



*The Harold E. Eisenberg Foundation presents its*

## **Eighth Annual Career Day**

November 7, 2014

### **Itinerary and Information**

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#### **7:15 AM – REGISTRATION**

Registration will occur on the 2<sup>nd</sup> 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.

#### **7:45 AM – Interactive Welcome Breakfast**

The Interactive Welcome Breakfast will occur in the Grill Room at the Standard Club. It will include opening comments by HEEF President, Peter Eisenberg (Clark Street Development) and Career Day Co-Chairs, Ben Paolone (Associated Bank) and Alexander Blieden (Revision Group, LLC). They will introduce the schools represented and provide an overview of what to expect during your Career Day experience. They will also conduct an ice-breaker activity.

#### **8:15 AM – Presentation and Site Tours with Scott Goodman, Sterling Bay**

This part of the program will begin with a presentation by Scott Goodman, Founding Principal, at the Standard Club. Immediately following his presentation, we will board our buses and depart for the site tours.

Keat Crown, Principal, and Regina Stilp, Principal and Director of Design, at Sterling Bay will guide students on a tour of three of SB's properties: 111 North Canal, 400 South Jefferson and 1KFulton. Their bios are in your packets, as is Scott Goodman's.

111 North Canal, a 16-story, 860,000 square foot concrete loft office building, is located in the West Loop submarket of Chicago's business district. Sterling Bay is renovating the property into a modern LEED Gold-certified building. Enhancements include a new lobby and retail level, rooftop amenity rooms and outdoor space, improved tenant common areas, and updated building systems. 111 North Canal features large, efficient floor plates, the city's best fiber connectivity and easy access to commuter trains and the expressway.

Before acquiring 400 South Jefferson, a four-story concrete loft building, Sterling Bay secured a long-term triple-net lease with Hillshire Brands (formerly Sara Lee Corporation). Sterling Bay completed a full renovation including a new glass curtain-wall façade, new passenger elevators, major building-system updates, and an indoor parking garage. The property sits on almost two acres in Chicago's West Loop submarket within blocks of all major public transit. 400 South Jefferson was sold in 2013, and Sterling Bay currently acts as property manager.

1KFulton, the future home of Google, Inc.'s Midwest headquarters, is a former cold-storage warehouse that is being transformed into a LEED-certified creative loft office and neighborhood retail building. Located in the Fulton Market area of the West Loop, the building offers tenants the opportunity to work and enjoy one of Chicago's most popular neighborhoods. The original 10-story building is now annexed by a new six-story structure, creating flexible floor plates ranging from 37,000 to 72,000 square feet. 1KFulton will offer stunning interior common areas, efficient floor plates, and sweeping unobstructed views of the skyline.

Buses will head back to the Standard Club at 10:30am.

### **10:45 AM – ROUNDTABLE LUNCH**

Intimate Roundtable discussions with over 20 of Chicago's leading real estate executives will occur in the Standard Club's Living Room on the 2<sup>nd</sup> Floor.

Before finding your first table, please get lunch. A buffet will be served outside of the Grill Room on the 2<sup>nd</sup> Floor. Once you have made your plate, please find your first Round Table in the Living Room. You will eat your lunch during Round One.

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 11:00 AM.

Round Two will begin at 11:30 AM.

Round Three will begin at 12:00 PM.

Round Four will begin at 12:30 PM.

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

### **1:00 PM – HAROLD E. EISENBERG FOUNDATION REAL ESTATE EDUCATION PROGRAMS PRESENTATION**

Peter Eisenberg, Jenna Goebig (Project Management Advisors), and Matt Lesh (Jones Lang LaSalle) will give a brief presentation about the Foundation's educational programs and opportunities.

### **1:15 PM – CAREER/INTERNSHIP FAIR**

Please return to the Grill Room for the Job/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. A list of these companies is included in your packet. Please feel free to bring your resume.

### **2:45 PM – Presentation and Site Tours with Bucksbaum Retail Properties**

Please return to the Living Room for a presentation by John Bucksbaum. Directly after the presentation, we will board buses to take us to New City. We will begin by traveling up the construction hoist/elevator (very safe) and tour the 20-story apartment tower. We will then go down to the ground floor and walk through the various retail building that will house an 80,000 SF Mariano's grocery store; a 60,000 SF Dick's Sporting Goods store and the 50,000 SF ArcLight Cinema. You will have the opportunity to observe standard base building conditions (HVAC and sprinkler systems) and understand how the owner expects rent retail space to the aforementioned users as well as an additional 250,000 SF. We will then tour the approximately one-acre plaza area of the project which contributes to making New City one of the most unique properties in Chicago. The tour will be led by John Bucksbaum, Marci Carl and Tim Gardels. John is the founder of Bucksbaum Retail Properties, Marci is the Director of Leasing and Tim is the Director of Development and Construction. Their bios are in your packets.

### **5:30 PM (Immediately following site tour) – YOUNG GUNS PANEL AND NETWORKING DINNER**

The Young Guns Panel and Networking Dinner will occur at Gino's East (500 N. LaSalle). It will begin with networking and appetizers, followed by a pizza dinner.

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 Sam Ankin (Shiner Capital) and Andy Stein (Clark Street Development) and will focus on career paths.

The panelists will include the following individuals:

**Nick Koricanac**, Wintrust

**Erin Bremen**, PineTree Commercial Real Estate

**Brendan Reedy**, Cushman & Wakefield

## 7:30 PM – CLOSING REMARKS

Closing remarks will be made by Peter Eisenberg and the Career Day Co-Chairs. 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.

The dinner will conclude by around 8:00 PM, at which point you are free to enjoy the rest of your evening in Chicago.

## 2014 CAREER DAY ROUNDTABLES

<b>Table #</b>	<b>Topic</b>	<b>Leaders</b>
1	<i>Brokerage (Investment Sales)</i>	Christian Williams, CBRE, and Brandon Duff, Stan Johnson Company
2	<i>Brokerage (Listing)</i>	Marlon Stone, Bialow Real Estate, and Samantha Spinell, Mid-America Real Estate
3	<i>Office and Retail Development/Redevelopment</i>	Alfred Klairmont, Imperial Realty, and Ken Marino, Grobmar
4	<i>Retail Development/Redevelopment</i>	Peter Borzak, Pinetree Commercial, and Peter Eisenberg, Clark Street Development
5	<i>Construction</i>	David Low, Clark Street Development, and Bryan Zacharias, OKW
6	<i>Environment/Green Issues</i>	David Baum, Baum Realty
7	<i>Legal</i>	Marty Becker, Becker Gurian, and Kevin Wolfberg, Schain Banks
8	<i>Lenders</i>	Bart Johnson, Wintrust Commercial Banking, and Kathy Thurston, The PrivateBank
9	<i>REIT/Institutional Investment</i>	Guy Ponticiello, Jones Lang LaSalle
10	<i>Residential</i>	Moises Cukierman, Integrated Land Management, Inc., and Doug Bober, Lennar
11	<i>International</i>	W. Bradley Beanblossom, Equity International
12	<i>Industrial</i>	John Cash, NAI Hiffman
13	<i>Medical Office</i>	Brian Howard and Russell Brenner, Stage Equity Partners
14	<i>Management</i>	Barry Millman, Horizon Realty Services
15	<i>Urban Planning</i>	Lynn Dubajic, Yorkville Economic Corp., and John Lockeryby, Village of Skokie
16	<i>Turnaround Opportunities</i>	Savas Er, NARE
17	<i>Student Housing</i>	Avi Lewittes and Dan Major, The Scion Group