

2011 PREA Scholarship &

2011 PREA Scholarship Recipients

PREA has awarded more than \$500,000 to 179 undergraduate and graduate students concentrating in real estate studies at 46 academic institutions in the United States and Canada. We congratulate the following 2011 scholarships recipients.



Nathan Beck is a 2012 MBA candidate at Brigham Young University. He earned a Bachelor of Science in business management from BYU in 2008. Since the spring, Beck has been an intern at both Zions Bancorporation and the University Venture Fund. From 2006 to 2010, he worked as an office specialist in commercial real estate at NAI Commercial Real Estate, where he performed cash flow modeling, conducted analyses, and headed the acquisitions team for the Dakota Investment Group. He is an ARGUS-certified real estate analyst.



Traci Brooks is a 2013 MBA candidate at the Kellogg School of Management at Northwestern University, focusing on real estate and finance. Prior to Kellogg, she worked as the capital assets team leader at Sandia National Laboratories. She was also a computer systems analyst at the same company. In 2008, Brooks graduated magna cum laude from the University of New Mexico, where she earned a Bachelor of Business Administration degree with concentrations in finance and management information systems. Upon graduation from Kellogg, she plans to use her diverse background to develop residential properties and improve the information systems used in real estate.



Devin Duffy is a 2012 MBA candidate at the Kellogg School of Management at Northwestern University and serves as president of the Real Estate Club. Prior to business school, Duffy was a consultant in the Transaction Advisory Services practice at Ernst & Young LLP, where he served clients in the real estate and financial services industries.

This past summer, he interned at Heitman LLC in Chicago. Duffy earned a BBA with distinction in real estate and finance from the University of Wisconsin.



Matthew Giannanco is a 2013 MBA candidate at Columbia Business School. He earned a Bachelor of Science degree in finance with distinction from Pennsylvania State University. Prior to attending graduate school, he worked in Ernst & Young's Transaction Real Estate practice in New York City. There, Giannanco was primarily involved in restructuring advisory work for a large foreign bank's commercial real estate lending portfolio. He personally led the advisory work, strategy development, and financial analysis on a \$300 million portion of the client's portfolio with collateral located in the Washington, DC, area. He also was involved in buy-side real estate loan portfolio due diligence, underwriting, and cash flow modeling, leasehold valuation analyses, and appraisal reviews for financial reporting purposes.



Kristen Hunter is a first-year doctoral candidate in real estate finance and urban development at the Harvard University Graduate School of Design, where she earned an MDesS with distinction in real estate development and project management. As a teaching associate there, she concurrently authored a series of case studies for the U.S. General Services Administration Public Buildings Service. She received the Gerald M. McCue medal for highest overall academic record and the Ferdinand Colloredo-Mansfeld Prize for superior achievement in real estate studies. She holds an MA in medieval Chinese history from Cornell University and an AB cum laude

in East Asian languages and civilizations from Harvard University. She is a licensed construction supervisor, real estate broker, and LEED Accredited Professional.



Herbert H. McClary is a second-year graduate candidate pursuing a Master of Science in real estate finance at New York University's Schack Institute of Real Estate. He spent last summer performing financial analysis at Bank of America while participating in the Commercial Real Estate Banking internship program. Prior to enrolling in NYU, he worked for a private real estate developer in Durham, NC, focusing on repositioning blighted tobacco warehouses into mixed-use commercial space. McClary earned a BA from the University of North Carolina at Chapel Hill in 2008 after serving four years in the United States Army Airborne Corps. This fall, he will intern at Ackman-Ziff, a real estate capital advisory firm, and travel to Haiti to propose initiatives supporting the rebuilding efforts in Port-au-Prince.



Joel Munoz graduated from the University of Nevada in 1995 with a BS in finance, earned an MSBA in finance from San Diego State University in 1999, and is currently an MSRE candidate in the University of San Diego's real estate graduate program. He works as an assistant project manager and community marketing associate with Chelsea Investment Corporation, assuming a wide array of responsibilities, from site feasibility analysis and project underwriting to managing new community lease-ups. He also has an extensive finance background, including fixed income securities portfolio management, 401(k) portfolio administration, cash management, and other treasury-related areas.

Grant Recipients

2011 PREA-Toigo Fellowship Grant Recipients

For the past seven years, PREA has collaborated with the Robert Toigo Foundation to support the education and professional development of minority students pursuing careers in real estate. PREA congratulates the 2011 recipients of the PREA-Toigo Fellowship Grants.



Toby Veit is enrolled in the part-time MBA program at Northwestern University's Kellogg School of Management, majoring in

finance, strategy, and entrepreneurship and innovation. He has worked in commercial real estate for seven years, primarily in acquisitions and dispositions. Veit earned a BBA from the University of Wisconsin-Madison, majoring in real estate and urban land economics at the James A. Graaskamp Center for Real Estate. He serves as the vice president of the Kellogg Real Estate Club, is a board member for the Chicago chapter of the NAIOP Developing Leaders program, and is involved in ICSC and YREP. He is also on the board of the Inner-City Education Program, a nonprofit organization that provides educational scholarships to underprivileged Chicago-area youth hockey players.



Joshua Weisenfeld is a 2012 Master of Science in Real Estate candidate at the University of Florida. He earned an undergraduate

degree in business administration, cum laude, from the University of Florida in 2007. He worked as a development associate for Treister Design & Development, a real estate development company in Miami, on a new luxury, mixed-use condominium project in downtown Coral Gables, FL. Upon substantial completion, Weisenfeld coordinated all the closings and served as the lead salesperson. He is a Florida licensed real estate sales associate and community association manager and a current member of CCIM, ULI, ICSC, and NAIOP. Upon graduation from UF's MSRE program, he will have completed 75% of the CCIM candidate designation and will be both ARGUS and Bloomberg certified.



Randall Drain is a second-year MBA candidate at Wharton Business School, where he is pursuing a dual major in finance and real

estate. A Deutsche Bank fellow last summer, he interned with DB's Real Estate Investment Banking group, working on an initial public offering and asset disposition. Before pursuing his MBA, Drain worked for the Securities Industry and Financial Markets Association, where he represented the trade association's members throughout the Dodd-Frank bill's legislative process. Prior to SIFMA, he was an analyst at PNC Realty Investors, where he managed direct real estate investments on behalf of pensioners affiliated with the American Federation of Labor and Congress of Industrial Organizations. Drain earned a BA at Duke University, where he was a public policy studies major and a Robertson Scholar.



Cameron Johnson is a 2012 MBA candidate at Harvard Business School. During his first year, he participated in the 2011 Urban Land Institute Gerald D. Hines Student Urban Design Competition, which entailed completing a redevelopment plan for a Seattle neighborhood. Johnson recently held internships at Forest City Enterprises in

Washington, DC, where he helped develop investment strategies for Latin America, and at Abraaj Capital in Dubai, where he worked to make real estate investments in the Middle East and Africa. Prior to graduate school, Johnson was an acquisitions analyst at Walton Street Capital, a real estate private equity firm. He began his real estate career analyzing REITs within global investment research at Goldman Sachs. Johnson earned a BS with distinction from Cornell University.



Coleman Skeeter is a second-year MBA student at Columbia Business School. Last summer, he interned at New Island Capital, a San Francisco-based impact investment firm focused on sustainable real assets. Prior to business school, he worked at MacFarlane Partners, a minority-owned real estate private equity firm. There, Skeeter focused on underwriting, due diligence, acquisition, and management of real estate assets. Before MacFarlane, he worked in investment banking at UBS. Skeeter graduated with honors from Morehouse College.