

REAL NEWS

A Publication of the Georgia State University Real Estate Alumni Group

October 2008



Buckhead Office Bus Tour!

Want to learn about the Buckhead construction boom? Well, now is your chance! The Real Estate Alumni Group is hosting its first networking event of the fall. Come join us as we visit different properties in Buckhead while sipping wines that capture the “essence” of each building.

The tour will include a kick-off networking event at Twist (Phipps Plaza), followed by a bus tour to each property, where developers will present the following buildings: Terminus 200; Phipps Tower; 3630 Peachtree; Two Alliance Center. The tour will culminate with an exclusive tour of Sovereign at 3344 Peachtree, Buckhead’s newest vertical mixed-use development, with a reception hosted by Regent Partners.

We look forward to seeing you all at the event on Oct. 8, starting at 4 p.m. Registration is open now and space is limited – register and learn more at www.gsu.edu/alumni!

Letter From the President

Dear fellow alumni:

It is with great excitement and anticipation that I begin my year as president of the Real Estate Alumni Group. I am so honored to have been chosen to lead this dynamic and talented group of individuals, and look forward to a year filled with many changes!

My first goal for the year was to take the organization to the next level by creating a two-tiered organization structure. In the past, our board members have been working board members, each person serving on a committee of one. With the level of programs and services we continue to offer to our alumni year after year, this structure had grown beyond manageable for most of our board members. We have created a platform which involves a strategic board and pushed the day-to-day operations of the organization down to a committee level.

That’s right: we now have committees! In fact, we now have eight different committees, which allow alumni like you an opportunity to get involved and focus on whatever they feel most passionately about. The number of actively involved alumni has grown to 31, from last year’s 14. So, we’re off to a great start!

The second goal I have for the year is to create a five-year strategic plan. We now have two major fund raising events per year – Views From the Top and Views From the Green – which require us to really think about where we are coming from and where we are trying to go. The board of directors will be working on this strategic plan throughout the year, and my hope is to be able to share this plan by the end of the Board Year.

Finally, I want to congratulate our golf tournament committee, chaired by Philippe Pellerin, for a job well done. This year’s tournament was better than ever, and we exceeded last year’s fund raising efforts by more than 30 percent! We had a near sell-out for the event, which I credit to our group’s numerous and diverse contacts and excellent networking skills.

Our next networking event is scheduled for Oct. 8 and will involve a tour of new office development projects in Buckhead. Register now – the bus is filling up!

Sara Smith
President, Georgia State Real Estate Alumni Group

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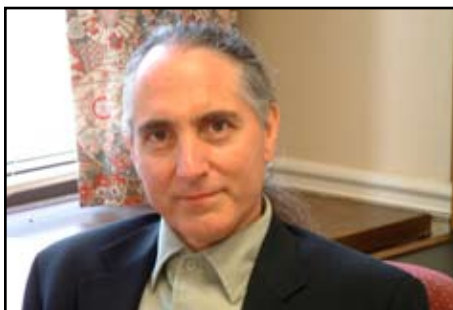
The Georgia State University Real Estate Alumni Group strives to serve and support the alumni, students and faculty of Georgia State University in ways that enhance their relationships with the real estate community and enable the Georgia State University Real Estate Department to become one of the nation’s premier real estate programs.



ALUMNI ASSOCIATION

Promote your company to Atlanta's top real estate professionals; become an REAG annual or event sponsor!

Contact Audrea Rease at audrea.rease@morganstanley.com for opportunities.



Letter from the Chairman

I hope that you are having a wonderful year and that the taxing economic conditions have not affected you too much. Recently, the College has developed significant career management resources which are available to all alumni, so if you have any need, please let us know how we can help.

The Department of Real Estate is not immune from financial trials, and, quite frankly, we would not be able to meet these challenges without you. You may know that we have struggled with insufficient staff support. We are now hoping we will soon be allowed to fill a staff position that has been vacant for over three years. Without the good will, the energy and the financial support of the Real Estate Alumni Board, the Honorary Board, and individual alumni acting singly and in concert, we couldn't do this. We also hope before long to replenish the ranks of our faculty depleted by recent retirements. Please keep your fingers crossed, and I'll keep you informed.

On a positive note, we are having another strong year. Demand for our degrees is muscular. Both Views From the Top and the Views From the Green golf tournament were well attended and remain great opportunities to exercise old relationships and build new ones. We celebrated the induction of Steven Selig into our REIAC/GSU Hall of Distinction, and our student teams in the REIAC Challenge impressed everyone with their creative BeltLine development proposals. The Department continues its program of actively engaging the professional community and looks to you for advice in how to make even more effective efforts to bring the real estate industry into our classrooms. Any suggestions?

In October we will be bringing Marvin Banks, retired CFO of Gables Residential, to campus as our distinguished lecturer at our career networking reception. I hope you can attend this event. It is open free of charge to all alumni and friends. Very few things are more important to our students than getting to meet and network with practicing real estate professionals like you.

Please consider joining your Real Estate Alumni Group. It's the best alumni group at Georgia State and a great way to get involved with the Department and stay in touch with your friends.

Julian

The 2008 - 2009 Real Estate Alumni Group Board of Directors

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Share Your News

If you have any news or announcements to share with other alums, please email Sara Smith at shsmith@crescent-resources.com. We look forward to hearing from you soon!



Get in on the Action!

Have you ever wondered how to get involved with your Real Estate Alumni Group? Well, now's your chance to get in on the action! The 2008-2009 Georgia State University Real Estate Alumni Group is actively seeking volunteers for the following committees:

- **University Relations**
- **Fundraising**
- **Membership**
- **Views From the Top**
- **Awards**
- **Sponsorship**
- **Communications**
- **Golf Tournament**

If you are interested in joining a committee, please contact Sara Smith at (404) 239-7262 or shsmith@crescent-resources.com.

Views From the Green



On June 9, the third annual Views From the Green golf tournament was hosted at Indian Hills Country Club in Marietta. The weather was beautiful, and the event grew 32 percent since last year, with 108 golfers teeing off, including several student golfers and many of our annual sponsors.

A special congratulations to this year's winners!

1st PLACE TEAM: Clayton Gunter, Will Clark, Tom Price

2nd PLACE TEAM: Bob Kontur, Will Killgore, Joe Zagranski

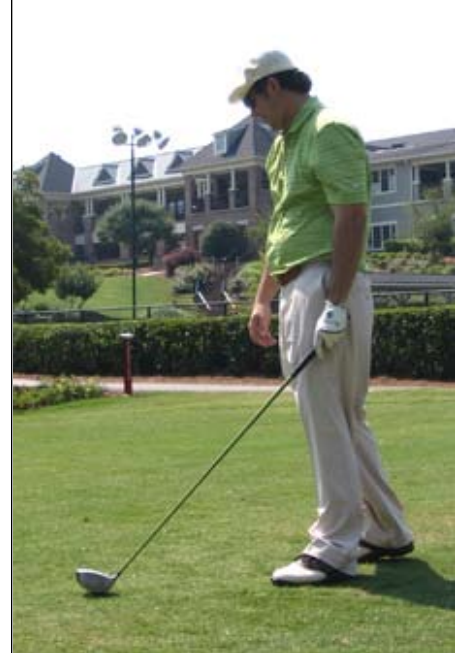
3rd PLACE TEAM: Jeff Shaw, Ryan Hoyt, John McClintock, Matt Rosenberg

CLOSEST TO THE PIN: Bob Kontur

MEN'S LONGEST DRIVE: Tom Price

LADIES' LONGEST DRIVE: Monetha Cobb

As always, we would like to thank all of our sponsors, including our Premier Sponsors, Jackson Oats Shaw and Troutman Sanders, whose generous support allows the Georgia State University Real Estate Alumni Group to make Views From the Green a success year after year.



CALENDAR OF EVENTS

Buckhead Office Bus Tour

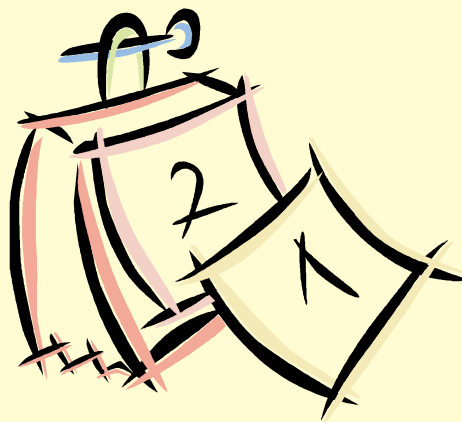
Wednesday, Oct. 8, 2008
4-7 p.m. (estimated end time)
Tour begins and ends at Twist (Phipps Plaza)

Holiday Party

December 2008
Further details coming soon

Views From the Top

Back to Basics
Jan. 13, 2009
Macy's Building (Downtown)



BECOME A FRIEND OF THE DEPARTMENT

If you would like to support the Real Estate Department in the J. Mack Robinson College of Business at Georgia State University, please make a contribution by credit card by going to www.gsu.edu/giving (Gift Designation: Choose *Other* and Write in *Real Estate*) or send your contribution by mail to:

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