



*The Harold E. Eisenberg Foundation presents its*

## **Ninth Annual Career Day**

November 5-6, 2015

### **Itinerary and Information**

#### **Day One – Thursday, November 5, 2015**

---

##### **1:00 - 1:45 PM – 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. You will also receive your room assignment. You can check into your room in the lobby and drop off your belongings. Please do so quickly and return to the Grill Room 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 Associate Board Member, Ben Paolone (Assistant Vice President, Portfolio Manager, Associated Bank). 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: BLOCK THIRTY SEVEN (108 N. State Street)**

Immediately following the opening ceremony, there will be a presentation. After the presentation, we will walk together as a group to the site.

Block 37 is a mixed-use project consisting of retail, offices and apartments. The retail portion of Block 37 is a five-story retail center that includes an underground 340-space parking facility and encompasses an entire city block in the heart of the State Street retail corridor in Chicago's Central Loop. The 275,000 square foot atrium includes an eclectic mix of shopping, dining and entertainment, and has access to Chicago's Pedway as well as the CTA Red and Blue Lines. Block 37's tenants include Anthropologie, Sephora, Disney, Eileen Fisher, Zara, Magnolia Bakery, and Puma. The property is owned by CIM Group.

The office portion was constructed in 2008 and is located at 22 W Washington St. The 17-story office building contains 439,434 sq. ft. and is occupied by CBS and Morningstar. The property is owned and managed by Golub.

Students will be split up to tour the retail and office. The Block 37 presentation and tour will be led by Lee Golub (Golub), Michael Newman (Golub), Adam Short (Golub) and John Walton (CIM). Their bios are linked in the Career Day Event Information email (sent 11/4/15).

The site tour should conclude by 4:45 PM at which point you can walk with the group to the Young Guns Panel and Networking Dinner at Gino's East in River North (500 N. LaSalle, Third Floor). You may take a cab if you wish to do so. (You are responsible for your own transportation.)

## DAY ONE, CONTINUED

---

### **5:00 PM (Immediately following 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 mingle 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 Sam Ankin, Shiner Capital, and Andy Stein, Clark Street Real Estate, and will focus on career paths.

The panelists will include the following individuals:

**Lara Keene**, Vice President, Mid-America Real Estate Group  
**Nick Koglin**, Development Associate, Clark Street Real Estate  
**Matt Lesh**, Project Manager, CA Ventures  
**Grace Lewin**, Transaction Advisor, JLL

Bios for all individuals are linked in the Career Day Event Information email (sent 11/4/15).

The dinner will conclude by 7:00 PM.

### **7:00 PM – NETWORKING MEETUP AT BLACKFINN AMERIPUB (65 W. KINZIE STREET)**

We have reserved a space for this meetup so that you may continue to network and connect. Please note that this event is not sponsored by the Foundation.

## **Day Two – Friday, November 6, 2015**

---

### **7:45 AM – BREAKFAST and PRESENTATION, FOLLOWED BY SITE TOUR #2**

A Continental Breakfast will be available in the Grill Room on the 2<sup>nd</sup> Floor of the Standard Club. At the breakfast, there will be a presentation about our second site tour. After the presentation, we will go together to the site.

**8:30 AM - SITE TOUR #2 : CHICAGO ATHLETIC ASSOCIATION HOTEL (12 S. MICHIGAN)** – After the presentation at the Standard Club, we will walk as group to the Chicago Athletic Association Hotel.

The Chicago Athletic Association Hotel is a 122 year old Venetian Gothic Building. The former private members club closed in 2007 and was restored as a hotel which opened in 2015. The 11-story, 240 room hotel features interior design by the renowned Roman and Williams team and commanding views overlooking Millennium Park. The property is owned and managed by AJ Capital Partners.

We will Tour Cindy's (Rooftop), the Game Room (2nd & 3rd Floors) and the lobby.

The presentation and tour will be led by Jeff Broaden (AJ Capital Partners). His bio is linked in the Career Day Event Information email (sent 11/4/15).

After the site tour, please head back to the Standard Club.

### **11:00 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. Their bios are linked in the Career Day Event Information email (sent 11/4/15).

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. 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 Job Fair.

### **1:40 PM – JOB/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. Please feel free to bring your resume.

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

## 2015 CAREER DAY ROUNDTABLES

<b>Table #</b>	<b>Topic</b>	<b>Leaders</b>
1	<i>Brokerage (Investment Sales)</i>	Steven Weinstock, Marcus & Millichap Ben Wineman, Mid-America Real Estate Group
2	<i>Brokerage (Leasing)</i>	Samantha Spinell-Schnell, Mid-America Real Estate Group Marlon Stone, Stone North America
3	<i>Commercial Development 1</i>	Bill Shiner, Shiner Capital Partners
4	<i>Commercial Development 2</i>	Peter Eisenberg, Clark Street Real Estate
5	<i>Construction</i>	Scott DiGilio, RTM David Low, Clark Street Real Estate
7	<i>Legal</i>	Marty Becker, Becker Gurian Kevin Wolfberg, Schain Banks
8	<i>Lenders</i>	Ben Greazel, NGKF Michael Glandt, Fifth Third Bank
9	<i>REIT/Institutional Investment</i>	Guy Ponticiello, CBRE
10	<i>Residential</i>	Doug Bober, Lennar Multifamily Communities Moises Cukierman, Integrated Land Management
11	<i>International</i>	Vijay Jayaraman, Southport Growth Partners
12	<i>Industrial</i>	Ed Adler, Missner Group Larry Much, NAI Hiffman
13	<i>Office</i>	Alfred Klairmont, Imperial Realty Company Wayne Shulman, NGKF
14	<i>Medical Office</i>	Bill Dvorak, MedProperties Group
15	<i>Management</i>	Norris Eber, Abbell Associates Barry Millman, Horizon Realty Services
16	<i>Urban Planning</i>	Lynn Dubajic, Yorkville Economic Development Corporation John Lockerby, Village of Skokie
18	<i>Student Housing</i>	Dan Major, The Scion Group
19	<i>Women in Real Estate</i>	Ashley Szatkowski, Syndicated Equities