

MOVERS AND SHAKERS - WHERE ARE THEY NOW?

Betsy Patrick, 2006 Grad. Bold Marketing. Job title: Business Manager.
Email: betsy@boldmarketing.com, Work Phone: 651-282-9633.

Dan Schaffler, Spring 2006 Grad. Olmsted County Property Records & Licensing. Job title: Appraiser.
Email: schaffler.dan@co.olmsted.mn.us, Work Phone: 507-285-8127.

Jennifer Renkly, Spring 2003 Grad. Ryan Companies. Job title: Property Manager.
Email: Jen.renkly@ryancompanies.com, Work Phone: 612-492-4692

Jesseka Zellmer, 2002 Grad. Park Midwest. Job title: Leasing Specialist.
Email: jessekaz@parkmidwest.com, Work Phone: 763-847-6693.

Kara Olson, Spring 2004 Grad. CB Richard Ellis, Inc. Job title: Appraiser.
Email: kara.olson@cbre.com, Work Phone: 612-336-4246.

Katie Cripe, Fall 2006 Grad. Upland Real Estate Group. Job title: Investment Sales Associate.
Email: katie@upland.com, Work Phone: 612-465-8529.

Melissa Potter, Spring 2002 Grad. Hennepin County Assessor's Office. Job title: Appraiser.
Email: melissa.potter@co.hennepin.mn.us, Work Phone: 612-802-8468.

Mark Moorhouse, 1995 Grad. Dominion Group. Congratulations, you're going to be a wonderful dad.

Russel Van Beck, 1985 Grad. Hines Interests Ltd. Partnership. Job title: Promotion to General Property Manager.
Email: russ_van_beck@hines.com, Work Phone: 612-332-1222.

Todd Adams, 1987 Grad. Hines Interest Ltd. Partnership. Job title: Promotion to Senior Property Manager.
Email: todd_adams@hines.com, Work Phone: 612-332-1222.

UPCOMING SCSU Real Estate EVENTS:

Event	Date	Location Address
2007 River Boat Casino Gaming	Thursday, June 21st	525 South Main Street - Stillwater, MN
Spring Student Night	Thursday, April 19th	D.B. Searles. St. Cloud, MN
SCSUREA Board Meetings	Noon - 1st Wed. of the Month	United Properties: 6465 Wayzata Blvd., Suite 130, St Louis Park

SCSU Real Estate Alumni Association
7455 France Avenue South
PMB #274
Edina, MN 55435



SCSU REAL ESTATE ALUMNI NEWSLETTER

VOLUME 11, ISSUE 1

Spring 2007

Who's Who at SCSU

Can you guess who is the Senior Vice President of Business Development at United Properties, is currently a St. Paul Building Owners and Managers Association (BOMA) board member was the 1990 president of the Minnesota Institute of Real Estate Management (IREM) Chapter 45 and holds the highly respected CPM designation? If you guessed Andre Sundgaard you got it correct.



Andre Sundgaard

Brent: Where did you grow up and graduate from high school?

I grew up in White Bear Lake and graduated from White Bear Lake High School in 1976. After high school I took one year off. Within that year, I pursued my real estate salesperson license and started selling residential homes.

Brent: What factors helped you choose St. Cloud State University?

The reason I went to SCSU is because I knew I wanted to major in Business and didn't want to go to the U of M. At that time, the two best business colleges in Minnesota were the U of M and St. Cloud State. Since I grew up close to the U of M at that age I wanted to get out of town. These days you have many more options but back then my choices were slim.

Brent: What was the real estate program like when you attended SCSU?

Originally I was going to major in finance because there wasn't a real estate program established my freshman year. By the time I was a sophomore they started up the first real estate program and hired George Karvel to head the department. Along with other students, I was interested in real estate and began to take some real estate classes. As soon as they officially made it a major, I went for it. I was part of the first ever graduating class in the spring of 1982. Mark Oehrlein was a fellow graduate and now owns a commercial appraisal business which currently hires many SCSU students. I can remember that there was a total of four to five people in a class. George Karvel would lecture around a small conference table and we would call that class.

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2007 Winter Banquet

The 2007 SCSU Real Estate Alumni Association Winter Banquet was held on February 15th at the Double Tree Plaza in St. Louis Park. Seventy alums and ten students attended the banquet.

In years past, we have hired independent speakers or entertainers. At a suggestion of a few alumni, we compiled a panel of alumni for a "Question & Answer" session. Alumni chosen for the panel were of various ages and occupations. Taking part in the panel was Tim Vergin, Tony Kuechle, Jeff Hart, Stefanie Meyer, Jon Peterson and Andre Sundgaard.



We would like to thank all of the panel members for their time and Dr. Mooney for compiling the questions and being the master of ceremonies for the session.

We also handed out our annual Corporate Award and President's Awards.

This year's Corporate Award went to INH Properties. Accepting the award on behalf of INH Properties was Andy Martin and Jim Illies Jr. Stefanie Meyer of United Properties was presented the President's Award. Congrats to all of our award winners.



Based on the overwhelming feedback we received from everyone attending the event, it appears that the winter banquet was a great success. If you missed it last year please mark your calendar for this Summer's Boat Cruise on the St. Croix River for June 21st.



Mike Petroske - Commodore

WHAT'S INSIDE THIS ISSUE?

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Student President Address	River Boat Casino Event
Mooney's Memos	Color Edition Donations

Continued -

Brent: After graduating, what was the job economy like?

When I graduated in the spring of 1982, the job market was very bad. It was tough to get a job in any field. It was particularly hard being one of the first real estate graduates because the program was not well known among local businesses. Other than Wisconsin Madison, there really wasn't any other university level real estate programs out there within this region. I would get a lot of people saying "Why did you get a college degree, just so you can sell houses?"

Katie: When did you decide that property management was what you wanted to become involved in?

After graduating, I ended up taking a residential property manager job with Portfolio Managers. Due to the hard economic times, I took the first job that came my way and worked there for about one year. After Portfolio Managers, a new opportunity developed while George Carvel was out promoting the real estate program. The person that was in charge of property management at the Sheild Group asked George if there were any graduates available because they wanted to hire someone at the beginner level. At that time, I was one of the graduates from the real estate program so George set me up with an interview which I was eventually hired on. In theory, my entire career has been involved with property management and leasing.

Katie: What steps did you take to become Senior Vice President of Business Development?

Early in my career, I pursued a lot of continued education, and a lot of it was being in the right place at the right time. Primarily, the Sheild Group encouraged continuing education which is when I received my CPM (certified property manager) license. The second step was partially luck. I say that because the company grew significantly in a short time. We had to take on a lot of responsibility. Early in my career, a large contribution to my success was because I was able to take on large properties and supervise people probably before I was ready, experience and age wise.

Katie: What would be your main advice for current students or others that want to get into property management?

I think the number one piece of advice is to get involved in as many organizations as you can. It's through the numerous networking groups like BOMA, IREM and Alumni events that you start to recognize faces, meet people, and gain valuable contacts. You will never know how much they can help you in the long term. That brings me to my second piece of advice. It's not always about what you know, but sometimes more of who you know.

Brent: Could you leave us with some of your best words of wisdom?

Something I would tell anybody going into any field of work is you should always follow your passions and do what you like. In the long run, I don't know if I can really say I am any happier now with a much larger salary then when I first started off early in my career. The point is it doesn't matter how much you make if you don't like what you are doing. Keep in mind that if you are doing something you like, you will always be successful.

- Brent Adams and Katie Cripe
Newsletter Editors



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Student President Address

We've just entered into the second half of the semester, also known as the post spring break time-to-thuckle-down part of the semester. For those of us graduating, the end is in sight. So far this semester our organization has had two socials - one at the House of Pizza and the other at O'Hara's. We lost a number of members after December graduation and we are attempting to return to our previous levels. Our meetings have been going well. We are always looking for guest speakers that may be interested in sharing their experiences with us. Our most recent guest speaker was Andy Martin of I/NH Properties who spoke to us about property management and brokerage. Thanks again to him!



It was great having the opportunity to attend the 2007 Alumni Winter Banquet. The evening was enjoyable and the panel on the state of the industry was very informative. The night was a great opportunity to spend time with friends and network. We look forward to Spring Student Night on April 19th. This night is invaluable to students thinking about pursuing a real estate major and real estate majors who have yet to choose an emphasis.

For the remainder of the semester, we also look forward to one more social at Granite Bowl as well as our annual Spring Tour. This year we plan to travel to San Diego for four days and visit with a few of the larger real estate companies out there. We also have several fundraising days planned where we will be grilling out on the Alwood Mall and promoting the REA. Our organization hopes for a prosperous spring and a successful transition into the fall semester. We are grateful for all of the support that you give us. Thank you to all of the alumni and mentors who help make it happen!

Aaron Herrmann - Real Estate Association President

Keith White
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MOONEY'S MEMOS

Spring, 2007

Hi,
Well I have to tell that all the news that's in the news on campus is our upcoming move to Centennial Hall. That is the old library building by most of you. The Herberger College of Business will be moving there as soon as the spring semester is over. Today and tomorrow (March 26-27) the faculty are caught up in choosing their new offices. The college will be occupying the entire fourth floor and second floors. The basement will contain a number of our classrooms too.

The department offices are all on the fourth floor as are the department chair offices. There is wonderful open space for students to congregate and study as well as many lounge areas throughout the space for resting. If you are not aware, there is also now a skyway on the second floor that attaches Centennial Hall with Alwood.

This is also the Monday after the NCAA hockey tournament. I gave a test in Real Estate Principles on Thursday that a couple players missed so they came in this morning to take it. Both Aaron Brocklehurst and Matt Stephenson were pretty down in the mouth. I told them to quit beating their heads against the wall cuz at least the Gophers aren't going to the final four. I don't think it helped much.

Have a great spring and summer. Hopefully I will see you at the SCSU Spring and Summer Homecoming. I'll lead personal tours.

Steve Mooney - MN Chair in Real Estate



2007 Boys and Girls Club Volunteer Event

S.C.S.U. Real Estate Alumni Association Volunteer Event:
The S.C.S.U. Real Estate Alumni are gearing up for the Third Annual Twin Cities Boys and Girls Club Event. This year the fun will take place in August and will be a kick off party for the upcoming school year. Last year's event was a great success and we are looking for a repeat this year! If you would like to volunteer to brighten a child's day or would like to contribute to the fun by donating to the event, please contact Stacy Greiner 952-895-8810 or Emily Voss 952-546-9680.

Stacy Greiner and Emily Voss - Membership

Are you interested in joining the SCSU Real Estate Alumni board?
Please contact Brent Adams for more information at (612)-991-0221 or Badams@mmanfin.com

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The Student Connection

The first student night of the school year was held on Thursday, November 9th at DB Searles. We had a great turnout of students and would especially like to thank our speakers: Amanda Schriener, Amy Theris, Katie Viere, Matthew Klein and Jessika Zeltner.

We had yet another successful Graduation Dinner this year. It was held on December 6th with 19 students in attendance.

Upcoming Events

The next student night will be held on Thursday, April 19th at D.B. Searles.

REMINDER - there are always students searching for jobs or internships at the Student Information Nights and Graduation Dinner - it would be a great place for your company to seek out students to hire. Please let us know if you are interested in participating or if you have any job openings.

Amanda Leathers (Amanda@upland.com) & Cassie Cooper (cassie@upland.com)
Student Liaisons

EDITOR'S NOTE

If you have any suggestions we would like to hear them. Also, if you know of anyone deserving special recognition, let us know and we will include him/her in the next issue under "Movers and Shakers" or in our "Who's Who at SCSU." I can be reached by email at Badams@mmarfn.com. As a reminder, we post the newsletter online at www.scsurea.org/newsletter.html. Thank you to all who contributed to this issue.

Sincerely,
Brent J. Adams and Katie Cripe



Diversified Real Estate Services, Inc.

Specializing in commercial real estate appraisal and consultation.

Stuart Morrude, Timothy Vergin
and Nicholas Osman
(612) 349-9275
www.dresl.net

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I'VE MOVED

If you have changed jobs or addresses, please go online to www.scsurea.org/ivemoved.html and update your information.

COLOR EDITION NEWSLETTER

The SCSU Real Estate Alumni Board would like to thank the following alumni owned businesses for their generous donations contributing to funding our new color newsletter: Upland Real Estate Group, Diversified Real Estate Services, and MarketPlace Home Loans. If you're interested in contributing, please contact the newsletter editor at Badams@mmarreallycapital.com

CLASSIFIEDS

Please email the editor, Badams@mmarfn.com to suggest any postings of potential employment or internship opportunities, social real estate gatherings, investment properties for sale, accomplishments or other points of interest that you would like to share with the fellow SCSU Real Estate Alumni.

Find/Post Employment Section Updates Online
<http://www.scsurea.org/employment.asp>

Job Type: Director of Real Estate Development

Location: Twin Cities Metropolitan Area
Job Description: Property Types: Office/Industrial - Primarily Salary Range: Negotiable Based on Right Experience - Six Figures Benefits: Full Benefits
Experience: 10+ years - Deal Making Experience The Director of Real Estate Development is responsible for sourcing new property development opportunities and for directing/coordinating the tasks required in the acquisition and development of commercial and industrial real estate properties for the company. This coordination encompasses a time frame from the project conception through the placement of permanent financing and turnover to property management for ongoing operations. More Information from Jerry Lindeen at www.rtrr.org

Contact: Jerry Lindeen
Phone: 952-445-5970
Email: jerry@rtrr.org

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Alumni President's Address

As the incoming 2007 SCSU Real Estate Alumni Association President, I would like to first of all thank Jeff Horsman and Tony Rosell for their hard work on the recent Winter Banquet. The banquet was held on February 15th at the Double Tree Plaza in St. Louis Park. This year, instead of hiring entertainment, we compiled a panel of alumni for a question and answer session following the dinner. Based on the feedback we received, along with the high number of alumni in attendance, I think it was an extremely successful event. Thank you Jeff and Tony!

This year, we have re-instated our membership dues of \$50. The only difference from past years is we will be giving each paid member a \$25 voucher for future social events in 2007.

Regarding this year's social events, we will have our second annual early summer boat cruise on the St. Croix River. This year's event has been scheduled for Thursday, June 21st with invitations to follow shortly. We will again be doing the "Boys & Girls Club" volunteer event. The committee working on this event is striving towards a "back to school" date, so watch for that date to be announced. With the continuation of having an early summer event, we will be holding the annual golf outing in the fall again this year.



As our group grows each year, we want to make sure that the alumni board is representing the entire group. Therefore, an Advisory Board was established in 2006. This board consists of members from various graduation years and various careers. I would like to continue meeting and consulting with this board regarding the future and current path of our group.

The alumni association has always had the goal of having a "self funded scholarship fund" through an endowment fund with the university. In 2006, we deposited \$10,000 to create our first endowment fund. This fund will generate enough money each year to fund one \$500 scholarship. We would like to strive towards creating additional endowment funds for more self-funded scholarships in the future.

We are adding the position of Historian to our alumni board. I think it is important to keep an accurate list of past presidents, along with recipients of the president and corporate awards. This information will then be listed on our Web Site. Stephanie Nyhus will be taking on this position for the next couple of years. If you have any past newsletters or if you have been a past president or a recipient of an award, please pass this information on to Stephanie.

Lastly, I would like to thank Brett Hall for all his work over the past few years on our web site. Brett has decided to step down off the board this year, with Ashley Ferguson taking over Brett's position. As our group continues to grow, we have recognized the need to upgrade our web site to handle the entire database. Ashley and Jen Kenkly are currently working on this project.

If anyone is interested in attending an upcoming board meeting or helping out with a social event, please contact me free to contact me at 952-837-3366 or stacy@marketplacehome.com

Stacy Houge - Alumni President



St. Croix Sports & Events Co.

MARK YOUR CALENDERS

THURSDAY, JUNE 21, 2007



CASINO GAMING ON THE ST. CROIX RIVER

PLEASE JOIN US FOR CASINO GAMING ON THE ANASTASIA RIVER BOAT. COME ENJOY THE SCENIC BEAUTY OF THE ST. CROIX RIVER ON A LUXURY CRUISE. THERE WILL BE PLENTY OF FOOD, COCKTAILS, CASINO GAMING AND NETWORKING WITH ALUMNI & STUDENTS!

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