

MARQUETTE UNIVERSITY CENTER FOR REAL ESTATE PRESENTS

13th ANNUAL

# NATIONAL REAL ESTATE STRATEGIES CONFERENCE

## REDEFINING REAL ESTATE

*The Interdisciplinary Approach to Real Estate Challenges*

WEDNESDAY, MAY 1, 2024 | 8 AM - 12 PM

ALUMNI MEMORIAL UNION | MARQUETTE UNIVERSITY

The Center for Real Estate's 13th annual Real Estate Strategies Conference explores the unique and groundbreaking strategies used by leading figures across various sectors of the industry, including investment, development, law, and construction. Attendees will have the unparalleled opportunity to gain insights from professionals renowned for their innovative approaches and transformative projects. Join 400 other real estate practitioners, alongside highly talented students, for an unforgettable event filled with networking, learning, and collaboration.

### KEYNOTE SPEAKER



**John Thomas**

Vice Chair of the Board, Healthpeak Properties, Inc.;  
Former President and Chief Executive Officer,  
Physicians Realty Trust

### SPECIAL GUEST



**Shaka Smart**

Men's Head Basketball Coach,  
Marquette University

### PANEL SPEAKERS



**Deshea Agee**

Vice President  
Emem Group



**Bill Loftus**

President  
SPACECO



**Barry Mandel**

Chairman and CEO  
Mandel Group



**Gina Stilp**

Executive Director  
Zilber Family Foundation

### REGISTRATION

Registration for this event is available [online](#).

### SPONSORSHIP OPPORTUNITIES AVAILABLE

# BOARD OF DIRECTORS

## CENTER FOR REAL ESTATE

### 2024 ADVISORY BOARD MEMBERS

The 2024 Center for Real Estate Advisory Board is chaired  
by **Michael Riopel**, Northwestern Mutual

**Peter Adreani**  
Norwood Builders

**Stefanie Bachrach**  
Associated Bank

**Betty Bell**  
Pabst Farms Development

**Peter P. Bell**  
First Realty Company

**Scott Benedetto**  
Stonemont Financial Group

**David Binder**  
MLG Capital

**Margaret Blair**  
Colliers International

**Patrick Biernacki\***  
Millennial Residential

**Brendan Bush**  
M3 Insurance

**Trisha Connolly\***  
Trish Connolly LLC

**Allison Curtin**  
Barchetta Real Estate Advisors

**Jim Devine**  
Newcastle Properties

**Steve Disse\***  
Colliers International

**Norris Eber**  
EBER | CRE Advisory Services

**John Feeney**  
The Boulder Group

**Brett Ferullo**  
Northwest Construction

**Aaron Hodgdon**  
The Hodgdon Group

**Christopher Hughes**  
Cypress Holdings

**George Justice**  
Town Bank / Wintrust

**Michael Klein**  
Klein Development

**David Krill**  
Marquette University  
(Associated Bank – retired)

**Danny Letter**  
Prologis

**Bill Loftus**  
SPACECO, Inc.

**Jen Manna**  
Healthpeak Properties

**Austin Mautz**  
Fiduciary Real Estate

**Theron May**  
Imperial Realty Company

**David Mayhood**  
The Mayhood Group

**Kyle McElwee**  
Prime Finance

**Molly McShane\***  
The McShane Companies

**Jonathan Mulcahy**  
Zilber Ltd.

**Kevin Newell**  
Royal Capital Group

**C. Michelle  
Panovich\***  
MichDon Properties

**John Petrovski\***  
BMO Harris Bank (retired)

**Michael Riopel**  
Northwestern Mutual

**Brandon Rule**  
Rule Enterprises LLC

**William A. Shiel**  
Shiel Realty Advisors  
(Walgreens – retired)

**Andy Sinclair**  
Midloch Investment  
Partners

**Kevin Smith**  
Marquette University  
(Prudential Real Estate  
Advisors - retired)

**Gina Stilp**  
Zilber Family Foundation

**Ted S. Stratman**  
Interra Realty LLC

**Kathryn Sugrue**  
Core Spaces

**Kyle Sweeney**  
Flagship Healthcare Properties

**Manny Vasquez**  
NAI Pfefferle

**Perry Vieth\***  
Ceres Partners

**Anne Wal**  
von Briesen & Roper, s.c.

**Michael Wanezek**  
Colliers International

**Greg Warsek**  
Associated Bank

**Scott Yauck**  
Cobalt Partners LLC

*\*Denotes member of the Investment Committee for the Real Estate Asset Program (REAP)*

# SPONSORSHIP IMPACT

## YOUR SPONSORSHIP HAS A DIRECT IMPACT ON STUDENTS

The Strategies Conference and Gala combine to deliver half of the Center for Real Estate's revenue in a typical year. All proceeds go to support the success of our students and the impact our program can provide to the real estate community.

### Special Programs

Case competitions, MKE CRE Summer High School Immersion Camp, and the ACRE Program are all cornerstones of the Marquette real estate student experience



# 4th

Largest major in the College of Business (out of 12), one of Marquette's fastest growing majors

## NATIONALLY RANKED #12 (2024)

U.S. News & World Report "Best Undergraduate Real Estate Programs"



### Site Tours

Students tour the Baird Center convention center expansion project in downtown Milwaukee.



# 99%

Job Placement of May Graduates from 2012 to present.

### Student Trips

Students travel to the ICSC 2023 Convention in Las Vegas.

# SPONSORSHIP OPPORTUNITIES

All sponsors will receive promotional benefits. Registrations for the conference are at a market rate, with more than 300 professionals expected during the event. Please join us and make an impact on the success of our program and students!

	CRE Annual Sponsor (\$20,000)	Platinum Sponsor (\$10,000)	Gold Sponsor (\$5,000)	Silver Sponsor (\$2,500)	Blue Sponsor (\$1,500)
Opportunity to customize perks based on the sponsor's interests, including speaking opportunities, guest-lectures, and special access to student-focused events and career functions		✓			
Full-slide recognition on-screen during the Real Estate Strategies Conference		✓			
Special episode feature on the student-led Marquette Commercial Real Estate Club podcast.		✓			
Special recognition via a student "Thank You" video posted to social media (LinkedIn, Instagram, Twitter)		✓	✓		
Executive feature on REALM Network's alumni blog, with additional promotion through social media (LinkedIn, Instagram, Twitter)		✓	✓		
Company logo recognition included in the Center for Real Estate annual report		✓	✓		
Company logo recognition on-screen at the conference and on the event website		✓	✓	✓	
Company logo included at bottom of conference email invitations sent to 4,500+ professionals for six weeks (April - May)		✓	✓	✓	
Number of invitations to special post-conference lunch with our conference keynote speaker and the Center for Real Estate Advisory Board members		2	1	1	-
Number of tickets to the conference, including a reserved table for the sponsor's guests and table signage recognition at the event visible to participants		8	8	8	8
Company name recognition on-screen at conference		✓	✓	✓	✓
Company name included at bottom of conference email invitations sent to 4,000+ professionals for six weeks (April - May)		✓	✓	✓	✓
Company name recognition and company website link on event website		✓	✓	✓	✓

**This opportunity includes special benefits. See box below for additional information.**

## CRE Annual Sponsorship (\$20,000)

CRE Annual Sponsors provide unmatched support to the Center and our students throughout the year. CRE Annual Sponsors are recognized prominently at all major events and receive special benefits, including:

- All benefits at the Platinum Level for the Strategies Conference
- Special recognition in all CRE marketing emails (emails reach 1,000 - 4,000 professionals each; 25+ emails/year)
- Special sponsorship recognition at all major CRE events, including the Golden Eagle Gala, Wisconsin Residential Real Estate Summit, and the Chicago Real Estate Leadership Breakfast
- Customized and co-branded video content celebrating the sponsor's partnership with the CRE
- Membership invitation opportunities with the Center for Real Estate Advisory Board and REALM Network Board
- Unique student access including special events, recruiting preference, and guest-lecture and speaking opportunities
- Event speaking and panelist opportunities
- Research collaboration opportunities with Marquette faculty, including the Bell Chair in Real Estate
- Special recognition on the Center for Real Estate website

# SPONSORSHIP REGISTRATION FORM

## 2024 NATIONAL REAL ESTATE STRATEGIES CONFERENCE

**TO BE RECOGNIZED AS A SPONSOR** please complete, scan and email this form to:  
Layne Collins, Marquette University Center for Real Estate at [layne.collins@marquette.edu](mailto:layne.collins@marquette.edu)  
For more information call (414) 288-7940 or visit [www.mu.edu/cre](http://www.mu.edu/cre).

### Sponsorship Level Payment Preference

Please indicate your desired sponsorship level below.

- CRE Annual Sponsorship (\$20,000)
- Platinum Sponsorship (\$10,000)
- Gold Sponsorship (\$5,000)
- Silver Sponsorship (\$2,500)
- Blue Sponsorship (\$1,500)

Note: Your sponsorship contribution is tax-deductible to the fullest extent permitted by the law.

### Company Information

Please complete the form fields below.

**Company Name:** \_\_\_\_\_

**Sponsor:** \_\_\_\_\_

This is the name as you would like it to appear on promotional materials.

**Logos:** for Silver sponsors and higher please email a hi-res logo in .jpg or .png format to [melanie.roepke@marquette.edu](mailto:melanie.roepke@marquette.edu)

**Company Website:** \_\_\_\_\_

**Contact Person (Name):** \_\_\_\_\_

**Email:** \_\_\_\_\_

**Phone:** \_\_\_\_\_

**Company Address:** \_\_\_\_\_

**City:** \_\_\_\_\_ **State:** \_\_\_\_\_ **Zip:** \_\_\_\_\_

**Checks** can be made out to “**Marquette University Center for Real Estate**” and

mailed to the following address:

Marquette University

Attn: Layne Collins

1250 W. Wisconsin Avenue, Suite 421

Milwaukee, WI 53233

### Credit Card

To pay by credit card, please follow the below instructions:

1. Follow this link and then continue on to Marquette’s giving page:  
<https://give.marquette.edu/make-a-gift/real-estate-sponsorship>
2. Type in the amount of the sponsorship payment
3. Fill out your contact information and select “Continue”
4. Enter your credit card information.
5. You should receive a confirmation email. Please forward this email to Layne Collins ([layne.collins@marquette.edu](mailto:layne.collins@marquette.edu)) to be confirmed as a sponsor.

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UNIVERSITY

College of Business Administration  
Center for Real Estate

[www.mu.edu/cre](http://www.mu.edu/cre)