Innovation & Entrepreneurship Awards

The Colvin Institute of Real Estate Development's first ever Innovation and Entrepreneurship in Real Estate Awards Dinner will take place Tuesday, March 31st 6-9pm. Former Mayor of San Antonio, HUD Secretary, and founder of CityView, Henry Cisneros will give the keynote speech. Award recipients include Michael E. Johnson, President and CEO of Urban Core Development LLC, Jeffrey Abramson, Partner at Tower Companies, and the Transitional Housing Corp.

Tickets for the Awards Dinner can be purchased for $35 at www.ter.ps/REAwards. All proceeds from the dinner will go toward real estate scholarships. We hope you can join us for an evening of cocktails, dinner, and honoring innovation in real estate!

Maryland Goes to the Hines Final Four

The University of Maryland has once again made it to the Final Four of the ULI Hines Competition. This is the fourth time in six submissions that Maryland has gone to the Finals. Only four teams out of over 150 competing every year make it to the finals to present to the jury.

Students from at least three different
disciplines collaborate to create a comprehensive development program for a real site. MRED student, **Sebastian Dern** is one of the five students on the UMD team, along with **Daniel Holt-Moreno** a dual degree MRED and Architecture student. There are two more architecture students and a planning student that make up the Maryland team.

The contest this year is located in New Orleans just west of the French Quarter with multiple challenges from an elevated freeway bisecting the neighborhood to one of New Orleans’ elevated cemeteries. Sebastian prepared the pro forma that went in to the winning proposal for a project that with an anticipated $500M of asset value at $370M of total development costs.

Sebastian says that working closely with gifted architects and planners is a truly enriching experience and he is happy that the team can keep learning from each other until they finally present their work to the jury in April in New Orleans.

### Capstar's John Lin & President Loh

**John Lin**, Founder and CEO of **Capstar Corporation**, a local commercial brokerage and development company, is shown here with **Dr. Wallace Loh**, President of the University. Lin met with visiting Chinese officials at Dr. Loh’s home.

Lin, an alumni of the Smith School and an early and strong supporter of the Colvin Institute, is also an advisor for the University’s **Confucius Institute**. Dr. Loh, as many of you may know was born in Shanghai, raised in Peru, and came to the US for college and University.

We are happy that one of our key Colvin Institute advisors has a special place at the table with the University President!

### New Faculty Highlight: Jeffrey Lesk

**Nixon Peabody's, Jeffrey Lesk** joins MRED this semester to teach **Financing and Investing with Historic, Low-Income and Tax Credits**.

Instructor Lesk has spent most of his legal career creating and
facilitating large-scale real estate developments through public-private partnerships. Jeffrey enjoys the challenge of bridging seemingly impossible gaps between privately developed affordable housing and publicly sponsored programs.

Jeffrey has lectured at local universities and law schools on community development, tax credit finance, real estate syndication and green building. Jeffrey is excited to bring his knowledge in these areas to his course and will focus on the "intersection of Main Street and Wall Street". The emphasis is on the realities of what it takes to get deals done.

Alumni Highlight: Rameez Munawar

Recent MRED graduate, completed his MRED degree in Spring 2014, most notably winning both the Colvin Capstone Competition and a member of the winning ULI Hines team of 2014.

Rameez has gone on to a Financial Analyst position for Columbia Property Trust, a REIT that owns and manages Class A office buildings in primary markets throughout the US. The company recently purchased three properties in NYC, Boston, and Reston for which Rameez was able to be a part of the acquisition process having underwritten one property and undertaken the due diligence for the other two.

Rameez credits the MRED program's comprehensive nature for his ability to thrive in a diverse environment where he often works with contractors, engineers, legal documents, and leasing all in a matter of a week. He reports that it has been amazing to start working right away with so many professionals that he met through the MRED program as instructors, site visit sponsors, and guest lectures. He says, "I think the MRED program was the best preparation one could ever hope to have to join the real estate industry."