Entrepreneurship Guest Speakers

Jim Sanders, Bob Youngentob, and Germano Gomez

Students of the Entrepreneurship course have heard from several leaders in real estate this semester. Rob Rosenfeld of JBGRosenfeld, Julie Smith and Tom Bozzuto of Bozzuto Management Company, Ron McDonald of RMCDevelopers, Davor Kapelina, founder of AtSite, Robert Rauch of RauchInc., Jair Lynch of Jair Lynch Development Partners, and most recently Robert Youngentob of EYA.

Robert is a founder and the "Y" of EYA, an urban residential development firm specializing in planned neighborhoods in and around Washington. He spoke with the class about his journey to becoming involved with the real estate industry as well as founding his company. Bob also shared insights about creating a recognizable brand, the importance of implementation, and letting the fear of failure be a motivator.

Alumni Profile: Jacqueline Marsh

Jacqueline Marsh, MRED '11, arrived to the MRED program from a geography, land use and planning background beginning her career as a Planner with the City of Gaithersburg, MD. Jacqueline credits the MRED program for enhancing her knowledge of the development process as well as allowing her to think on a larger scale.

Jacqueline is now a Planner for the City of
Frederick where she focuses on development review. She strives to constantly improve the approval process to enhance Frederick’s goal of creating a thriving community. Jacqueline is also excited to see that her educational and professional background have come full circle with the City of Frederick working with the University of Maryland PALS Program and is proud to witness MRED students using Frederick properties for their Capstone projects this term.

Meet New Student: Charly Johnson

Charly Johnson is a Baltimore native and earned her BBA and Masters in Project Management in City and Regional Planning from Morgan State University. She worked for the Circuit Court for Baltimore for seven years and currently works as the Assistant to the Development Team at St. Ambrose Housing Aid Center whose mission is to create and maintain equal housing opportunities and encourage diverse neighborhoods primarily in Baltimore City.

With the knowledge gained from the real estate program, Charly plans to become a developer in order to set a path for positive change in communities wherever she can.

Faculty Profile: Jim Sanders

Serial entrepreneur and long time adjunct instructor at the Smith School, Jim Sanders joined the MRED faculty this semester to co-teach Entrepreneurship for Real Estate Developers with Margaret McFarland. He has a special interest on the impact of space on entrepreneurship. Jim has led business incubator programs at Maryland TEDCO and at the World Bank. Earlier in his career, he held a development position at Bechtel and Honeywell as well as acting as CEO for two start-up companies. He is currently Managing Partner of the Columbia Group, which provides investment and consulting services.