

The Colvin Institute of Real Estate Development November 2016

REGISTER NOW for the 2017 Innovation & Entrepreneurship in Real Estate Awards

We cordially invite you to the 3rd Annual 2017 Innovation & Entrepreneurship in Real Estate Awards on Tuesday, **March 7, 2017** at the Riggs Alumni Center on campus in College Park. The evening will begin at 6:00 pm with a cocktail hour followed by dinner and a presentation by keynote speaker, **Daniel Sieberg**, senior marketing manager at Google and author of the *Digital Diet*. 2017 honorees include: **Elinor Bacon**, Owner & President of *ER Bacon Development, LLC*, **Davor Kapelina**, Founder, President and CEO of *AtSite, Inc.*, **Doug Lashley**, Managing Member and CEO at *GreenVest*, and **Scott Plank**, Founder of *War Horse*.

Register **Now** at
<https://umdrealestateawards2017.eventbrite.com>

New Faculty Profile: Melina Duggal



Melina Duggal

Melina Duggal joins us this semester to teach **Market Analysis** (RDEV 689M). Melina has previously guest lectured for several different MRED courses at University of Maryland, as well as for the University of Michigan and seminars at ULI, APA, and CREW.

Melina is president of **Duggal Real Estate Advisors, LLC**, a woman-owned real estate advisory firm. She provides clients with feasibility studies, competitive market analysis, economic development strategies, financial analysis, corridor studies, redevelopment strategies, and consumer research studies related to real estate and urban development issues throughout the United States.

Throughout the semester, Melina is instructing her students on how to complete a market study by having them to pick a site in Montgomery County, propose various land uses for that site, and then prepare the individual components of a market study.

Prior to starting her own firm, Melina worked for **RCLCO**, a nationwide real estate advisory firm that provides strategic advice regarding property investment, planning, and development. She received her Master of Urban Planning and Bachelor of Arts from the University of Michigan. Currently, she is an active member of the Urban Land Institute and the American Institute of Certified Planners. Melina has written multiple articles published in **Urban Land** and is a contributing author to the **ULI Resort Development Handbook**.

NATIONAL Colvin Case Study Challenge December 10, 2016

Please join us on Saturday, December 10, for the First Colvin Case Study Challenge! The Colvin Case Study Challenge is a national real estate development competition for students enrolled full or part-time in a program of real estate (undergraduate or graduate). The Challenge is designed to give the next generation of real estate leaders feedback from expert real estate professionals. Students are required to document a recent innovative real estate project within the team's metropolitan region.

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Unlike many other case competitions, this is a post-development report and documentation of a recently completed project (or project phase).

On Saturday, December 10 the top four teams will travel to the University of Maryland, College Park to present their case study, in person, to an industry panel. Prizes will be awarded: \$10,000 for First Place, \$5,000 for Second Place, and \$2,500 for Third Place.

The Challenge will kick off Saturday, December 10 at 1:30 pm at the Auditorium in the ARCH Building. The winners will be announced followed by a reception and dinner. Please **RVSP via email to Carrie Chard at cchard@umd.edu by December 7.**

First Tuesday Luncheon



First Tuesday Luncheon Presentation

On November 1, a group of industry experts and alumni met at the law offices of Shulman, Rogers, Gandal, Pordy & Ecker in Potomac, MD for November's First Tuesday luncheon. Hosted by **David Freishtat** attendees were treated to lunch and a special presentation from **Marc Dubick**, president of *Duball, LLC*.

Marc presented a summary of his new and recently opened development known as the Cambria Suites project, across the street from Choice hotel's headquarters in downtown Rockville. The development project, is one of the last pieces of the redevelopment of the old Rockville mall site. Marc candidly delved into the storied history of the area that was once an old Courthouse and law offices in a rural community that went through an Urban Renewal (by the City of Rockville). The Rockville Mall project failed miserably with two of the anchor stores never opening. It eventually went into bankruptcy and most of it was torn down.

Redevelopment of the site continued by putting back in the streets and creating a more vibrant downtown including a Town Center with retail, services for the city and county government, and a retail core, with housing and offices all in walking distance of a nearby Metro station.