

CREATING A NETWORK OF OPPORTUNITIES

2009 DIRECTOR'S REPORT



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Center Events, go to
www.usdrealstate.com

MESSAGE FROM THE EXECUTIVE DIRECTOR

While the key to success in real estate is often attributed to “location, location, location,” an arguably more important factor—particularly in a down economy—is “networking, networking, networking.”

When times are lean, professionals can find support and much-needed business opportunities through the connections they have cultivated over their careers. New relationships can prove even more paramount as companies restructure and individuals retool to better mesh with a changing marketplace.

At the Burnham-Moores Center for Real Estate, we are dedicated now, as always, to fostering opportunities for our students, alumni, industry professionals and academic colleagues to network with one another.

In the past year, we provided a plethora of opportunities for such dynamic interaction, as you’ll see in the pages that follow. From conferences to classrooms and continuing education, everything the Center does is designed to build a network that will work for you, our stakeholders. Indeed, this is the unifying theme not only of this report but of all of our interaction with students, alumni and industry executives. We serve as the hub, with spokes going out in many directions, for education, professional development, alumni involvement and industry connections.

2009 represented another breakthrough year for the Center on several fronts. We introduced our new undergraduate major in real estate, which will help increase the ranks of highly skilled San Diego real estate professionals going forward. We saw a team of our Master of Science in Real Estate (MSRE) students win the First Annual ARGUS Software University Challenge, which included teams from a dozen of America’s elite universities. We offered our MSRE students LEED certification training and the opportunity to become LEED certified professionals as a demonstration of our commitment to advancing socially responsible leadership in real estate. We published the inaugural edition of a new international scholarly journal, the *Journal of Sustainable Real Estate*, under the leadership of Norm Miller, PhD. Finally, we hired a third full-time faculty member, Vivek Sah, PhD, making USD one of a limited number of universities with a critical mass of real estate professors.

I would like to take this opportunity to thank everyone who contributes to the achievements of the Center: our unfailingly generous donors; USD’s supportive faculty and administration; countless industry professionals and firms that invest their precious time and talent in us and attend our programs; our impressive adjunct professors; members of our four Policy Advisory Board committees; our enthusiastic and growing alumni base; and, the dedicated faculty and staff of the Center itself. We have enjoyed another exceptional year, have learned how to do more with less, and are more excited than ever about our future prospects.

BURNHAM-MOORES
CENTER FOR REAL ESTATE
UNIVERSITY OF SAN DIEGO



Mark J. Riedy

Mark J. Riedy, PhD

MESSAGE FROM THE DEAN

As the dean of a business school, one of my educational imperatives has nothing to do with revenue projections, organizational behavior, supply chain management or any other traditional business topic and everything to do with communication. How students communicate with their professors and prospective employers in classroom settings and job interviews can make or break the success they have in their academic and professional careers, regardless of their business acumen.

Of course, increasingly, the communication that our students are engaging in is electronic. While it is tempting to be concerned that electronic communication is too impersonal, informal and could lead to a deterioration in the ability to communicate professionally in business, I disagree.

What we see in the University of San Diego's School of Business Administration, in which USD's real estate program plays a major role, is that our students' networking and communication skills are as vibrant as ever, if not better than ever. In this electronic age, students' transition to electronic networking has been both seamless and overarching. LinkedIn, Facebook and Twitter are used as much if not more than phone calls and face-to-face meetings to further one's network.

For its part, the School of Business Administration (SBA) has jumped with both feet into social and professional networking sites. In an era of cost containment and going green, one of USD's and our SBA's highest priorities is to employ electronic communication vehicles as much as appropriate and possible to create long-term, mutually beneficial relationships with our students, alumni and industry partners. In the classroom and in communications with students, Web CT is an important paperless medium. In building relationships with our active alumni base, LinkedIn and Facebook increasingly are front and center communication vehicles. In developing more distance learning programs, Web-based instruction is playing an ever-larger role.

At the same time, we never will lose sight of the importance of face-to-face communication. While electronic communication is cost-effective and efficient, at times there is no substitute for a firm handshake. The lesson we convey to our students is that their networking efforts can be career builders or busters, depending upon how they manage them.



David F. Pyke, PhD



REAL ESTATE EDUCATION

The Burnham-Moores Center for Real Estate prides itself on providing lifelong learning opportunities to the San Diego community and beyond.

At the undergraduate level, we offer a major and a minor in real estate. At the graduate level, we offer a Master of Science in Real Estate degree, as well as a joint MBA/MSRE degree. For those already working in the industry, we offer two certificates in real estate through our Real Estate Continuing Education program. With all of our educational offerings, we strive for a balance that is weighted equally between academia and industry. This ensures that our students will be well prepared for achieving success in the real estate industry both now and into the future.

MASTER OF SCIENCE IN REAL ESTATE

The Master of Science in Real Estate (MSRE) program is an intensive, cohort-based, 10-month study of real estate for full-time students, and 22 months for part-time students. Emphasis is placed not only on real estate theory, but also on providing real-life learning opportunities. Candidates are provided with direct industry contact through guest lecturers, internship opportunities, industry mentorships and access to members of the Center's four Policy Advisory Board Committees. For more information on the MSRE program, visit www.usdrealstate.com/msre.

2009 MSRE PROGRAM HIGHLIGHTS

- On Feb. 3, the CCIM Institute approved the University of San Diego's Master of Science in Real Estate program as a **CCIM FAST TRACK PROGRAM**, making the program one of a select number of graduate real estate programs in the country to be approved as a fast-track Alliance Partner. The designation recognizes the high-quality curriculum and rigorous professional standards of USD's MSRE program.
- Beginning in late February, MSRE students attended a 16-hour **LEADERSHIP IN ENERGY AND ENVIRONMENTAL DESIGN** training course as part of their curriculum and at no charge to them. The course, which covers various aspects of sustainable building, prepared the students to sit for the LEED AP exam.
- In April, a team of MSRE students competed against 12 other teams from elite universities across the country to take first-place honors in the 2009 **ARGUS SOFTWARE UNIVERSITY CHALLENGE**. Teams were charged with simulating a real-life investment analysis of a commercial real estate property by modeling the provided assumptions in Argus Valuation-DCF. Winning team members received \$1,000 each.



UNDERGRADUATE EDUCATION

An undergraduate real estate major began being offered in the Fall 2009 semester, marking a milestone for USD's real estate program. The real estate major, which is offered through the university's School of Business Administration, covers a broad range of

social and economic issues in real estate and prepares students for careers in commercial investment and financing, development, commercial and residential brokerage and leasing, property management and appraisal, among other rewarding career paths.



CONTINUING EDUCATION

USD's Real Estate Continuing Education program was developed by the Burnham-Moores Center for Real Estate in collaboration with the university's Office of Corporate and Professional Education. The program's courses are taught by local industry experts with new courses offered monthly on a variety of essential industry topics, including: the real estate development process; investment and income analysis; finance; legal aspects of real estate; property and asset management; entitlements; tax; design considerations; and environmental regulation issues. Since the program's inception in 2006, over 390 companies have sent students to the program. For more information on the program, visit www.sandiego.edu/rece.

2009 CONTINUING EDUCATION HIGHLIGHTS

- In early 2009, the Burnham-Moores Center for Real Estate announced the creation of a **DIVERSITY SCHOLARSHIP PROGRAM FOR REAL ESTATE PROFESSIONALS**. The scholarship program was launched to encourage real estate professionals from diverse backgrounds to pursue a certificate in the university's Real Estate Finance, Investments and Development continuing education program. Guillermo Gómez Viramontes, a tax manager at Deloitte, and Pierre Saldin, a right-of-way agent at the Metropolitan Transit System, were the first recipients of the diversity scholarships, which were valued at \$3,600 each.
- Four students received **SAN DIEGO GAS & ELECTRIC (SDG&E) SCHOLARSHIPS** for the Certificate in Land Use and Sustainable Community Development program. SDG&E provides the scholarships to local government and nonprofit professionals who are interested in better understanding the mandated, complex and time-consuming processes that are involved in land use decisions. Roberto Amezcua, Josh Brock, Juan Magdaraog and Craig Ruiz were the first recipients.
- On Dec. 3, 20 students graduated from the fourth class of USD's Real Estate Continuing Education program. Students, along with their family and friends, attended the **GRADUATION CEREMONY** at USD's Manchester Executive Conference Center, at which

2009 REAL ESTATE CERTIFICATE PROGRAM INSTRUCTORS

Richard Benson, Principal Designer,
Benson & Bohl Architects

Daniel Gatto, Partner, Gatto Pope & Walwick LLP

Jeffrey W. Graham, Assistant Vice President-
Redevelopment, Centre City Development Corp.

Phillip L. Jelsma, Partner, Luce Forward
Hamilton and Scripps LLP

Jean-Paul de Kervor, President and CEO,
Maquila Properties

Louis N. Lightfoot, Founding Partner and President,
The Lightfoot Planning Group

Gary H. London, President, The London Group
Realty Advisors

Bruce McIntyre, Group Manager, HELIX
Environmental Planning Inc.

Nathan L. Moeder, '98 (BA), '06 (MSRE), Principal,
The London Group Realty Advisors

Chris Morrow, Senior Vice President, Project
Design Consultants

Daniel J. Phelan, President and CEO, Pacific
Southwest Realty Services

Susan Rykowski, Project Coordinator, Sudberry
Properties Inc.

Jeffrey R. Stoke, Esq., Partner, Procopio, Cory,
Hargreaves & Savitch LLP

Kurt Sullivan, Vice President-Property Management,
Douglas Allred Co.

CB Richard Ellis' Christopher Pascale '83 (BBA) delivered the keynote address. In the 2009 class, 17 students completed the Certificate in Finance, Investments and Development, and three completed the Certificate in Land Use and Sustainable Development.

SCHOLARSHIPS

The Burnham-Moores Center for Real Estate awards scholarships each year to reward academic achievement and to help students in its graduate, undergraduate and continuing education programs advance their real estate careers.



2009 SCHOLARSHIP RECIPIENTS

Burnham Foundation Scholarship

Bradford Flewellen, Spring 2009

Melissa Sharick, Spring 2009

Continuing Education Diversity Scholarships

Guillermo Gómez Viramontes, Spring 2009

Pierre Saldin, Spring 2009

Continuing Education San Diego Gas & Electric Scholarships

Robert Amezquita

Josh Brock

Juan Magdaraog

Craig Ruiz

Daniel B. Woodruff Memorial Scholarship

Bradford Flewellen, Spring 2009

Fieldstone Foundation Scholarship/ California Homebuilding Foundation

Sunny Patel, Fall 2009

Marasco Family Scholarship Fund

Evan Falivene, Fall 2009

Mickey Carhart Memorial Endowed Scholarship/NAIOP, San Diego Chapter

Brian Gates, Fall 2009

Melissa Sharick, Fall 2009

Society of Industrial and Office Realtors Scholarship

Sean Giffin, Fall 2009

Sean Mayer, Fall 2009

USD Real Estate Alumni Association Scholarship

Ben Schwartz, Fall 2009

The Center would like to acknowledge the CCIM Institute for their continued scholarship support of our students.

USD REAL ESTATE SOCIETY

The USD Real Estate Society is a 200-plus member student organization that—through industry outreach and monthly meetings—provides resources and information to students interested in pursuing careers in real estate. Meetings are held each month during the academic year and feature real estate professionals who share their industry experience and insights with students. Real Estate Society events are open to all graduate and undergraduate students.

The programs and efforts organized by the Society were made possible by a \$5,000 grant from the California MBA Foundation, which supports programs for consumer education and affordable housing projects designed to benefit Californians.

2009 REAL ESTATE SOCIETY HIGHLIGHTS

- The Real Estate Society sponsored a **HABITAT FOR HUMANITY BUILD** for the second year in a row Feb. 13. More than 15 students helped with landscaping and perimeter fencing on the project, which involved 20 single-family houses.
- On Feb. 26, 17 private and public organizations and more than 40 undergraduate and graduate students interested in real estate careers took part in the **SEVENTH ANNUAL REAL ESTATE EXPO**, which was sponsored by the USD Real Estate Society. The Expo featured a new speed networking session, in which students were given five minutes with representatives from eight different organizations to network, discuss employment opportunities and secure job-hunting tips.
- Over 100 university students, faculty and staff as well as Linda Vista community members attended the Oct. 1 **FOURTH ANNUAL FIRST-TIME HOMEBUYERS SEMINAR**, sponsored by the USD Real Estate Society and the Burnham-Moores Center for Real Estate. The seminar, which gives prospective homebuyers a background on the area's housing market and requirements for entry, featured panelists: Ken Manqueros from Stearns Lending Group, USD alum Seth O'Byrne '05 (BA) from RE/MAX Associates and Lani Furrows from Bank of America.

2009-10 REAL ESTATE SOCIETY EXECUTIVE BOARD

Undergraduate Chairs:

Collin Phillips and Ben Schwartz

Graduate Chair:

Jennifer Celeste

Industry Outreach Committee Co-Chairs:

Alex Myers and Melissa Sharick

Marketing Committee Co-Chairs:

Karla Arce and Jessica Tremble

REAL ESTATE ALUMNI ASSOCIATION

The Burnham-Moores Center for Real Estate established the USD Real Estate Chapter of the Alumni Association (REAA) in 2005 to foster the special relationship that real estate alumni have with the university and each other.

The Association's mission is to provide a forum in which graduates of the University of San Diego who work in real estate can interact for business, social, educational and employment opportunities.

The association hosts quarterly networking events at various locations across the region. The casual events are designed to give alumni and current students an opportunity to reconnect with old classmates, meet new people and discuss the current market. The networking opportunity also enables local developers, owners and general managers to showcase their projects in front of an audience of real estate professionals.

2009 REAL ESTATE ALUMNI ASSOCIATION HIGHLIGHTS

- On April 9, more than 50 people attended the first **USD REAL ESTATE ALUMNI MARKET WATCH** event of the year, held at one of downtown San Diego's luxury hotels, Sé San Diego. The alums in attendance took a tour of the property and heard details of the development from the hotel's general manager.
- Approximately 40 people attended the **USD REAL ESTATE ALUMNI MARKET WATCH** event July 9, held at one of downtown San Diego's major hotel renovation projects, the Sofia Hotel.

2009-10 REAL ESTATE ALUMNI ASSOCIATION EXECUTIVE BOARD

President:

Mary Ann Yaghdjian '07 (MSRE)

Immediate Past Chair:

Dan Berkus '05 (MSRE)

Members:

Victoria Crown '08 (MSRE) **Scott Darnell '05 (MSRE)**

Brent Farrell '09 (MSRE) **Ryan Fiddler '08 (BBA)**

Aaron J. Flores '05 (MBA) **Will Strong '09 (MSRE)**



Following a hosted networking session, the hotel's owners led alums on private tours to see the \$16 million renovation first-hand.

- On Aug. 11, the Alumni Association held its **THIRD ANNUAL SCHOLARSHIP FUNDRAISING EVENT** at The East Village Tavern and Bowl in downtown San Diego. With the help of sponsors, the sold-out event successfully raised funds for the Real Estate Alumni Scholarship. The \$1,000 scholarship is awarded annually to an outstanding graduate or undergraduate student studying real estate.
- On Oct. 17, over 50 real estate alumni and Burnham-Moores Center faculty and staff attended the annual **REAL ESTATE ALUMNI ASSOCIATION HOMECOMING REUNION**. The event took place at the Joan B. Kroc Institute for Peace & Justice's Garden of the Sea.
- On Oct. 21, over 25 members of USD's Real Estate Alumni Association attended the quarterly **USD REAL ESTATE ALUMNI MARKET WATCH** event at Vin de Syrah Spirit and Wine Parlor. The alums heard from one of the venue's owners and designer Michael Soriano about the unique concept of the downtown San Diego hotspot.
- On Dec. 3, past and present MSRE students, their families and Burnham-Moores Center faculty and staff celebrated the holiday season at the **ANNUAL HOLIDAY POTLUCK**, held at the Regents La Jolla Clubhouse in UTC, thanks to resident Kevin Hughes '07 (MSRE).

SUSTAINABILITY

During 2009, the Burnham-Moores Center strengthened its leadership position in the area of sustainability, both on and off-campus.

2009 SUSTAINABILITY HIGHLIGHTS

- In 2009, the Burnham-Moores Center began playing a key role in a **COMPREHENSIVE NATIONAL STUDY** by CBRE to evaluate the range of benefits that sustainability has for commercial real estate holdings. The study, which will take place over several years, is comprised of more than 150 of the 250 CBRE-managed buildings that have earned the Environmental Protection Agency's Energy Star plaque for outstanding energy performance. The study will generate quarterly results, while adhering to strict methodology as well as surveys and in-depth interviews. Burnham-Moores Center researchers will assist CBRE in gathering information from two camps—property managers and tenants. The size of the study will dwarf what has been done previously in this area.
- The first edition of the **JOURNAL OF SUSTAINABLE REAL ESTATE**, which is being produced by the Burnham-Moores Center for Real Estate and published under the auspices of the American Real Estate Society with funding by the CoStar Group, was published in November. Norm Miller, the Center's former director of academic programs and current distinguished research professor, is serving as editor of the journal, with three associate editors: one in the United States, one in Asia and the other in Europe. An advisory board of approximately 30 leaders from academia, the private sector and the nonprofit sector will guide the publication. An editorial board of 20 academics from universities such as Harvard, the University of Michigan, Clemson and the University of Denver is in place to review article submissions. For more information on the journal, go to www.josre.org.
- The Burnham-Moores Center was well-represented at the **2009 GREENBUILD INTERNATIONAL CONFERENCE AND EXPO**, held in Phoenix Nov. 11-13 by the U.S. Green Building Council. The conference drew close to 30,000 sustainable building professionals from across the country and around the world, who heard a keynote speech by former Vice President Al Gore. The Center's exhibit space attracted great interest from conference attendees, who became familiar with the university's real estate programs and the Center's new *Journal of Sustainable Real Estate*. MSRE students Evan Falivene and Sunny Patel helped staff the exhibit booth, while MSRE students Brooks Klassen and Ronald Scott visited some of the more than 1,800 exhibit spaces in the massive two-floor exhibition center.
- The Burnham-Moores Center was named a partner in the University of San Diego's **SUSTAINABLE ENVIRONMENT ENTERPRISE DEVELOPMENT**, or SEED, project, which was formerly the Thanksgiving House Project. Since 1998, the graduate and undergraduate Project Management classes at USD's School of Business Administration have contributed their time and effort to the Thanksgiving House Project, which is a renovation program created for and run by USD business professor Barbara Withers and carried out by members of her Project Management classes. Beginning in the fall of 2009, the program's focus has been reshaped to include a sustainable focus. Yearly projects will now incorporate green and energy-efficient components into the renovation.



CONFERENCES

Each year, the Burnham-Moores Center holds a variety of conferences that provide industry insight and invaluable networking opportunities to real estate professionals at all stages of career development.

2009 CONFERENCE HIGHLIGHTS

- On Feb. 18, more than 600 industry professionals attended the Center's **13TH ANNUAL REAL ESTATE CONFERENCE**, making it one of the largest turnouts in the event's history. The conference, which was held at the Marriott Hotel & Marina in downtown San Diego, featured keynote speaker Richard K. Davis, CEO of U.S. Bancorp, who was introduced by USD President Mary E. Lyons, PhD. The first panel of the day focused on the macro changes taking place on the investment horizon. Mark Riedy, PhD, executive director of the Burnham-Moores Center, led a national panel of: Rebekah Brown of JP Morgan Asset Management in New York; David Blackford, CEO of California Bank & Trust in Irvine; John Schoenfeld of Houlihan Lokey Howard & Zukin in Los Angeles; and Gayle Starr from AMB Property Corp. of San Francisco. In the second panel, Ian Gill, principal of Highland Partnership in San Diego, led a discussion of values and opportunities in the San Diego market. Gill was joined by San Diego industry professionals: Daniel Phelan of Pacific Southwest Realty Services; Paul Twardowski of Hines; Douglas Wilson of the Douglas Wilson Companies; and Alex Zikakis of Capstone Advisors Inc.
- More than 200 people attended the Center's April 15 Breakfast at the BMC event, where a team of USD academic experts provided their views on: **"AFTER THE FALL: WHAT'S NEXT FOR COMMERCIAL REAL ESTATE?"** The panel featured Alan Gin, PhD, associate professor of economics and author of the University of San Diego Index of Leading Economic Indicators for San Diego County; Norm Miller, PhD, professor and director of academic programs at the Center, and Ryan Ratcliff, PhD, assistant professor of economics at USD and former primary author of the UCLA Anderson Forecast.
- Over 75 people attended a May 28 presentation, **"UTILIZING TODAY'S REAL ESTATE MARKET TO INCREASE YOUR WEALTH,"** which was co-hosted by the Burnham-Moores Center. The event was designed to provide families new options for wealth preservation by leveraging depressed real estate markets. Presenters included Cory Grant, co-founder of Grant, Hinkle & Jacobs, and Jeffrey Stoke, partner of Procopio, Cory, Hargreaves & Savitch. The event also featured an interactive discussion with panelists: Kim Fletcher, president and CEO of Investors Leasing Corp.; Jason Kendall, president of Kendall Farms and Kendall Investment Properties; and Scott Kaohu, CFO of ITEC Properties LP.





- On June 11, the Burnham-Moores Center held its first-ever **MID-YEAR ECONOMIC UPDATE**. The event drew over 200 industry professionals, who heard economic forecasts from: Ryan Ratcliff, PhD, assistant professor in USD's School of Business Administration; Marney Cox, chief economist at SANDAG; and Kelly Cunningham, economist and senior fellow at the National University System Institute for Policy Research. George Chamberlin, executive editor of *The Daily Transcript*, served as moderator for the event, which was presented by the San Diego Association of Realtors.
- On Sept. 17, over 260 industry professionals gathered to hear John Cushman speak at the Center's second **BREAKFAST AT THE BMC** event of the year. Cushman, chairman of Cushman & Wakefield, offered his candid and far-ranging thoughts on the state of the financial markets and the prospects for future real estate professionals during his appearance. In a private meeting with Master of Science in Real Estate students held after the main event, Cushman urged students to take an entrepreneurial approach to their real estate careers.
- On Dec. 8, attendees at the Center's **10TH ANNUAL RESIDENTIAL REAL ESTATE CONFERENCE: OUTLOOK 2010** heard a blend of realistic pessimism and determined optimism from the three economists presenting to the sold-out room. Speakers included: Jay Brinkmann, PhD, chief economist for the Mortgage Bankers Association of America, Alan Gin, PhD, associate professor of economics at USD, and Ryan Ratcliff, PhD, assistant professor of economics at USD.



POLICY ADVISORY BOARD

The Policy Advisory Board was established in 1995 to provide general policy guidance, ensure the program's relevance and maintain the Center's commitment to social responsibility in support of its mission statement.

More than 100 real estate executives now serve on the four committees, providing the Center's management team a multi-disciplinary cadre of industry professionals to rely on for oversight, support and direction.



POLICY ADVISORY BOARD EXECUTIVE COMMITTEE

Comprised of senior business and real estate executives, the Executive Committee of the Policy Advisory Board provides policy guidance and financial support for USD's real estate program. The Executive Committee is active in crafting the Center's direction and strategies and plays a key role in providing industry outreach to students and faculty. The Burnham-Moores Center for Real Estate would like to recognize and thank outgoing Executive Committee members Joseph P. Colmery and Donald E. Lange for their tremendous past contributions and support of the Center.

Staff Liaison:

Mark J. Riedy, PhD, Executive Director, Burnham-Moores Center for Real Estate

Chair:

Sherman D. Harmer Jr., President, Urban Housing Partners Inc.

Members:

Barbara R. Cambon, Managing Partner, Snowcreek Management Co.

Gina Champion-Cain '94 (MBA), President and CEO, American National Investments

Dennis S. Cruzan, Principal, Cruzan/Monroe Investments

Julie Dillon, President, Dillon Development Inc.

Douglas G. Duncan, PhD, Vice President and Chief Economist, Fannie Mae

Mitchell P. Ellner, Retired Partner, Ernst & Young LLP

J. Bradley Forrester, President and CEO, The ConAm Group of Companies

Bradley A. Geier, Co-Managing Partner, Merlone Geier Partners

James T. Gianulis, President and Founder, The Pacific Companies

Ian M. Gill, Principal, Highland Partnership Inc.

Mark Gleiberman, President, Owner and Founder, MG Properties Group

R. Kent Griffin, President and CFO, BioMed Realty Trust Inc.

Timothy P. Haidinger, Principal, Haidinger Properties

Peter J. Hall, Realty Advisory Services

Ash Israni, Chairman, Pacifica Companies

Keith A. Johnson, Vice Chairman, Fieldstone Communities Inc.

Stath J. Karras, Executive Managing Director-Investment Sales, Cushman & Wakefield

Mary Ann McGarry '81 (BBA), President and CEO, Guild Mortgage Co.

Robert M. McGill, President and CEO, Neighborhood Bancorp



Daniel F. Mulvihill, Chairman,
Pacific Southwest Realty Services

Steven G. Osgood '87 (MBA), CEO,
Square Foot Companies LLC

Jeffrey C. Reed, Executive Vice
President, Wells Fargo

Matthew J. Reno '80 (BBA),
CEO, CFO and Founder,
Reno Contracting Inc.

Joseph R. Reppert, Vice Chair-
man, First American Real
Estate Information Services Inc.

Michael S. Robb, Executive Vice
President, Pacific Life

John M. Robbins Jr., Consultant

Thomas W. Sudberry Jr.,
President, Sudberry
Properties Inc.

Stuart A. Tanz, CEO, Retail
Opportunity Investments Corp.

Herbert B. Tasker, Chairman
and CEO, Mason-McDuffie
Mortgage Corp.

Joseph B. Tyson, Principal,
Cisterra Capital

Douglas P. Wilson, Chairman and
CEO, Douglas Wilson Companies

Alex F. Zikakis, President,
Capstone Advisors

Ex-Officio Members:

Charles Abdi '83 (BBA), Princi-
pal, Finest City Realty Advisors

**Joseph C. Anfuso '84 (BBA), '89
(MBA)**, President, Florsheim
Homes

Ann M. Bruce '02 (BBA),
Cruzan/Monroe Investments

William T. Ostrem, President
and CEO, Black Mountain
Ranch LLC

Christopher J. Pascale '83 (BBA),
Senior Vice President, CB
Richard Ellis

David F. Pyke, PhD, Dean,
School of Business Administra-
tion, University of San Diego

Stephen Standifird, PhD,
Associate Dean, School of
Business Administration,
University of San Diego

Emeritus Members:

Malin Burnham, Chairman,
Burnham Foundation

Author E. Hughes, PhD,
President Emeritus, University
of San Diego

William D. Jones '80 (BBA),
President, CEO and Director,
CityLink Investment Corp.

John C. Kratzer, President and
CEO, JMI Realty Inc.

**POLICY ADVISORY BOARD
YOUNG ENTREPRENEURS COUNCIL**

The Young Entrepreneurs Council (YEC) of the Policy Advisory Board was formed in 2009 and is comprised of a group of high performers under the age of 35. Young Entrepreneurs Council members are committed to providing fresh ideas, high energy and great enthusiasm to the Burnham-Moores Center from the perspective of their generation.

Staff Liaison:

Lauren Lukens '09 (MA),
Student and Alumni Services
Manager, Burnham-Moores
Center for Real Estate

Alex L. Plishner, Senior
Community Development
Manager, Shea Homes

Kelly A. Souza '03 (BBA),
Vice President, San Diego
Real Estate Group, Wells Fargo

W. Justin Suiter, President,
Pasco Laret Suiter & Associates

Chair:

Ann M. Bruce '02 (BBA),
Cruzan/Monroe Investments

Vice Chair:

Emma L. Ricci, Manager,
Ernst & Young LLP

Members:

Daniel T. Broderick, Senior
Vice President, Eastdil Secured

Matthew T. Carlson, Associate
Director, Cushman &
Wakefield

Brian Gates, Project Manager,
H.G. Fenton Company

Fernando R. Landa '06 (MSRE),
Associate, Hecht Solberg
Robinson Goldberg & Bagley

Alvin Mansour '03 (BBA), First
Vice President of Investments,
Marcus & Millichap

**POLICY ADVISORY BOARD
COMMERCIAL REAL ESTATE COMMITTEE**

The Commercial Real Estate Committee of the Policy Advisory Board was established in 2001 and consists of real estate professionals from the various disciplines of commercial real estate, including real estate development, investment, finance, consulting, appraisal, title services, legal, sales and leasing. The committee's members focus on assisting the faculty and staff of USD's Burnham-Moores Center for Real Estate in the areas of curriculum development, programming and conferences, applied research projects and expansion of relationships within the commercial real estate industry. The committee has been instrumental in assisting the Center with internship and career services, in addition to being actively involved in the mentorship and job shadowing programs the Center offers its students.

Staff Liaison:

John C. Ferber, Director of Commercial Real Estate, Burnham-Moores Center for Real Estate

Chair:

Charles Abdi '83 (BBA), Principal, Finest City Realty Advisors

Members:

Robert F. Anselmo, Executive Vice President, The Corky McMillin Companies
Ron R. Bamberger, President, Boardwalk Development
Robert D. Bell, JD, Managing Partner, Luce Forward Hamilton & Scripps LLP
Thomas G. Blake '70 (BBA), Founder and President, Coast Income Properties Inc.
Robert G. Bohrer '97 (MBA), Director of Land Development, H.G. Fenton Co.
Deborah A. Bossmeyer, Vice President, Commercial Division, Stewart Title of California

Richard A. Caterina, Senior Vice President, Johnson Capital
David F. Davis, President, D.F. Davis Real Estate Inc.
Curtis Gabhart, Senior Vice President, Principal, ACI Apartments
Nicholas A. Hamilton, Managing Director, Red Capital Group
Mark E. Hoekstra '86 (BBA), President, Heritage Real Estate Advisors Inc.
Kurt J. Huppert, Senior Vice President, U.S. Bank
Pasquale Ioele '95 (BA), Manager, Advisory Services, StepStone Real Estate Services Inc.
Jerry H. Jacquet, Principal, Meissner Jacquet Investment Management Services
Debbie Leonard, Senior Account Manager, Old Republic Title Company
Mark T. McGovern, Senior Vice President, CBRE/Melody
Russ Merrill, Broker, The Merrill Group



David C. Michan '05 (MSRE), President, Strata Equity Group Inc.

Nathan L. Moeder '98 (BA), '06 (MSRE), Principal, The London Group Realty Advisors

John C. Mulvihill '84 (BBA), Vice President, Real Estate and Special Servicing, Pacific Life Insurance Co.

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