland State University, School of Business Administration, Portland, OR

**Bachelor of Arts, Finance** June 2010  
Dongbei University of Finance and Economics, Dalian, China

## Experience

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**Shanqri Lands Real Estate Corporation, Part time** October 2009-May 2010  
Real Estate Development Corporation, China

- Collecting information for the financial report and weekly meeting, Serving the customs in the sale department and getting feedbacks, calculating mortgage cost for prospective buyers, providing details about taxes and utilities.

**Sensen construction development, Intern** June 2008- August 2008  
Real Estate Development Corporation, China

- Assist with calculate the Finance budget for coming projects, Market Analysis, suggested new adverting campaign which helped company gain exposure to new markets

**Dalian Stanford Multifamily Project, Intern** November 2007 – April 2008

- Win the Real Estate Sales Planning Competition for Dalian Stanford multifamily project
- Present to the Board of Directors, Professors from DUFE the Marketing plan in the Grand Hall.

## Additional Experience

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**Teaching Assistant, Part time** October 2011 –present  
Johns Hopkins University, Edward St. John Real Estate Program

- Organize and updating alumni data base, make student profiles, convert and organize investment reports for class use.

**Office Assistant, Part time, Portland State University** October 2010 –May 2011

**Huanshang Daily Newspaper, Part time** July 2007-September 2007  
The Newspaper's Shenyang Branch, China

**Certificate:** Chinese National Certified Financial Planner (CFP)

## Skills

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**Computer:** NCRE Certificate Grade 2 in Language in Visual FoxPro, Google Sketch-up, Argus, Crystal ball, SPSS, Word, Excel, Access, PowerPoint, program, and publisher.

**Languages:** Chinese, English



# Gregory Lawrence Herlong

Accelerated MSRE Program  
Graduation Date: August 2012

## Education

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### Master of Science, Real Estate

August 2012

Johns Hopkins University Carey Business School, Edward St. John Real Estate Program, Baltimore, MD

### Bachelor of Arts, Business Management

December 2009

Clemson University, Clemson, SC

## Experience

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### CBRE Group, Inc., Baltimore, MD, Real Estate Services Coordinator

April 2010- August 2011

- Assisted in day to day operations involved in managing 10 properties totaling over 1.8 million square feet of office and industrial commercial property, of which 360,000 square feet was LEED certified
- Represented a wide range of clients, including: Bentall Kennedy (U.S.) LP, Principal Global Investors, Clarion Partners, Invesco Real Estate, and CB Richard Ellis Investors
- Assembled contracts between building owners and vendors/contractors with scopes of work varying from minor maintenance to \$200,000.00 capital projects

### The Berry Group, LLC, Six Mile, SC, Estimating Office

May-December 2009

- Assembled bids for high-end custom homes ranging in total cost from \$1.5 million to \$5 million
- Shadowed project supervisors and gained understanding in scheduling and project management

### Fairfield Properties, L.P., Charlotte, NC, Laborer, Fairfield Redevelopment

Summer 2008

- Integral member of a team (supervisor, assistant supervisor, skilled and unskilled laborers) to fully renovate an apartment community
- Project scope included new kitchens, bathrooms, lighting, painting, carpet, and roofing
- Obtained valuable experience in dealing with multiple contractors, residents, and complex management simultaneously

### Engineered Concrete, Inc., Six Mile, SC, Laborer

Summer 2007

- Member of a small team completing tasks such as pouring concrete, setting forms, framework, roof work, exterior siding, electrical wiring, and plumbing
- Gained first-hand experience in scheduling contractors and solving the activity coordination challenges commonly encountered on construction projects

## Additional Experience

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### Bloomberg Essentials Training - Equities

MD Real Estate Salesperson License (currently on inactive status)

Urban Land Institute - Member

NAIOP - Member

## Skills

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**Financial Tools:** CoStar, Crystal Ball, MRI, Yardi, rCash Pay, Angus Systems, Google SketchUp, OnScreen Takeoff

**Computer:** MS Windows, Word, Excel, Access, PowerPoint, Adobe Photoshop





# Sanam Humayun

Accelerated MSRE Program  
Graduation Date: August 2012

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## Education

- Master of Science, Real Estate** August 2012  
Johns Hopkins University Carey Business School, Edward St. John Real Estate Program, Baltimore, MD
- International Real Estate Challenge 2012, stood 2nd place.
  - Recipient of Claudia F. Pleasants Scholarship
- Bachelor of Arts, Economics/Mathematics** June 2005  
Lahore University of Management Science(LUMS), Lahore, Pakistan

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## Experience

Human Resource Officer

**Lahore University of Management Sciences (LUMS)** June 2006 - December 2007

- Handled the Compensation and Benefits concerns of LUMS by analyzing and fine tuning the existing policies through studying market practices and government regulations.
- Managed the annual performance evaluations for professional staff members of LUMS by assigning scores to performance parameters to provide an analytic basis for giving pay raises and bonuses.
- Developed a comprehensive performance management handbook for the use of the Professional Staff Members to understand the process of promotions, pay raises and bonuses followed by LUMS.

Correspondence Executive

**Warid Telecommunication (LTD), Pakistan** September 2005 - May 2006

- Handled all correspondence channeled through Warid Telecom by addressing the concerns of the clients.
- Dealt directly with the PTA (Pakistan Telecommunication Authority) on government policies and procedures.
- Developed the Process Flows for the Correspondence Department, Warid Telecom by creating policies and procedures for dealing with all correspondence related cases.

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## Additional Experience

Volunteer

March 2008- August 2011

**Greater Homewood Community Corporation -Adult Literacy & ESOL Program**

- Volunteered as an Adult Literacy Tutor by teaching adults by teaching math and reading/writing skills and preparing them toward earning a GED

Volunteer

**Red Cross Pakistan**

- Worked as a volunteer for Red Cross by packing and physically distributing food and clothing to the inaccessible regions of Northern Pakistan which were affected by the October 2005 Earthquake.

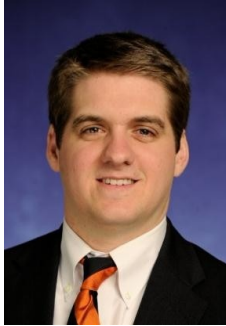
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## Skills

**Financial Tools:** Excel, Argus, Crystal Ball

**Computer:** MS Windows, Word, Excel, Access, PowerPoint, Adobe Photoshop, Google Sketchup

**Languages:** English, Urdu, Hindi, Punjabi, Sindhi



## Kyle A. James

Accelerated MSRE Program  
Graduation Date: August 2012

### Education

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**Master of Science, Real Estate** August 2012  
Johns Hopkins University Carey Business School, Edward St. John Real Estate Program, Baltimore, MD

**Bachelor of Business Administration, Finance** May 2011  
Loyola University Maryland, Baltimore MD

### Real Estate Experience

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**St. John Properties Incorporated, Baltimore MD** May-September 2010  
**Worked under Vice President of Property Management**

- Calculated monthly and yearly building cash flows using a pro forma under general market assumptions
- Reviewed lease agreements and entered into the MRI database
- Assisted the V.P. of Property Management with tenant move-ins and move-outs
- Performed a walk-through on properties to check on general maintenance of buildings and surrounding landscaping

**Investment Property Owner/Operator, Baltimore MD** May 2010-Present

- Owned first home at age twenty
- Rent rooms to multiple tenants; dealt with rent distribution and billing
- Competent in dealing with mortgages, leases, and other basic real estate calculations

**Long & Foster, Baltimore MD** August 2009

- Qualified Maryland Real Estate Agent

### Additional Experience

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**Adidas National Lacrosse Tournament, Bethesda MD- Team Supervisor** July 2009

- Managed National Teams by providing directions, schedules, and logistical technicalities

**Baltimore Elite Lacrosse Club, Baltimore MD - Assistant Coach and Evaluator** 2007-2010

- Traveled as an assistant coach of a high school club lacrosse team: exercised mentoring and teaching skills while building relationships with players
- Evaluated player's skill during tryouts and helped organize teams by skill level

### Skills

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**Computer:** Microsoft Office, Bloomberg Terminal, Argus Valuation, Crystal Ball, Joint Venture Waterfall



# Brandon Jenkins

Accelerated MSRE Program  
Graduation Date: August 2012

## Education

- 
- Master of Science, Real Estate** August 2012  
Johns Hopkins University Carey Business School, Edward St. John Real Estate Program, Baltimore, MD
- The International Real Estate Challenge 2012 (First Place Finish)
- Bachelor of Arts, Urban Planning** May 2011  
University of Utah, Salt Lake City, UT.

## Experience

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- Building Official Intern, University of Utah** October 2010 – December 2011  
Facilities Management (Office of the Building Official), Salt Lake City, UT
- Conducted the code analysis for several existing buildings on the university campus. Performed site visits/inspections of buildings; synthesized information and produced all documentation for recording final code analysis of structures.
  - Coordinated with the campus Fire Marshall, GIS department, and building managers for synthesis in creating complete code analyses.
- BIM Software Technician, Method Studio** September 2008 - June 2010  
Architect, Salt Lake City, UT
- Designed/Drafted commercial and residential buildings using BIM and other architectural software packages.
  - Commercial experience with tenant improvement, and new construction projects.

## Additional Experience

- 
- Facilities Planning Intern, University of Utah** July 2010  
Office of Sustainability, Salt Lake City, UT
- Created plans for new bicycle corridors on campus to increase student mobility. Plans are in the process of implementation.
  - Conducted research using GIS applications to map the campus and collect data points for use in sustainability efforts
  - Collaborated with city officials to ensure university bicycle corridors worked cohesively with city approved bicycle routes
- BIM Draftsman, Architectural Rendering Design** August 2007 - August 2008  
Walker Home Design, Taylorsville, UT
- Designed custom homes using BIM software. Experience in single-family, condo and townhome designs. Scope of work ranged from 2,000 sf. single-family residences to 10,000 sf. luxury homes.

## Skills

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**Financial Tools:** Argus Software, CoStar Software  
**Computer:** MS Windows, Mac OS X, Word, Excel, Access, and PowerPoint, Revit Architecture, AutoCAD



# Yu Lan

Accelerated MSRE Program  
Graduation Date: August 2012

## Education

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### Master of Science, Real Estate

August 2012

Johns Hopkins University Carey Business School, Edward St. John Real Estate Program, Baltimore, MD

- The International Real Estate Challenge 2012

### Bachelor of Economics, Finance - Investment

July 2010

Central University of Finance and Economics, Beijing, China

## Experience

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### Research Assistant, Market Analysis

February 2011-April 2011

*China Index Research Institute*, Beijing, China

- Researched housing prices and real estate data throughout mainland China
- Interviewed real estate agents to obtain sales information on residential and commercial properties
- Performed preliminary market research on US and Australian housing markets
- Created expansion feasibility report for the market analysis team on foreign investment opportunities
- Collaborated with managerial team to produce annual commercial real estate market report of China
- Conducted data analysis on real estate price index in China using Institute's index calculation system
- Trained twelve undergraduate and graduate market analysis interns in domestic data research techniques

## Additional Experience

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### Desk Clerk,

August 2010

Sinolink Securities Co., Ltd, Chengdu, China

- Worked directly with new customers to open and establish investment accounts
- Trained investors in stock trading software
- Responsible for updating customer account data
- Conducted background checks on both new and existing customers in order to verify trading eligibility

### Loan Assistant, Credit Department

July 2010

Huaxia Bank, Beijing, China

- Calculated loan payments for individual bank customers
- Assisted manager with data calculation and customer file organization

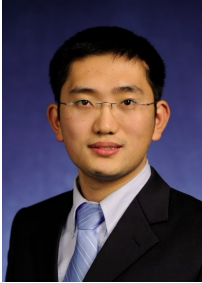
## Skills

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**Financial Tools:** Crystal Ball, Augus, SAS, SPSS, Matlab

**Computer:** MS Windows, Word, Excel, Access, and PowerPoint

**Language:** Fluent in English and Chinese



# Kai Li

Accelerated MSRE Program  
Graduation Date: August 2012

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## Education

**Master of Science, Real Estate** August 2012  
Johns Hopkins University Carey Business School, Edward St. John Real Estate Program, Baltimore, MD

**Bachelor of Management** July 2009  
Renmin University of China, Beijing, China

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## Experience

### CCCC INVESTMENT COMPANY LIMITED

Analyst – **Equity Investment Department** July 2009 – Present

- Participated in the Shantou New City Development Project; took charge of the investment budget, financial models-building, financial strategy designing; brought forward to increasing the proportion of equity financing, and introducing the mezzanine financing.
- Tracked the security market, pursued the investment opportunities, and composed the value analysis and assessment of stock, convertible bonds, hedge funds and other financial products
- Assessed the investment opportunity in a port company, resulting in over 50% return within a half year and identified critical risks in a potential investment, avoiding potential loss of over 20% of principle

Analyst – **Asset Management Department** Sep 2008 – July 2009

- Organized the sub-branches to evaluate their possessed land value; Took charge of the sub-branches' auditing and asset evaluation, negotiated in the equity carve-out.
- Designed the innovative asset backed securitization strategy, assisting in the infrastructural investment and sub-branches' financing operation.

### WORLD BANK GROUP

Intern-Assistant to Project Manager Jun 2007 – Aug 2007

- Joined in the feasibility study of the World Bank Loans Project: Hubei Yi-BA Highway Project. Independently finished the analysis of the loan repays ability
- Compiled the financial strategy section analysis in the report of " The Feasibility Studies of Developing Wuhai City as the Logistics Center in Mid-Area of China"

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## Additional Experience

**President of Environmental Protection Association**

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## Skills

**Computer:** MS Windows, Word, Excel, Access, and PowerPoint

**Language:** Chinese, *English*



# Orry G. Michael

Accelerated MSRE Program  
Graduation Date: August 2012

## Education

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- Master of Science, Real Estate** August 2012  
Johns Hopkins University Carey Business School, Edward St. John Real Estate Program, Baltimore, MD
- Bachelor of Arts, Anthropology** August 2011  
The Johns Hopkins University, Baltimore, MD

## Real Estate Experience

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- Asset Manager Intern** Fall 2011  
Continental Realty Corporation, Baltimore, MD
- Worked directly with the Vice President of asset management at the firm.
  - Conducted analyses on potential investments to support a \$1Billion portfolio.
  - Constructed valuation and financial models that forecasted investor returns and showed potential value and portfolio growth.
- Project Manager Intern** Summer 2011  
Riparius Construction, Inc., Hunt Valley, MD
- Assisted in the analysis and management of developments located in Baltimore City and Howard County.
  - Provided insight and collaborated with several senior project managers in the office and field.
  - Worked on the new state of the art Cordish Lacrosse Facility that will cater to both men's and woman's lacrosse programs at Johns Hopkins.

## Additional Experience

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- Lacrosse Coach**
- Johns Hopkins Blue Jays Lacrosse Camp 2008-2010  
Michael Springer's Vision Lacrosse Camp, Ramsey, NJ 2007-2010

## Activities/Awards

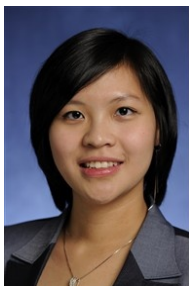
- Joe Cowan Hard Hammer Award 2011
- Benjamin Edward Carroll Memorial Scholarship 2011
- FSA Leadership Committee 2011-2012
- Incentive Mentoring Program – Life Skills Committee 2011-Present
- Member of the Johns Hopkins University Men's Varsity Lacrosse team 2007-2011
- All Decade North Jersey Lacrosse Team Selection 2000-2010

## Skills

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**Computer:** Proficient in Microsoft Excel, Word, and PowerPoint; MRI, Argus DCF Certified, Crystal Ball  
**Language:** Fluent in Hebrew and proficient in conversational Spanish





# Hang (Hillary) Thanh Pham

Accelerated MSRE Program  
Graduation Date: August 2012

## Education

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**Master of Science, Real Estate** August 2012  
Johns Hopkins University Carey Business School, Edward St. John Real Estate Program, Baltimore, MD

**Bachelor of Applied Economics and Management, Minor Real Estate** May 2011  
Cornell University, Ithaca, NY

## Experience

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**Montgomery Housing Partnership, Calverton, Maryland- Real Estate Intern** February 2012 – Present

**Milestone Hospitality Management, Baltimore, MD-Venture Capital Intern** November 2011-Present

**DHL GLOBAL FORWARDING, Ho Chi Minh, Vietnam- Strategy and Marketing Intern** Summer 2010

- Collaborated with the head of Ocean Freight Department to draft a strategic plan for the prospective years
- Published import/export documents and filed bills of lading
- Conducted phone calls with customers to establish rapport between the clients and the company

**CIPLASVN, ITOCHU PLASTIC PTE., LTD., Ho Chi Minh, Vietnam- Sales Intern** August 2008

- Classified records corresponding to exports/imports and distribution of goods
- Conducted extensive research on sales and market niches
- Acted as liaison between the representative company and both current and prospective customers

**DHL EXEL SUPPLY CHAIN, Ho Chi Minh, Vietnam- Marketing and Promotions Intern** July 2008

- Assisted the Operations and Sales Manager to supervise and ensure efficient workflow in three different local warehouses
- Compiled relevant statistics and drafted reports relating to logistics and inventories
- Regulated small discussions with coordinators and staff upon optimizing company's productivity and maximizing profits

## Additional Experience

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**AN NGHIỆP PHAT HOUSING JOINT STOCK COMPANY, Ho Chi Minh, Vietnam** Summer 2009/2010  
Real Estate Apprentice

**CORNELL UNIVERSITY – Sociology Department** Spring 2011  
Research Assistant

**CORNELL UNIVERSITY – Department of Rare and Manuscripts Collections** Summer 2008 – Spring 2011  
Student Assistant

## Skills

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**Computer:** MS Windows, Macintosh, Microsoft Office Suite. Knowledgeable of @Risk, Crystal Ball, CoStar and ARGUS. Proficient in financial modeling with Microsoft Excel.

**Language:** Fluent in English and Vietnamese. Knowledgeable in written and verbal in French. Conversational in Spanish.



# Shekhar Sharma

Accelerated MSRE Program  
Graduation Date: August 2012

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## EDUCATION

### Master of Science, Real Estate

August 2012

*Johns Hopkins Carey Business School, Edward St. John Real Estate Program*, Baltimore, MD

- The International Real Estate Challenge 2011-12
- Merit: AFIRE Scholarship

### Bachelor of Science in Business Administration

October 2009

*Boston University School of Management*, Boston, MA

- President's Scholar (2005)
- Business Development Project

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## EXPERIENCE

### Intern

December 2009 – April 2010

*Elysian Developers*, Jaipur, India

- Worked on freelance project to develop four 2-bedroom villas
- Closely worked with the contractor to gain insight into the development aspect of real estate
- Managed the marketing of the villas and successfully sold the project before its completion in March 2010

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## ADDITIONAL EXPERIENCE

### Analyst, Business Management, Deutsche Bank Group, Jaipur, India

April 2010 – May 2011

- Prepared (i) *Annual Plan*, (ii) *Quarterly Review* and (iii) *Monthly Forecast Reports*
- Led 3 member team to transition and document Cost Allocation processes and reports from the on-shore team and cross-train members of other functional departments
- Analyzed *P&L Reports* and prepared *Variance Analysis Reports* on a monthly basis to rectify cost misallocation

### Trainee, Investment Banking Institute, Boston,

August 2009 – September 2009

- Participated in a one-month intensive Investment Banking Seminar focused on (i) financial statement analysis, (ii) valuation methodologies and (iii) financial modeling
- "Normalized" and "Spread" historical and projected financial statements, including analyses of operational and leverage ratios
- Performed company valuations utilizing (i) comparable public company analysis, (ii) precedent transactions analysis and (iii) discounted cash flow (DCF) analysis

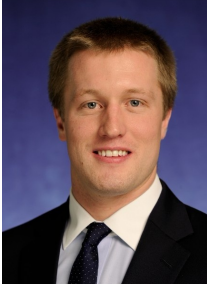
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## SKILLS

**Financial Tools:** Cognos BI, Cognos EP, Essbase, Crystal Ball, Waterfall Analysis, Argus

**Computer:** MS Windows, Word, Excel, and PowerPoint

**Language:** English, Hindi



# Michael J. Tompkins

Accelerated MSRE Program  
Graduation Date: August 2012

## Education

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**Master of Science, Real Estate** August 2012  
Johns Hopkins University Carey Business School, Edward St. John Real Estate Program, Baltimore, MD

- The International Real Estate Challenge 2012

**Bachelor of Arts in Urban Studies** May 2011  
University of Pennsylvania, Philadelphia, PA

**summer institute in Sustainable Development at UC Berkeley** June 2010-August 2010

## Experience

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**Transportation Resource Associates, Intern Philadelphia, PA** January 2010-May 2010

- Assisted TRA in safety and security consulting for major U.S. light rail transit agencies.
- Performed safety and security audits.
- Wrote safety and security compliance reports for major light rail transit agencies.

**Cape May Point Beach Patrol, Ocean Lifeguard Cape May, Point, NJ** Summers of 2008-2009

- Performed ocean rescues. Maintained and operated rescue equipment and machinery.

**Tompkins Builders Inc., Housing Contractor, Middle Township, NJ** Summers of 2003-2007

- Worked as carpenter on residential housing construction crew.
- Operated equipment and machinery in construction and maintenance departments of residential construction firm. Responsible for site maintenance and repair at company jobsites and subdivisions.

## Additional Experience

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**University of Pennsylvania Men's Swim Team, Philadelphia, PA** 2008-2011

2-Year Team Captain, School Record Holder, U.S. Nationals Qualifier

- 20-25 hours of commitment per week. School record holder, Ivy League Championship Finalist, U.S. Open Qualifier, U.S. Nationals Qualifier. Voted co-captain by teammates junior year. Voted team's only captain senior year. Motivated teammates, mediated between coaches and teammates, formed team policies, organized team events.

**Wildwood Catholic High School Swim Team, North Wildwood, NJ** 2004-2007

Team Captain, School Record Holder, All-American

- State Finalist, Junior National Qualifier, School Record Holder, All-American

## Skills

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**Computer:** Advanced in Argus, Excel, Word, PowerPoint, ArcMap10 (GIS). Experience with InDesign, Illustrator, and Photoshop.

**Language:** Spanish



# Bofei Zheng

Accelerated MSRE Program  
Graduation Date: August 2012

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## Education

**Master of Science, Real Estate** August 2012  
Johns Hopkins University Carey Business School, Edward St. John Real Estate Program, Baltimore, MD

- The International Real Estate Challenge 2012

**Bachelor of Management, Real Estate** June 2011  
Renmin University of China, Beijing, China

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## Experience

**Compiled *Twelfth Five-Year Land Reallocation Plan of Dongcheng District, Beijing, China*** June 2010  
Nominated by Associated Professor Mingxuan Yu—teacher of Assess Appraisal, Case of Investment in Real Estate, Real Estate Appraisal and Professor Baode Bi—teacher of Land Economics

**Participated in Professor Du Yang's activity: Sand Table Simulation—Competition of Real Estate** April 2008  
Acted as a group leader, utilized knowledge learned in Principles of Management to complete the work and won the Second Prize

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## Additional Experience

**The People's Insurance Company (Group) of China Limited** September 2010

- Understood various insurance policies; recorded insured's information

**Guotai Junan Securities** January 2010

- Learnt securities business; guided investors to conduct business
- Communicated with customers and explained stock-jobbing and financial planning information for them
- Assisted investment manager with investigation; made industrial report; followed up customers
- Learnt company's training materials; mastered the way of analyzing key points of annual report

**Individual Finance Department, Agricultural Bank of China** August 2009

- Learnt department's business; knew well about financial products of department
- Communicated with customers of House Loan Department and instructed the transaction flow to them
- Assisted department manager with market investigation
- Sorted out loan materials and relevant copy writings

**Industrial and Commercial Bank of China Wangfujing Branch** September 2009

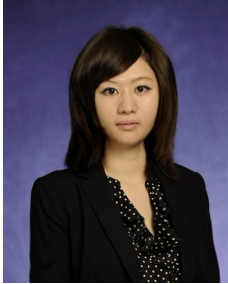
- Learnt financial products; guided customers to transact business

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## Skills

**Computer:** MS Windows, Word, Excel, Access, and PowerPoint

**Languages:** Chinese English



# Luwei Zhou

Accelerated MSRE Program  
Graduation Date: August 2012

## Education

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**Master of Science, Real Estate** August 2012  
Johns Hopkins University Carey Business School, Edward St. John Real Estate Program, Baltimore, MD

**Bachelor of Economics** June 2011  
University of Wisconsin-Madison, Madison, WI

## Experience

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**Chongqing DuHe Real Estate Company, Marketing Department Intern** May 2009-July 2009

- Performed general office duties, maintained documents using Microsoft Office, took The Minutes for meetings.
- Recruiting Businesses and attracting investments.
- Assisted in the company's brochure design.

**Chongqing DuHe Real Estate Company, Assistance chairman of the board** Aug 2010-July 2011

- Responsible for assisting the Chairman of the Board in handling daily affairs
- Participated in the planning and preparing of the early development in Duhe Plaza project. Provided due diligence and marketing analysis.
- Arranging the board meeting

**Industrial Bank CO, .LTD-Chongqing Branch, Vice President Assistant** May, 2008-Aug, 2008

- Assisted in a \$700,000,000 corporate-financing case (Chongqing Port Logistics Group Co., LTD).
- Interviewed upper-management, organized files, reviewed financial reports and participated in writing the final report.
- Prepared and assisted Vice President's daily work, arranged and took minutes for meetings.

**UW-Housing, Food Service** February 2007-May 2007

- Cashier, catering, coffee shop.

## Additional Experience

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**Campaign leader, Associated Students of Madison** (the student government of Madison)

**Finance Committee's At-large appointee, Associated Students of Madison Finance Department.**

**Badger Buddy, Chadbourn Residential College**

**Vice-President, Chinese Scholars and Student Association, UW charter**

## Skills

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**Computer:** Microsoft Word, Excel, and PowerPoint. Dreamweaver, Scratch, Google Sketch up.

**Languages:** Chinese English

### **III. Accelerated Master of Science in Real Estate (MSRE)**

The Accelerated Master of Science in Real Estate (MSRE) 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.

#### **Courses**

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 MSRE also features courses on the modeling of real estate developments and as well as site planning and design.



## Course Schedule

### Fall Semester

Course Name	Instructor
Legal Issue in Real Estate	Guarnaccia/Jackson
Site Plan & Design	Gehrman
Market Analysis	Robidoux
Business Communication	Schiavone
Contemp Topics	Clarke
RE Development Process	Rajewski
Practicum	Kohlhepp
Financial Model & Analysis	Rajewski

### Spring Semester

Course Name	Instructor
Leadership Ethics Seminar	Thompson
Urban Economics	Basu
Finance RE Project	Fick
Land Use Regulation	Vaias/Mead
RE Risk & Opportunities	Fick
Practicum	Kohlhepp
Managing Construction Projects	Decker
Global Perspectives in RE	Josephs

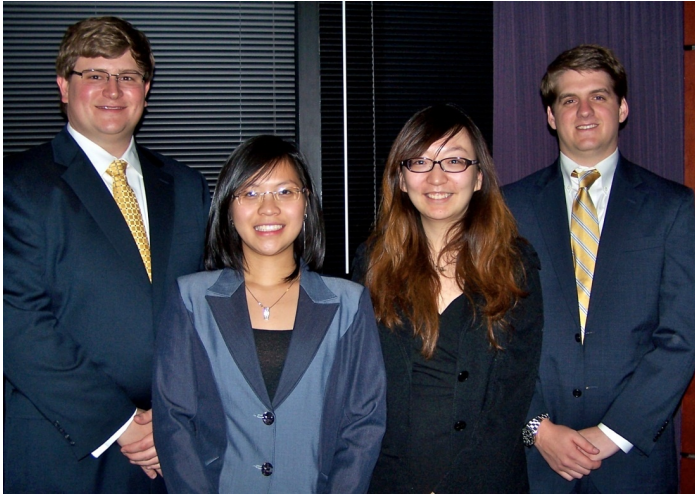
### Summer Semester

Full-time Internship	Kohlhepp
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#### **IV. Practicum Project**

A unique part of this program is the two-semester practicum project in which small student teams respond to a Request for Proposals (RFP) by the Baltimore Development Corporation for the design and economic feasibility of an urban, mixed-use project. The final written report was presented to the Baltimore Development Corporation in the format required by the RFP, and a presentation was made to a professional panel of the Baltimore Development Corporation on May 8, 2012

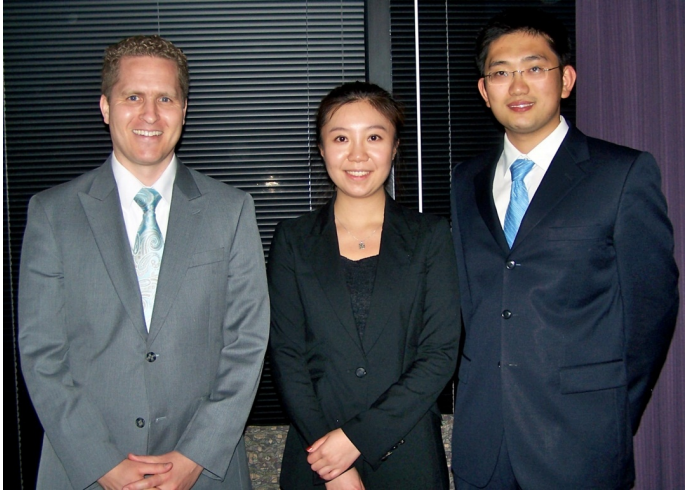
Practicum Teams



Upper Chesapeake Development Group



Charm City Global



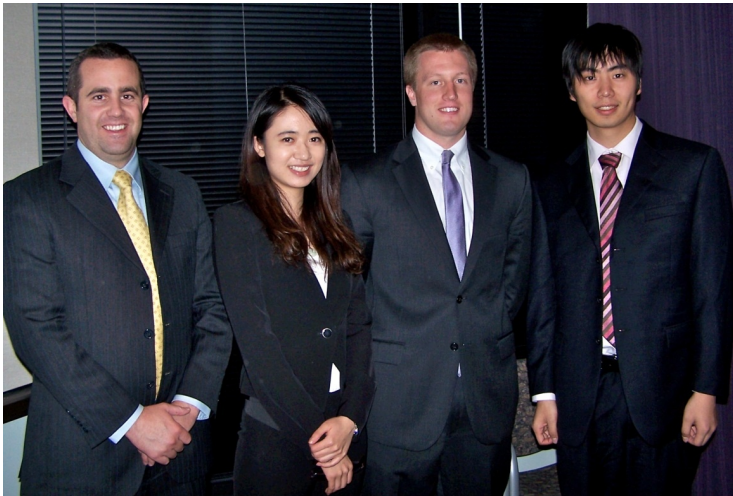
Sunrise Partners



Zhou Realty Partners



Advantage Investment Group



Harbor East LLC

## **V. Workshops**

The full-time students are also required to take 18 skill-specific workshops during the Fall and Spring Semesters:

1. Financial Accounting (1 half-day session) August 16, 2011
2. Present Value Theory and DCF Models (2 half-day sessions)
3. Real Estate Statistics (1 half-day session) August 17, 2011
4. HP 12 C Calculator (1 half-day session)
5. Real Estate Infrastructure and Building Construction (1 half-day session) August 19, 2011
6. Real Estate Capitalization Rates and Ratio Analysis (1 half-day session) August 18, 2011
7. Excel for Real Estate (five half-day sessions)
8. Spreadsheet Construction using Excel (2 half-day sessions)
9. Stochastic Variables and Monte Carlo Simulation using Excel and Crystal Ball (2 half-day sessions)
10. Excel Graphics for Data Presentation (2 half-day sessions) February 6, 13, 2012
11. Real Estate Indexes: Construction and Interpretation (2 half-day sessions) November 7, 2012
12. USGBC LEED Analysis: Green Construction and Sustainable Development (2 half-day sessions) November 7, 15, 2012
13. Co-Star Training (1 half-day session)
14. MS Project Training (1 full-day session) January 20, 2012
15. Argus Basic (1 full-day session) February 4, 2012
16. Argus Advanced (1 full-day session) February 18, 2012
17. Meet the Developers (1 full-day session) February 18, 2012
18. Capital Stack (1 full-day session) Feb 25, 2012

## **VI. Field Trips**

The Accelerated MSRE students also participate in field trips area real estate developments. To date, these developments have included:

1. East Baltimore Development Initiative in Baltimore, MD
2. The Crown Farm Development in Gaithersburg, MD
3. The Potomac Yard Development in Arlington and Alexandria, VA.
4. Mid-Atlantic Distribution Center in Perryman, MD
5. Brunswick Crossing in Brunswick, MD
6. Urban Land Institute Trends Conference in Washington, DC
7. World Trade Center and Memorial (host by ULI) in New York City, NY

## **VII. Internships**

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, but during the Summer Semester, students are required to have full-time, eight- week internship. The part-time internships are informal and do not require university documentation. On the other hand, 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

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.



<b>First Name</b>	<b>Last Name</b>	<b>Company</b>	<b>Mentor</b>
Chris	Brown	Valstone Partners	Simon Etherington
Xiaohan "Icy"	Chen	ICSC	Tim McGinness
Rubin	Chen	Landex	Judy Siegel
Pat	Crompton	GlobAF Development	Lenka Dewa
Jing	Gan	Landex	Judy Siegel
Yalda	Ghamarian	Pers Development	Negin Yaznyazdanpanah
Qiongjiu	Guo	Klein Enter	Daniel Kline
Shuang	He	CWCaptial Asset	Rakesh Patel
Sanam	Humayun	Alex Brown Realty	Tom Burton
Brandon	Jenkins	Norfolk Southern	Steve McCurdy
Yu	Lan	Cheasapeake Real Estate Group	Doug Schmidt
Kai	Li	AeroTerm	Jon Leifer
Orry	Michael	Continental Realty	Robert Rajewski
"Hillary"	Pham	Montgomery County Housing	
Shekhar	Sharma	CBRE	Peter Kimmel
Michael	Tompkins	La Sale Investment Management	
Bofei	Zheng	Bonaventure Realty Group	Adam Ross
Luwei	Zhou	Landex	Judy siegel
Kyle Andrew	James		
Patrick "Pat"	Crompton	GlobAf Development	Lenka Dewa
Robert	Bainbridge	Susquehana Bank	Chris Holt
Gregory	Herlong	Tower Cos	Nate Tower

**VIII. 2012 International Real Estate Challenge**  
**Berlin, Germany**  
**January 6 – 16, 2012**

**1. Overview**

The 2012 International Real Estate Challenge (IREC) was an intense, two-week, educational experience for graduate students in real estate that is held in Berlin, Germany. This year the Johns Hopkins Carey Business School Edward St. John Real Estate Program sent nine students from the Accelerated MSRE Program to participate:

1. Bofei Zheng
2. Brandon Jenkins
3. Hillary Pham
4. Michael Tompkins
5. Orry Michael
6. Yu Lan
7. Rubin Chen
8. Sanam Humayun
9. Shekhar Sharma

The JHU students joined 35 other students from the following universities:

1. Kingston University London UK
2. Hanzehogeschool, Groningen, The Netherlands
3. Dublin Institute of Technology, Ireland
4. Politecnico di Milano, Italy
5. Kufstein University of Applied Sciences, Austria
6. Helsinki University of Technology, Finland
7. Nürtingen-Geislingen University, Germany
8. Warsaw School of Economics, Poland
9. Slovak University of Technology, Slovakia
10. Regensburg University, Germany

The case-study format challenges the students to evaluate the space needs of a hypothetical multi-national corporation that is consolidating its five European offices into a single location. The students were organized into seven "City Teams" so that no university has more than two members on a team and no student is assigned to his/her hometown city.

During the first four days in Berlin, the student-teams prepare a strategic brief analyzing the corporation's space needs (Stage One). The student-teams then travel to its assigned city to analyze the potential properties for the relocation (Stage Two). This year the student teams were assigned to the following cities (JHU Students)<sup>1</sup>

1. Amsterdam (Yu Lan and Mike Tomkins)
2. Bratislava (Bofei Zheng)
3. London (Brandon Jenkins)
4. Milan (Rubin Chen)
5. Munich (Orry Michael and Sanam Humayun)
6. Vienna (Shekhar Sharma)
7. Warsaw (Hillary Pham)

Finally, the teams return to Berlin to synthesize their findings into a recommendation that is presented to a "Board of Directors" of the hypothetical corporation (Stage Three).

This year, JHU's Brandon Jenkins was on the winning City-Team: London.

Finishing in the top three were the Munich and Vienna teams who had JHU members o Shekhar Sharma, Sanam Humayun, and Orry Michaels.

## 2. 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 a large commercial organization on their international property needs, namely the relocation of five European offices into one new corporate HQ in one new city location. 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 analysed using the Real Estate Norm Form);
4. the collection of data from professional sources relating to a specific City/Country in accordance with a standardised 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.

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<sup>1</sup> Photographs of the city teams are shown in Exhibit I.

### **3. Key Themes**

The main content of the Challenge is organised into the following themes:

1. Benchmarking
2. Change
3. Workplace Productivity and Measurement(JHU Poster Team)
4. Strategy
5. Ways of organizing work area
6. Sustainability (JHU Poster Team)

These themes were introduced at the very beginning of the Challenge as students from different universities were assigned a theme and asked to prepare and present a poster to the other students. This “poster competition” was used as an ice-breaker or mixer to help the students get to know each other.

### **4. Language**

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

### **5. Program Outline**

The outline format of the program is as follows:

#### Stage 1 - Duration 5 days

- Fly to Host city – e.g. Berlin
- Team Building
- Lectures & Tutorials
- Role play
- Group work
- Student tasks, immediate deadlines
- Student output: 4000 Word Client Focused & Evidenced based Strategic Brief Report

#### Stage 2 - Duration 4 days

- Fly to allocated city
- Meet practitioners & Inward Investment Dept.
- Select and inspect three appropriate buildings & locations in the city
- Research city, local & national economy and market indicators

#### Stage 3 - Duration 5 days

- Fly back to Berlin
- Tutorials
- Develop Strategic Brief and create presentation for client
- Student output: Client presentations on solution to client panel include sponsor representatives.

## 6. Unique Features of the Challenge

This Challenge provides the participating students with many unique opportunities:

- Introduction to international students from a number of varied Universities
- Opportunity for students to experience both Berlin 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 from real estate faculty with different backgrounds, specialties, and viewpoints
- Opportunity to meet working professional 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

## 7. Academic Participants

1. Tim Bennett, Kingston University, London, UK
2. Declan McKeown, Dublin Institute of Technology, Ireland
3. Eric Schutte, Hanzehogeschool, Groningen, The Netherlands
4. Andre Ciaramella, Politecnico di Milano, Italy
5. Andrej Adamuscin, Slovak University of Technology, Slovakia
6. Marzia Morena, Politecnico di Milano, Italy
7. Michael Truebestein, Kufstein University of Applied Sciences, Austria
8. Goran Lindahl, Cahlmers University of Technology, Goteborg, Sweden
9. Thomas Kinateder/ANO, Nürtingen-Geislingen University, Germany
10. Mikka Putto, Helsinki University of Technology, Finland
11. Anna Stankowska, Poland Warsaw School of Economics, Poland or Krakow University, Poland
12. Ernst Hofmann, FHWein University of Applied Sciences of WKW, Vienna
13. Daniel Kohlhepp, Johns Hopkins Carey Business School, Baltimore, MD
14. Bee Gan, Sheffield Hallam University, Sheffield, UK
15. Stephen Walsh, Dublin Institute of Technology, Ireland
16. Martin Hanratty, Dublin Institute of Technology, Ireland

## 8. Professional Participants

Royal Institute of Chartered Surveyors: Frankfurt Kirsten Bammel

Bratislava Professionals:

Colliers International: Martin Varacka; Michaela Horelicanova

J&T Real Estate: Radoslav Christov,

Milan Professionals:

Jones Lang LaSalle

Colliers International

Amsterdam Professionals:

CBRE

Savills: Jerome Jansen, Research

Vienna Professionals:

Immo Finanz Group AG: Mr. Marco: Arno Kunz, Asset Manager;  
Ms. Eliza, Research Manager

Raiffeisen Bank

Bank Austria

London Professionals:

Savills: Steven Skinner, International Investments;

Archie Hunter, Leasing

Warsaw Professionals:

Cushman and Wakefield Polska Sp.: Aleksandra Rafalowska

Munich Professionals:

Knight Frank: Katharina Becks

Colliers International: Peter Bigelmaier, MD;

Andreas Trumpp, Research;

Tobias Seiler, Research;

Kersten Stieringer, Research

Jones Lang LaSalle

Exhibit I: IREC CITY TEAMS



London Team with JHU Brandon Jenkins



Milan Team with JHU Rubin Chen



Vienna Team with JHU Shekhar Sharma



Munich Team with Sanam Humayun





Bratislava Team with JHU Bofei Zheng



Amsterdam Team with JHU Yu Lan and Michael Tompkins



JHU's Shekhar Sharma, Sanam Humayun, and Orry Michael



IREC Faculty Dinner with Dan and Donna Kohlhepp

## **IX. ARGUS Software University Challenge**

February 10, 2012 to March 23, 2012.

For the first time, the Accelerated MSRE Program entered a team in the Third Annual ARGUS Software University Challenge. This unique challenge gave students the opportunity to participate in a powerful and compelling competition which enhanced their knowledge of ARGUS Valuation – DCF and provided a valuable experience to them as aspiring real estate professionals. The competition included simulating a real-life investment analysis of a commercial real estate property which challenged the students to model the project using the provided assumptions in ARGUS Valuation – DCF and to create a paper describing the outcome of the analysis.

The members of the team were:

**Chris Brown,  
Qiongjiu Guo,  
Gregg Herlong,  
Garret Bainbridge, and  
Kyle James.**

The faculty advisor was:

**Robert Rajewski.**

While this year's team did not place, the stage has been set for next year.

**X. Field Trip Photos**  
**East Baltimore Development Initiative Field Trip**  
November 17, 2011











**Crown Farm Field Trip**  
December 8, 2011









**Potomac Yard Field Trip**  
February 2, 2012







**Mid-Atlantic Distribution Center**  
March 29, 2012







**Brunswick Crossing**  
April 12, 2012











## **XI. Edward St. John Seminar and Soft Hat Awards**

April 25, 2012

A tradition has begun in the Accelerated Master of Science Program where Edward St. John has presented the final seminar of the semester which is followed by the award of “soft hats” to the students as they have completed their course work for their degree. After the seminar and soft hat awards, there was a reception at Wit and Wisdom, the Four Seasons’ lobby bar next door to Harbor East.

In an informal, seminar format, Ed discussed his early career, his investment strategy, his management philosophy, and his best advice for young people beginning their careers in real estate. In a good humored fashion, Ed recounted his best deal, his worst deal and his favorite deal.

Chris Brown had the winning design for the soft hats bearing the “MSRE 2012” designation.















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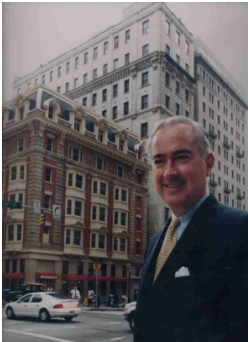
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