

SCSU

REAL ESTATE

ALUMNI

ASSOCIATION

SCSU REAL ESTATE ALUMNI NEWSLETTER

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WHO'S WHO FROM SCSU?

If you've been to an SCSUREA function in the past decade or so you have likely encountered one or both of these alums. And while their smiles are a dead give away, you may not have known that Ken and Kurt Dayton probably have the longest history of any two who have gone through the major. That's right, these two real estate professionals are brothers and as it turns out they are brothers I have had the pleasure of working with for nearly three years.

The Dayton Boys were raised in the Brainard area of Minnesota, where they benefited from early exposure to the industry through their father, who was a real estate appraiser. Both earned their RE majors from SCSU. Ken graduated in 1985 and Kurt graduated in 1992.

Immediately out of college they both followed the commercial appraisal path. Ken attained his MAI designation and reached Chief Operating Officer and Partner status at what was then known as Kramer Geisler Strand & Dayton, Inc (now known as Nicollet Partners). Kurt worked as an associate appraiser at St. Cloud Appraisal and eventually became President and Owner of Dayton Appraisal, LLC.

Ken joined Glaser Financial Group in April of 1998 as Chief Underwriter. He oversaw the underwriting department and was responsible for reviewing and ultimately approving all loan applications. In June of 2001, he transitioned from Chief Underwriter to Vice President, in which capacity, he became responsible for the origination and placement of income property mortgages

Kurt joined Glaser Financial Group in October of 1999 as an Underwriter and very rapidly achieved Senior Underwriter status (January 2001). Today, in addition to being a Senior Underwriter, he acts as the Chief HUD Underwriter and is directly responsible for the final review and approval of all application submissions to the U.S. Department of Housing and Urban Development.



After years of observing these two alums in action, I can fairly say that they are among the hardest working people in real estate. They have reputations throughout Glaser for their unfettered work ethic and have been witnessed in their adjoining offices on countless nights and weekends; working out the kinks of yet another deal. Yet, based on numerous conversations with the two, it is clear that the success they've had in their careers is merely an extension of the success they've had at home. Because a profile of the Dayton Boys would be incomplete with out mentioning the fact that they are both dedicated husbands and fathers.

Newsletter Editor
Tony Johnson

WHAT YOU'LL FIND IN THIS ISSUE?

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THE STUDENT CONNECTION

The Alumni Association organizes two Student Information Nights each year. The Student Night consists of a number of alumni speaking about their personal career experiences in real estate, experiences with the Alumni Association, and networking.

Our last student event of the 2002-2003 school year was a Student Night held on April 17, 2003 at DB Searle's. We had a great student response. The alumni speakers included Ryan Doyle, Kelly Warden, Tony Johnson, Ryan Jacobs, Tony Rosell, Dan Schumann, and Tony Kuechle.

On November 6 we hosted our first Student Information Night of the 2003-2004 school year. Again, we had a great student turnout with approximately 35 students present. The alumni who participated include Mike Petroske, Andy Martin, Amanda Hotaling, and Dan Schumann.

We would like to extend a special thank you to all the alumni who have participated in these two Student Nights. We have received numerous student compliments on the evening as well as our largest student follow up inquiries to date. This is entirely attributable to the speakers.

The Mentorship Banquet was held September 25th at DB Searle's this fall. Attendance included 49 students and 38 Alumni. Eleven scholarships were awarded totaling \$12,400. Thanks to everyone who participated, especially Dr. Mooney for organizing the banquet.

Happy Hour was held in the pool hall at the Red Carpet on Saturday of Homecoming again this year. A number of students and alumni participated. This event proved once again to be a great networking and socializing event.

The annual Graduation Dinner will be held at the Saint Cloud Country Club in the first week of December. We are expecting 30 students to attend. This should be a record number...again!

As the Student Liaison's, we are working with the students regarding career opportunities. If your company has any opportunities available please contact us. Also contact either of us if you would like to volunteer as a speaker or help organize networking events.

Student Liaisons
Jessica Morgan & Jesseka Zellmer

WEBSITE UPDATE

We continue to look for new ways to increase the utility and value of the SCSUREA website. Remember to check back for information on upcoming events, update your mailing address or look through the classifieds.

We currently have an employment section with available jobs posted and an on-line resume book. If you are aware of any jobs currently available that an SCSUREA member or student may find of interest, please place an ad in the Employment section and search through the on-line Resume Book. If you are a student or member looking for employment, please e-mail us your resume so that we may include it in the on-line Resume Book.

We would like to expand the classifieds section to include a property section with ads such as properties for sale and space for lease. If you have property or space available and would like a free listing on the SCSUREA website, please contact me at bhall@apogeeappraisals.com.

If you have an idea about something you would like to see on the website please let us know what it is.

Website Coordinator
Brett Hall

ANOTHER SUCCESSFUL GOLF CLASSIC

The 2003 SCSU Real Estate Alumni Golf Classic was another huge success! The gorgeous weather and great turnout of alumni and their guests made for a wonderful event at the beautiful Pebble Creek Golf Club in Becker.

This annual event began with registration and socializing, along with a little time to warm up on the practice green and driving range. Just like years past, the tournament was a four-person scramble that produced some excellent scoring



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Tournament Winners (left to right): Nick Ostman, Roger Reiland, Kurt Opus, and Eric Offedahl

(supporter list continued)

- Reinhofer Asphalt Maintenance, Inc.
- Talberg Lawn & Landscape
- United Properties
- United Operations, Inc.
- Building Technology Engineers of North America
- Welsh Companies, LLC
- Campbell Mithun Tower

We would like to get your input on a new location for the 2004 Golf Classic, which will be held in the Twin Cities. Please take a minute to visit the SCSU REAA website at www.scsurea.org and give us your suggestions.

Social/Event Coordinator
Rob Loftus

MOONEY'S MEMOS

Happy fall everyone. We are mid-semester at the time I am writing this. We have just come off of a successful homecoming weekend with no negative news coverage other than a channel 4 cameraman riding around with a Highway Patrolman looking for trouble and not finding any. We beat South Dakota in the football game and swept Wisconsin in hockey, so it was a good weekend from that standpoint too.

Last Thursday I took 30 seniors down to the annual BOMA luncheon at Windows on MN in the IDS. On September 25th we had another outstanding Mentor Banquet. A hardy thanks to all those who participated either as mentors, table sponsors or scholarship donors. We were able to award 15 scholarships worth \$12,400, another record for us.

Table Sponsors

- Diversified Real Estate Services
- Glaser Financial Group
- Gonyea Commercial Properties
- Patchin Messner & Dodd
- Mark Oehrlein Appraisals
- Marketplace Home Mortgage
- NorthMarq Capital
- Frank Sufka
- Welsh Companies
- Tom Ruhland/Meyer Commercial

Scholarship Donors

- Minneapolis BOMA
- Diversified Real Estate Services
- Karen Lawrie
- MN Chair in Real Estate
- Metro SIOR
- Twin City NAIOP
- Kennedy Wilson
- Nicollet Partners
- Glaser Financial Group
- Meyer Commercial
- Mark Oehrlein Appraisal



MOONEY'S MEMOS – CONTINUED

Finally, earlier today I sent the resumes in to be printed for our Resume Book. As you can see we've had a busy fall semester already. We currently have 77 declared real estate majors, up from 21 in 1996. Those numbers translate into 49 students in my RE Finance and Investments class and a like number in Cheryl's RE Property Management class. Those classes are really too big because the large numbers tend to reduce discussion. Don't ask me why, people just get a little more reluctant to ask questions.

We'll play through the pain though, so the governor can keep his campaign promise. Hopefully things will get better budget wise so we can replace Dr. Sneide soon, otherwise I fear the numbers may start to move the other direction. Thankfully, we continue to be fortunate enough to keep Cheryl Mitteness on in a fixed term capacity, and she continues to do an excellent job for us. Although we will be missing her the first few months of the new year since she is expecting her second child on 1-1-04.

Take care, call your mentees for a visit, have some fun,

Steve

MOVERS AND SHAKERS

Stacy Heming was recently married

Deb Vanelli recently had a baby

Jason Meyer has reached Vice President status at United Properties

Keith White's company made The Business Journal's Growth 50 Private Companies

Cheryl Mitteness is expecting her second child

Jerry Lindeen has a new baby boy

Tony Rosell will be involved in the planning of next years golf classic

UPCOMING EVENTS:

KEEP YOUR CALANDERS OPEN FOR THE 2004 WINTER BANQUET. A DATE AND NEW VENUE WILL BE ANNOUNCED IN THE NEAR FUTURE.

I'VE MOVED

If you have changed jobs or addresses be sure to go online to www.scsurea.org and update your information so that our online directory will be accurate!!!

EDITOR'S NOTE

I am always looking for new ideas to improve our newsletter. If you have any suggestions I would love to hear them. Also, if you know of anyone deserving of special recognition, let me know and I will include him/her in the next issue under Movers and Shakers or in an upcoming Who's Who. I can best be reached via email at Tony_Johnson@Glaser.com. As a reminder, we post the newsletter online at www.scsurea.org. Thank you to all for your contributions, and I'll see you at the winter banquet!

Sincerely,
Tony Johnson

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