



The Harold E. Eisenberg Foundation presents its

Eleventh Annual Career Day

November 9-10, 2017

Itinerary and Information

Day One – Thursday, November 9, 2017

1:00 - 1:45 PM – REGISTRATION

Registration will occur on the 2nd Floor of The Standard Club (320 S. Plymouth), outside of the Grill Room. At registration, you will receive your name badge and Career Day folder. You will also receive your hotel room assignment. If your hotel room is available, you may check into your room in the lobby and drop off your belongings. If your room is not yet available, you may leave your belongings at coat check. The official hotel check-in time is 3 PM so some students may have to check –in later in the evening after returning from the Young Guns Dinner and/or networking gathering at Old Crow. **Please return to the Grill Room before 2 PM for the opening welcome.**

Please note that you need to check in and attend the opening ceremony whether or not you are spending the night at the Standard Club.

2:00 PM – OPENING CEREMONY AND WELCOME

The Opening Ceremony will occur in the Grill Room at the Standard Club. It will include opening comments by HEEF President, Peter Eisenberg (Principal, Clark Street Real Estate) and Board Member and Career Day Chair, Christian Williams (Senior Vice President, CBRE). They will introduce the schools represented and provide an overview of what to expect during your Career Day experience.

2:30 PM – SITE TOUR #1: OPTIMA SIGNATURE (220 E. Illinois St.)

Immediately following the opening comments, there will be a short presentation about Optima Signature led by Mark Segal (development), Bill Duke (architecture), Siteng Ma (development). Their bios are linked in the Career Day Event Information email (sent 11/8/17). After this presentation, we will take shuttles to the site. The shuttles will pick us up outside the Standard Club (320 S. Plymouth).

Optima Signature is a new 57-story, mixed-use development in Chicago's Streeterville neighborhood. The development features 490 luxury rental residences divided between 351 Tower Residences on levels 9-19 and 21-36, and 139 Apex Residences with enhanced finishes topping the building on levels 20 and 37-52, including two penthouse apartments. Designed to provide the ultimate live-work-play environment, Optima Signature offers its residents 1.5 acres of amenity space spread over four floors, including a fitness center, yoga studio, Wellbeats™ virtual fitness programs, indoor and outdoor dog park, pet spa, indoor and outdoor swimming pools and spas, indoor basketball court, squash court, demonstration kitchen, indoor and outdoor children's play spaces, game room, theater, golf simulator, and bocce ball court. Optima Signature also is home to 44,000 SF of office space, including individual business suites, and 14,200 SF of retail space.

Optima Signature was designed by David Hovey, FAIA, Founder and CEO of vertically-integrated Optima Inc. Optima Inc. served as the architect, developer and general contractor of the project. The project is a joint venture between Optima Inc. and DeBartolo Development and managed by Lincoln Property Company.

Students will be split into groups to tour the building. Members of the Lincoln Property Company team will lead the tours.

The site tour should conclude by 4:30 PM at which point we will take the shuttles to our Young Guns Panel and Networking Dinner at Gino's East in River North (500 N. LaSalle, Third Floor).

5:00 PM (Immediately following the site tour) – YOUNG GUNS PANEL AND NETWORKING DINNER @ GINO'S EAST IN RIVER NORTH (500 N. LaSalle, Third Floor)

When you arrive at Gino's East, please to go the Third Floor. This event will begin with networking and appetizers, followed by a pizza dinner. Please enjoy a networking reception **before** finding a seat.

The highlight of the dinner is the panel discussion featuring some of the brightest "stars" in the real estate field. The panel discussion will be moderated by Trisha Connolly, Alpha Capital CRE, and Andy Stein, Clark Street Real Estate, and will focus on career paths.

The panelists will include the following individuals:

Julia Klairmont, Director of Operations and Leasing, Imperial Real Estate Company
Matt Lesh, Project Manager, CA Ventures
Michael Slovitt, Director, Berkadia

Bios for all individuals are linked in the Career Day Event Information email (sent 11/8/17).

The dinner will conclude by 7:00 PM.

7:00 PM – NETWORKING MEETUP AT OLD CROW SMOKEHOUSE (149 W. KINZIE STREET)

We have reserved a space for this informal meetup so that you may continue to network and connect. We encourage everyone to attend. Please note that this event is not sponsored by the Foundation. You are responsible for your own food and beverages.

Day Two – Friday, November 10, 2017

7:30 AM – NETWORKING BREAKFAST

Breakfast will be served in the Grill Room on the 2nd Floor of the Standard Club. Please be in the lobby of the Standard Club by 8:10 AM.

8:10 AM –Meet in the lobby of the Standard Club. We will walk in groups to the Willis Tower. **Please be sure to have your ID for security check-in at Willis Tower.**

8:30 AM - SITE TOUR #2: WILLIS TOWER (233 S. Wacker)

At nearly 1,450 feet and 110 stories tall the Willis Tower offers more than 4.5 million square feet of premiere office, retail and entertainment space. Having opened in 1974 as the Sears Tower, today more than 15,000 office workers and 100 prominent businesses call the Willis Tower home. Beginning in 2017, a \$600 million redevelopment of Willis commenced which upon completion will reimagine the building and create the preeminent modern workplace environment. Inspired by the energy of a city and its people, the redevelopment will create a unique and highly-desired urban destination that emulates the core of a downtown, but with the comfort of a neighborhood. Once complete in 2019, the building's base will be anchored by an expansive, light-filled, four-season common area that will serve as the heart of the tower and West Loop submarket. The building's footprint will feature more than 300,000 square feet of new retail, dining and entertainment programming on five levels at the base of the tower, a 30,000 square foot outdoor garden and social space, and over 125,000 square feet of tenant-exclusive amenities located on the upper floors, featuring a 30,000 square foot full-service fitness center, expansive lounges, conference facilities and concierge services.

Boasting spectacular Chicago and Lake Michigan views reaching nearly 50-miles on a clear day, the 103rd floor Skydeck Chicago is the highest observation deck in the United States - attracting over 1.6 million visitors a year. Featuring The Ledge, a first-of-its kind attraction that extends four glass viewing boxes beyond the structure itself to create an unforgettable viewing experience.

11:00 AM – ROUNDTABLE LUNCH

Intimate Roundtable discussions with over 30 of Chicago's leading real estate executives will occur in the Standard Club's Living Room on the 2nd Floor. Their bios are linked in the Career Day Event Information email (sent 11/8/17). We strongly encourage you to familiarize yourself with your round table leaders' bios prior to meeting them.

Before finding your first table, please get lunch. A buffet will be served outside of the Grill Room on the 2nd Floor. Once you have made your plate, please find your first Round Table in the Living Room. **Please eat your lunch at your first Round Table.**

Each student may attend four roundtable discussions. Your assigned tables will be given to you at registration. No substitutions, please.

Round One will begin at 11:30 AM.

Round Two will begin at 12:00 PM.

Round Three will begin at 12:30 PM.

Round Four will begin at 1:00 PM.

Please find a list of the table numbers, topics and discussion leaders attached.

1:30 PM – CLOSING REMARKS

Closing remarks will be made by HEEF President Peter Eisenberg (Principal, Clark Street Real Estate) as well as other Foundation board members involved in our real estate education programs. At this time, you will be asked to complete and turn in a survey so that we can continue to improve the Career Day experience. Please feel free to return it to us after the Career/Internship Fair.

1:45 PM – CAREER/INTERNSHIP FAIR

Please return to the Grill Room for the Career/Internship Fair. Since many of you will be seeking employment or internships in the near future, we have invited businesses who are currently or will soon be offering these opportunities. Please feel free to bring your resume.

A complete list of participating companies is included in your folder.

We strongly encourage you to familiarize yourself with the participating companies prior to the Fair.

We anticipate that the Fair will conclude by 3:15 PM.

11th ANNUAL

CAREER

DAY

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The Standard Club Chicago



| Table # | Topic | Leaders |
|---------|---|--|
| 1 | <i>Brokerage (Investment Sales)</i> | Steven Weinstock, Marcus & Millichap Ben Wineman, Mid America Real Estate Group |
| 2 | <i>Brokerage (Landlord and Tenant Leasing)</i> | Lara Keene, Mid America Real Estate Group |
| 3 | <i>Retail Development and Redevelopment 1</i> | Savas Er, NARE Bill Shiner, The Shiner Group |
| 4 | <i>Retail Development and Redevelopment 2</i> | Peter Eisenberg, Clark Street Real Estate Scott Eisenberg, Lake Shore Investments |
| 5 | <i>Design and Construction</i> | Mike DeRouin, Fitzgerald Associates Architects David Low, Clark Street Real Estate |
| 6 | <i>Real Estate Legal</i> | Marty Becker, Becker Gurian Kevin Wolfberg, Schain Banks |
| 7 | <i>Real Estate Debt and Equity</i> | Trisha Connolly, Alpha Capital CRE Ben Greazel, NKF |
| 8 | <i>Institutional Investment</i> | Guy Ponticiello, CBRE |
| 9 | <i>Residential Development</i> | Doug Bober, Lennar Multifamily Communities Moises Cukierman, Integrated Land Management |
| 10 | <i>International Real Estate</i> | Vijay Jayaraman, Southport Growth Partners |
| 11 | <i>Industrial Development and Leasing</i> | Larry Much, NAI Hiffman Matt Goode, Venture One Real Estate |
| 12 | <i>Office Development, Redevelopment, and Leasing</i> | Al Klairmont, Imperial Realty Company Wayne Shulman, Imperial Realty Company |
| 14 | <i>Management</i> | Norris Eber, Abbell Associates |
| 15 | <i>Urban Planning</i> | John Lockerby, Skokie City Manager Al Rigoni, Retired Skokie City Manager |
| 16 | <i>Student Housing</i> | Dan Major, The Scion Group |
| 17 | <i>Techology in Real Estate</i> | Joe Sauer, Abbell Associates |
| 18 | <i>Senior Living</i> | Alan Lagunov, Kaufman Jacobs Jay Patel, Kaufman Jacons |
| 19 | <i>HR/Hiring</i> | Lauren Whaley, RPAI |