



PROPERTY NEWSLETTER

November 2000



MBA Real Estate Career Day a Success

On September 12, four regional real estate industry professionals spoke to approximately fifty MBA students who had yet to declare a focus for their MBA studies. The Real Estate Program's participation in the CBA MBA Career Days proved to be very successful.

Kim McNeil, Senior Vice President of Commercial Real Estate for PNC Financial Services, highlighted the real estate opportunities available on various levels within a financial institution. Jeanne Schroer, Senior Vice President of Corporate Development at Corporex, described

the many factors involved in the development of business parks and other long-term investments such as their Five Seasons Country Club project, and cited careers that make such a project possible, from site selection professionals and project finance managers to asset and property managers.

Rob Acker, Development Director for Madison Marquette, discussed his role in the development process of retail plazas. Rob Acker is a recent MBA graduate and was able to provide students with a first-person perspective of how one can benefit from UC's Real Estate Program. Jeff Sheehan from Duke-Weeks Realty spoke about the Executive Leadership Program that Duke-Weeks offers to recent graduates. The Executive Lead-

ership Program is a one-year rotation in each division of the company. After completing the program the employee has an understanding of how the company operates and can then decide what part of the corporation interests them most.

The program was thorough in explaining to students the vast opportunities in real estate. Rob Jentgens, an MBA student interested in a real estate

Out of 45 MBA enrolled students in the one year program at UC, 11 have declared real estate as their focus - about twice as many as last year.

focus, said, "The best point that the speakers made was that in real estate you can point to something and know that you helped build that." The speakers acknowledged that for many students there are preconceived notions about real estate. Jeff Guenther, an MBA with an engineering background, more familiar with real estate than most. "Due to my previous work experience with developers, I had a pretty good idea of what a commercial real estate career was like, however, many of my fellow students thought of the job as being no different from a residential real estate agent. I think the speakers changed many students' perceptions."

The Real Estate Program also hosted an afternoon reception for the MBAs to meet more real estate pro-

fessionals and more than thirty students attended. Jim Clayton, professor of real estate at UC, Kim McNeil, Rob Acker, and Lydia Jacobs-Horton, Real Estate Manager for Procter & Gamble, Rick Kimbler from Al Neyer, Inc., and Linda Lake from Eagle Realty Group were among the professionals who attended to answer students' questions about the commercial real estate profession. Jen Murray, an MBA student who has chosen the real estate

track, enjoyed the reception. "It provided an opportunity to make a personal connection with some of the

speakers and others in the industry. I received valuable insight about the courses at UC, the Roundtable Meetings, and other opportunities that I hope to take advantage of over the next year."

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2000 DINNER SET NEW FUNDRAISING RECORD, 2001 COMMITTEE SHOOTS EVEN HIGHER

With the final numbers tallied, we are pleased to announce that the funds raised from the 2000 Annual Bank One Real Estate Program Dinner held in June topped those of last years. In what has become a Dinner Chair tradition, 2000 Chair Lori Wendling was bound and determined to beat the figures from the previous year. As a result, she raised nearly \$20,000 more than was raised in 1999 and finished with a net of over \$60,000 for the real estate program! Funds raised at the dinner go to support staff, programming, faculty research and scholarships for students. Thanks to Lori Wendling and everyone who helped make the 2000 dinner a great success: Tom Humes, our distinguished award recipient, the UC Bearcat for his special appearance, all of our generous sponsors, master of ceremonies Rick Kimbler and all 700 of you in attendance that evening! And a very special thanks to **Bank One** for their continuing relationship as the Dinner Sponsor.

Not to be outdone, 2001 Dinner Chair John Stevens is already setting the bar even higher for next year. Work is underway on a new fundraising plan, committee members have been selected, and we have already secured a

top-notch speaker: political commentator Mark Shields, who will share with us



Our 2001 Dinner Speaker, political Commentator **Mark Shields** is a familiar face on CNN programs such as The NewsHour with Jim Lehrer.

his wit and wisdom.

Members of the 2001 dinner committee are: Lisa Ammons, Kroger; Steve Brandt, Brandt Retail Group; Cynthia Bucco, Property Advisors; Steve Denison, Duke-Weeks; Eric Gardner, Gem Real Estate Group; Rob McLachlan, Corporex; Shenan Murphy (Committee Vice-chair), West Shell Commercial/Grubb & Ellis, Gail Pryse, Keating Meuthing Klekamp; Jenni Roudebush, Bank One; Douglas Swain, First Industrial. The committee plan to concentrate on sponsorships more than table sales for the 2001 banquet. If your company interested in becoming a sponsor for this year's dinner, call John Stevens at 372-6767 or email Alison.Sampson@uc.edu for more information.

Who will be the next Distinguished Real Estate Award recipient? We want your input!

We are currently accepting nominations for the 2001 Distinguished Award. Please email your recommendations to real.estate@uc.edu with "2001 Nominee" as the subject, or mail to Norm Miller, PO Box 210195, Cincinnati, OH 45221-0195

Past distinguished award recipients:

2000: Thomas H. Humes,
President of Great Traditions
Land and Development Company

1999: Norm Miller, Ph.D.
Real Estate Program Director,
University of Cincinnati

1998: Arn Bortz, Managing
Partner, Towne Properties

1997: William Butler,
President and CEO, Corporex
Companies, Inc.

1996: Manuel D. Mayerson,
Founder, The Mayerson Co.

1995: Ralph A. Drees, CEO and
Board Chairman, The Drees Co.

1994: Paul Hemmer Sr.,
Chairman, Paul Hemmer Con-
struction Co.

1993: Don Neyer,
Past President, Al Neyer Inc.

1992: West Shell Jr., former
Board Chairman, West Shell Inc.

1991: Neil Bortz, Principal,
Towne Properties

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2000-2001 ROUNDTABLE CALENDAR

Upcoming Roundtable Programs:

***Are REITS Coming Back?* December 1, 2000**

Speaker: Jim Gray, Vice President & General Manager
Duke-Weeks Realty, Minneapolis

***Light Rail for Cincinnati* January 5, 2001**

Speaker: John Schneider, DCI/I-71 Light Rail Transit

***PNC Bank 2001 Outlook Program* February 16, 2001**

PNC Bank Chief Economist Stuart Hoffman, panels covering multi-family, industrial, retail, office and the region. At the Westin downtown, 7:30 - 11:30 am. Continuing education credits offered.

If you still haven't renewed your membership yet, or would like to join the Real Estate Roundtable, call Paulette at 556-7070. Yearly membership is \$230. Cost per program for non-members is \$25. (Cost is \$50 for February Outlook program)

All Roundtable programs are held at the Quality Inn Norwood unless otherwise noted. Registration begins at 7:30 am, program runs from 8-9 am.

Keynote Stresses New Economy is *the* Economy

Deloitte & Touche/UC Roundtable addressed how real estate community is being impacted

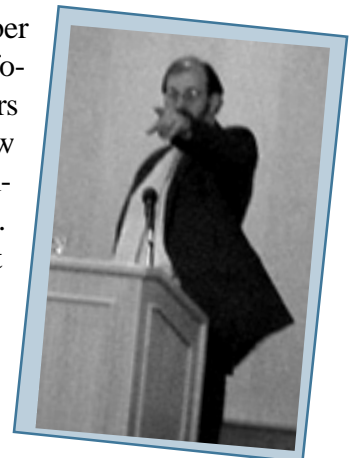
The first UC Real Estate Roundtable Program of the 2000-2001 series was held on October 6 at the Westin in downtown Cincinnati. The program, sponsored by Deloitte & Touche focused on the New Economy in the region. Keynote speakers

were Johnathan Holifield, Vice President of the New Economy Enterprise at the Greater Cincinnati Chamber of Commerce and Dan Meyer, CEO of Copernus. Both are organizers of the New Economy Project Team, a task force created by the Cincinnati Chamber of Commerce to focus on the issues of the New Economy facing our region. Meyer and Holifield shed light on their goals for the New Economy Project team and conveyed how the New Economy is shaping all facets of industry and business.

Information about the project team and its goals is now available online at www.CincinnatiFastBreak.com.



Keynote Speaker Johnathan Holifield (above) and Dan Meyer (below) share the goals of the New Economy Project Team.



Panel moderator John Byczkowski fields questions from the audience.



Panelists Ken Schon, Bob Schneider, Brad Wolfe, Johnathan Holifield and Dan Meyer

discuss the issues of the New Economy impacting the real estate industry.

Perspective

by Norm Miller, Ph.D.

Singapore: Three

From 1916 through 1965 Singapore was a British colony and a poor third world nation. Since becoming independent a remarkable transformation has occurred to an educated and industrious country with a high average standard of living. How did they do this in only three decades?

The answers are not certain, but it appears that the first prerequisite to an efficient competitive economy was the establishment and enforcement of property rights by some enlightened leadership. Ownership and incentives only thrive when there is some assurance that the system will be honest and fair. Singapore goes to extremes to be fair with high fines for small infractions, but such fines are taken seriously and bring results.

Another factor in Singapore's remarkable success is its international trading activity. Since Singapore is an island nation, it has no choice but to be open to all forms of trade. Singapore has the second largest modern shipping port in the world.

A third aspect of Singapore's successful economy is the diligent, hard working, patriotic and loyal population. About a decade ago, when the country was struggling, the Prime Minister asked everyone to take a pay cut of 3% and everyone did. The Prime Minister said "we must work harder" and they did. Singapore was ranked the most competitive country in the world by *The Economist* in 1999 and second in 2000, just behind the USA.

Geography, Demographics, and Housing

Singapore is an island nation about 40 miles wide and 30 miles long. Popula-

tion estimates are near 3 million plus a heavy load of tourists that come for the world class shopping. Most Singaporeans are of Chinese descent (77%), a few are Malay (12%), a few are Indian (7%) and 4% others. The official language is English, and anyone under 35 years of age speaks it fluently.

Singapore is very densely populated, second only to Hong Kong. The housing has been pushed up into high rises so that green space is preserved.

Thirty story residential buildings are commonplace. These high-rise buildings composing 80% of the housing are referred to as "public" and subsidized,

but are still expensive. Public units, where most people live, run 450 to 600 square feet and they rent for about \$2/psf per month. Recent housing projects are seeing larger units in response to a strong demand and strong economic growth. A 500 square foot "public" housing condo unit sells for about \$130,000 US Dollars with a 5% interest mortgage that helps to reduce housing costs and encourage ownership. Private, detached or clustered, housing in the form of townhouses or on private lots is very expensive. A two story private detached home of 2500 square feet would run \$1.5 to \$2.5 million US dol-

lars in less attractive neighborhoods and up to \$7.5 million in exclusive urban locations with much of the value as land.

While Singapore is an island nation, there are few great ocean views and no nice beaches. The famous hotel, Raffles, where the "Singapore Sling" drink was invented, was once on the waterfront. Now Raffles is at least one mile inland and only the upper floors can see any water. Where water views once existed, land has been reclaimed by



Norm Miller and his wife Elena spend time with professors from the National University of Singapore.

moving all the mountains or hills into the ocean as landfill, so that ocean views become inside island property. Given that the ocean is so deep it has taken a lot of moved land to create new real estate from the waters edge. Now Singapore is primarily flat with few hills left to push into the deep ocean.

Transportation

Few people use bicycles or motorcycles. It is too hot and humid. Car use is discouraged through a car ownership license fee of \$40,000 dollars good for 10 years. This provides the right to own a car. After a car owner

Decades of Change

pays such a high fee they don't want to buy an old car so most of the cars are newer and clean. Old cars are sold off to neighboring countries. If Singapore were not an island such a tax would not be so easily imposed. The result is that highways remain less congested and most people take advantage of the public transport options which include buses, taxis and the Mass Rapid Transit system. The MRT is very efficient like the Washington, D.C. system, where you buy prepaid passes. The MRT covers most of the island and is safe, well lit and well decorated.

Education and Politics

Singaporeans are educated by necessity. With few natural resources only skilled labor finds many opportunities. Men and women participate in the work force and hold similar positions. Female professors and professionals are nearly as common as males, and half the University students are women. Immigration is tight, given the space limitations of the country, but is very much economically driven. Highly skilled technical workers, computer programmers and the like would have no trouble receiving residency.

Professionals have a tendency to have fewer children, which has created the need for new government policies to encourage having more children. For example, as a result of recent population declines the government is fostering "romance" by providing \$2,000 in tax credits and educational grants to couples that have children. Yet, these grants are only provided to educated professionals under the assumption that educated parents will encourage skilled and educated children.

Non-educated parents receive neither tax credits nor subsidies towards education.

Health

Most striking to the casual observer is the fact that few Singaporeans are over-



weight. Most are slim and petite. Without any scientific basis the tendency towards slimness seems both genetic and cultural. Diets have much less fat than is typical in America or Great Britain. Rice, veggies, and lean meats are common. The general population seems to

gain weight with age but still obesity is very rare.

Air pollution is one primary health problem because nearby fires used in agriculture in Indonesia cause smoke to drift slowly over Singapore. Being so near the equator results in few trade winds so even moderate car smog hangs around for a while. Local oil refineries also cause some pollution.

Weather and Climate

Singapore is within 50 miles of the equator with the result that there are no seasons and little wind. Summers are near 91 degrees and winters are near 90 degrees. Air is very humid and sticky so air conditioning is used to dry out the air and freeze indoor inhabitants, most of whom carry sweaters for use in restaurants or theaters. You'd think that this climate would create a liberal and scanty dress code, but Singaporeans are very conservative. Business suits are common for professional men and women. You do see some Muslims wearing long dresses, scarves and hoods, which seems totally incongruous with the temperature outside.

Conservative Policy

It is possible to go to a cocktail party in Singapore and see only non-alcoholic

Norm Miller, Ph.D spent two weeks overseas in Singapore and Thailand, teaching lectures at the National University of Singapore and at Thamassat University in Thailand. The universities kept him on a busy agenda of meetings, lectures and interviews. He was quoted in the Singapore Business Times and other national papers as an expert on real estate industry trends, discussing the impact of e-commerce on retail centers, based on his research for his recently published paper "Retail Leasing in a Web-Enabled World." Luckily, Norm was also able to squeeze in some free time for sightseeing and adventure, and to observe the countries' cultural and economic differences from the Western world.

Fore and Snavley appointed as new REEAC members

We are pleased to announce two new appointees to our Real Estate Executive Advisory Council, Danny Fore of Tri-ED Northern Kentucky and Gene Snavley, Executive Vice President of Cincinnati Area Board of Realtors.

Danny Fore is President of Tri-County Economic Development Corporation of Northern Kentucky, which serves three counties adjacent to Cincinnati. Danny's past employ-



ment includes Executive Director of the Fayetteville, NC Economic Development Corporation and Senior Director of Economic Development with the Greater Columbia, SC Chamber of Commerce. He holds a masters degree in Urban and Regional planning from the Virginia Commonwealth University. He was awarded "North Carolina's Economic Development Practitioner of the Year" in 1997 and in 1998 was awarded the order of the Long Leaf Pine, North Carolina's highest award for service.

Gene Snavley is Executive Vice President of the Cincinnati Area

Board of Realtors, a 4,000-member professional trade organization. Gene has a bachelor's degree from Chaminade University in Hawaii, and a master's in management from Central Michigan University. He has served in the US air force as a journalist. Outside of his Board of Realtors duties, he is director of the greater Cincinnati Mortgage Counseling Services and enjoys playing golf in his free time. He and his wife Cynthia reside in Kenwood.



We also wish to thank **George Meinhardt**, who finished his 3rd and final term on the REEAC board last May. He has given us a great deal of his time and decision over the past several years, and has been involved with the Real Estate program in many ways, including serving as Dinner Chair in 1997. Thank you, George!



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cocktails. Wine might be served at someone's home but there is no pressure to drink any. Drinking is not a big thing. There are no strip bars, no obvious prostitution, and no pornography. No homeless persons frequent public areas. No panhandlers ask for money. The country does not believe that censorship is a violation of human rights. Rather they think the lack of control leads to a less moral society. The local

joke among Singaporeans is that Singapore is a "fine city" but in this case they mean "fine" as in monetary. One myth is that you are not allowed to chew gum. The truth is that no gum is sold in Singapore but you are allowed to bring it in for your own consumption. The fine for littering is \$500 dollars, as is jay walking and smoking in a non-smoking area. It costs you \$150 dollars if you walk away from a toilet without flushing. Taxi drivers caught over-

New officers, new faces for Alpha Rho

Alpha Rho Epsilon is up and running again, with a new lineup of officers and many new faces. President Dale Stigamier has been involved with Alpha Rho for the past two years, since joining his sophomore year, but many others are new to the organization. Other officers are Vice President, Ameer McCall; Public Relations Chair, Michelle Grilliot; Communications Chair, Damandeep Singh; Treasurer, Catie Lintner & Treasurer-elect, Girish Patel.

Upcoming activities planned include a real estate open house sponsored by Corporex, for any and all interested students on January 4th at the Metropolitan Club in Newport. They have had an Alpha Rho alumni mixer with more planned for the future, and they will continue their golf outing fundraiser for a second year in a row. Alpha Rho also plans to work on one community service-related project each quarter – on October 29, members participated in the Breast Cancer walk, and they hope to work with Habitat for Humanity in the spring. They also have a newly updated web site, thanks to our intern Abbey Vontsolos, a Communications major. For more information on Alpha Rho Epsilon, check it out at www.cba.uc.edu/getreal/alpha.

charging customers are heavily fined and can lose their license. Drug dealers are not tolerated - selling drugs is likely to get you caned and thrown into prison. Police are scarce in Singapore, but it is very safe and most people observe the rules.

With a remarkable transformation toward industrialization in the past 30 years, Singapore has made great strides, taking pride in their conservative values and hard work ethic.

REAL ESTATE PROGRAM ALUMNI

CATCHING UP WITH:
Doug Armbruster



The UC Real Estate Program recently caught up with Doug Armbruster, a 1988 Alumni of the University of Cincinnati Real Estate Program. Doug works with Industrial Development International Inc. in sales and leasing for the Cincinnati area. Most recently he has worked on the Park West Building J and Port Union Distribution Center Building A. Doug says the development of Park West International has been a career highlight. “We developed and leased 4.1 million square feet in a little over four years.”

When asked what he likes most about his career, Doug said, “seeing and starting a transaction from inception to completion and sale. It is rewarding to see a building we’ve developed become a workplace for people.” when asked about his future goals, Doug remarked that he hopes to one day start his own investment and brokerage company.

Recalling how his education at UC helped prepare him for his career, Doug advises current real estate students to co-op and get experience, and had some words of wisdom to share, “ask people for help and don’t try to pretend you know something if you don’t. I find people are willing to share knowledge if you ask, but lose respect for someone who talks without knowing what they’re saying.”

CATCHING UP WITH:
Student of the Year
Amy Tyrrell



You may recall that Amy Tyrrell was the 2000 MBA Real Estate Student of the Year, recognized at June’s annual dinner program. A graduate of Smith College, Amy had decided to pursue her MBA in real estate in order to broaden her skills and learn to think more strategically. Shortly after completing her MBA in June, Amy and her husband relocated to North Carolina. She is now working as a researcher for Miller-Valentine Group, a Dayton, Ohio based real estate developer. Ms. Tyrrell says her primary responsibility is to collect data about real estate markets. “In some cases, Miller-Valentine is considering entry into a market for the first time. In other cases, Miller-Valentine has already developed one or two types of real estate in a market and would like to develop a different type of real estate in the same market.” Amy collects research data from her home in Charlotte, NC using the Internet and telephone. She says that the best thing about her job is the diversity of the markets she researches and the means of collecting the data. Once the research is completed Ms. Tyrrell writes a report disclosing the research findings to Miller-Valentine.

Did you know the UC Real Estate program website has its own alumni database? Enter in your information to receive updates on alumni events and happenings or browse the pages to find former classmates and fellow real estate program alums. Go to www.cba.uc.edu/getreal/alumni.



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Return Service Requested