

JAMES A. GRAASKAMP COLLECTION OF TEACHING MATERIALS

IV. UW REAL ESTATE ALUMNI ASSOCIATION

C. Fieldtrips

3. Chicago, April, 1983. Includes Itinerary, Correspondence and Thank You Letters after the Trip



REAL ESTATE CLUB FIELD TRIP SCHEDULE
April 22 & 23, 1983, Chicago

FRIDAY, April 22

- 6:00 a.m. Depart Memorial Union
- 9:00 a.m. - 11:45 a.m. Tour of One South Wacker Drive, a newly completed office building project developed by Metropolitan Structures.
- 11:45 a.m. - 1:30 p.m. Heitman Financial Services will sponsor a lunch and a guest speaker.
- 1:30 p.m. - 2:00 p.m. Walk from 180 North LaSalle St. to the National Association of Realtors conference rooms at the Marriott Hotel, 540 North Michigan Ave. (Appr. Eight Blocks).
- 2:00 p.m. - 3:30 p.m. Bernard Ury of Bernard E. Ury & Associates and Jerry Davis of the Chicago Sun-Times, will present a seminar entitled, "Working with the Media". National Association of Realtors, 540 North Michigan Ave.
- 3:30 p.m. - 4:30 p.m. Jay Strauss of the Abacus Group will speak on "The Current Real Estate Finance Market".
- 4:30 p.m. - 5:30 p.m. Students will walk from the Marriott Hotel to the Hyatt Regency Hotel, 151 East Wacker Dr. (appr. four blocks), to check in and briefly rest.
- 5:30 p.m. - 6:30 p.m. Cocktail Hour at Corona Cafe', 501 North Rush St.
- 6:30 p.m. - ? Brad Olsen of Richard Ellis, Inc., will discuss "Pension Fund Investing".

SATURDAY, April 23

- 8:45 a.m. - 9:45 a.m. A breakfast meal (coffee and rolls) featuring U.W. alumni who will be discussing job opportunities and career choices with students.
- 9:45 a.m. - 10:00 a.m. Load the bus and ride to 205 West Randolph.
- 10:00 a.m. - 11:30 a.m. Tour the 205 West Randolph building, a successful office rehab project. The developer, Gene Shapiro, will discuss how office rehab differs from new construction.
- 11:30 a.m. - 12:30 p.m. Lunch at Popeye's Chicken. Courtesy of Gene Shapiro.
- 12:30 p.m. - 3:00 p.m. Tour Fox Valley Villages, Aurora, Il. The largest and fastest growing planned community in the metropolitan Chicago area.
- 3:00 p.m. - Return to Madison.

3/30/83





c/o John Oharenko, Baird & Warner, Inc.
115 South LaSalle Street, Suite 1700
Chicago, Illinois 60603

From: John Oharenko, Program Coordinator (312)368-1855

For: The University of Wisconsin Real Estate Alumni
Association, Chicago Chapter

FOR IMMEDIATE RELEASE (March 31, 1983)

UNIVERSITY OF WISCONSIN REAL ESTATE ALUMNI TO SPONSOR FIELD TRIP

The University of Wisconsin Real Estate Alumni Association (Chicago Chapter) will be sponsoring a student field trip on April 22nd and 23rd. The Chicago Alumni Chapter is the largest (approximately 80 members) and most active chapter of the University of Wisconsin Real Estate Program network, one of the leading universities specializing in real estate. The alumni have arranged for graduate and undergraduate real estate students to arrive from Madison, Wisconsin to tour the Chicagoland real estate market and attend lectures and seminars hosted by some of Chicago's most respected real estate professionals.

Some of the highlights of this trip will include:

Sam Budwig, Director of Leasing for Metropolitan Structures, Inc. and Harvey Walken, President of Harvey Walken Co., will provide the students with a guided tour of the Merchantile Exchange Building and One South Wacker Drive, two of Chicago's newest downtown office buildings.

Jerry Davis, Chicago Sun-Times Real Estate Editor, and Bernard Ury,

- more -





President of Bernard E. Ury & Associates, will discuss how the real estate professional can establish good public relations skills and work with the media.

Norman Perlmutter, Chairman of the Board for Heitman Financial Services, Inc. will review foreign investment activity in the United States real estate.

Gene Shapiro, Manager of the 205 Venture, will present a tour of the 205 West Randolph Building, a successful office building rehab project.

Jay Strauss, President of the Abacus Group, will speak about the real estate finance markets.

Bradley Olsen, Senior Vice President of Richard Ellis, Inc. will lecture on pension fund investing activities in the Chicagoland area.

Ralph Kristensen, General Manager of Aurora Venture, Inc. will present a tour of Fox Valley Villages, one of the most successful planned communities in the Chicago area.

Students, alumni and guests are invited to attend the field trip banquet on April 22nd, 6:30 p.m. (5:30 p.m. cocktail hour), at Corona Cafe', 501 Rush Street. Donation \$16.00 per person. For information and reservations, contact John Oharenko, Baird & Warner, Inc. 368-1855.

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Baird & Warner

March 31, 1983

Dr. James A. Graaskamp
202-A North Breese Terrace
Madison, WI 53705

Dear Chief:

Everything is moving according to schedule.

As per our phone conversation, enclosed are the following items for the field trip:

- Bernard Ury's outline of "The Media and Real Estate" seminar, along with a sample successful news release.
- A copy of the press release for the field trip.
- The final schedule for the real estate students.

As I had mentioned before, this will undoubtedly be our most successful field trip. All of the speakers have been extremely helpful and cooperative in creating this event.

Good luck and I'm looking forward to seeing you soon!

Sincerely,



John M. Oharenko
Program Coordinator

JMO:ak

enc.

cc: Sam Budwig *x - Met structures*
Jerry Davis *x Chicago Sun Times*
Ralph Kristenson *FOX Valley Villages - Aurora*
Bradley A. Olsen *x Richmond Ellis*
Norman Perlmutter *x Heithaus*
Gene Shapiro *→ ABACUS GROUP*
Jay Strauss *x*
Bernard Ury *Bernard Ury and Assoc.*
Harvey Walken



The Prudential Insurance Company of America

Real Estate Investment Department

Midwest Division Office

Suite 3800, Prudential Plaza

Chicago, Illinois 60601

Telephone: 312-861-4825

File 50

PAT WALSH

James J. Ablan

General Manager,

Real Estate Operations

April 11, 1983

Mr. Tim Lindgren, General Manager

Hyatt Regency Chicago Hotel

151 E. Wacker Drive

Chicago, Illinois 60601

312 565 1234

Re: University of Wisconsin
Real Estate Club
Student Field Trip

Dear Mr. Lindgren:

In keeping with our phone conversation of today, I am pleased that the Hyatt will again accommodate the students during their annual field trip by providing the following:

Friday, April 22nd: 5 double - doubles
8 twins

Thurs., April 21st and Friday, April 22nd: A two-bedroom suite, of which one bedroom will be a twin and one bedroom will be a king, to accommodate handicapped, if possible.

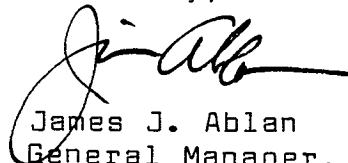
As we discussed there will be a flat rate of \$50 per room. Thank you for allowing the complimentary suite for Professor James A. Graaskamp.

Please bill the rooms to: James A. Graaskamp
University of Wisconsin
School of Business, Room 118
115 Observatory Drive
Madison, Wisconsin 53706

American Express 3781 215754 81005
Expiring 7/83

If there are any questions please call me. Thank you for your hospitality.

Sincerely,



James J. Ablan
General Manager, REO

cc: J. A. Graaskamp

May 2, 1983

Sam Budwig
Metropolitan Structures
111 E. Wacker Drive
Chicago, IL

Dear Sam:

On behalf of the U.W. Real Estate Club we would like to express our thanks for your contribution to last weekend's field trip. Viewing actual real estate projects is a great complement to our academic training. The opportunity to get out of the textbook and into the real world was a tremendously valuable experience. Student reaction was nothing but positive, and your efforts are greatly appreciated.

We realize how busy you are and thank you for taking the time to share your project with us.

Sincerely,

Real Estate Club

April 29, 1983

Gene Shapiro
205 W. Randolph
Chicago, IL 60606

Dear Mr. Shapiro:

On behalf of the U.W. Real Estate Club we would like to express our thanks for your contribution to last weekend's field trip. Viewing actual real estate projects is a great complement to our academic training. The opportunity to get out of the textbook and into the real world was a tremendously valuable experience. Student reaction was nothing but positive, and your efforts are greatly appreciated.

We realize how busy you are and thank you for taking the time to share your project with us.

Sincerely,

Real Estate Club

April 29, 1983

Harvey Walken & Company
1 N. Wacker Drive
Chicago, IL 60606

Dear Sir:

On behalf of the U.W. Real Estate Club we would like to express our thanks for your contribution to last weekend's field trip. Viewing actual real estate projects is a great complement to our academic training. The opportunity to get out of the textbook and into the real world was a tremendously valuable experience. Student reaction was nothing but positive, and your efforts are greatly appreciated.

We realize how busy you are and thank you for taking the time to share your project with us.

Sincerely,

Real Estate Club

April 29, 1983

Charles Chandler
c/o Continental Equity
101 N. Wacker Drive
Chicago, IL 60606

Dear Mr. Chandler:

On behalf of the U.W. Real Estate Club we would like to express our thanks for the time and effort that you contributed to last weekend's field trip. Student reaction to the activities and speakers has been nothing but positive. The existence of such a supportive alumni group in Chicago is a great advantage to all of us in the program. We realize how busy you are and we greatly appreciate your taking the time to give us a sample of "real world" real estate.

Thanks again for your support.

Sincerely,

Real Estate Club

April 29, 1983

John Oharenko
o/o Baird & Warner
115 S. LaSalle Street
Chicago, IL 60603

Dear Mr. Oharenko:

On behalf of the U.W. Real Estate Club we would like to express our thanks for the time and effort that you contributed to last weekend's field trip. Student reaction to the activities and speakers has been nothing but positive. The existence of such a supportive alumni group in Chicago is a great advantage to all of us in the program. We realize how busy you are and we greatly appreciate your taking the time to give us a sample of "real world" real estate.

Thanks again for your support.

Sincerely,

Real Estate Club

April 29, 1983

Jim Ablan
Prudential Insurance Company of America
Prudential Plaza
Chicago, IL 60601

Dear Jim:

On behalf of the U.W. Real Estate Club we would like to express our thanks for the time and effort that you contributed to last weekend's field trip. Student reaction to the activities and speakers has been nothing but positive. The existence of such a supportive alumni group in Chicago is a great advantage to all of us in the program. We realize how busy you are and we greatly appreciate your taking the time to give us a sample of "real world" real estate.

Thanks again for your support.

Sincerely,

Real Estate Club

April 29, 1983

Bernard Ury
Bernard E. Ury & Associates, Inc.
307 N. Michigan Avenue
Chicago, IL 60606

Dear Mr. Ury:

On behalf of the U.W. Real Estate Club we would like to thank you for addressing our group last weekend. Student reaction to the trip was very positive, due in large part to your contribution. We sincerely hope that we may have the opportunity to hear you speak again, perhaps at one of our club meetings.

We realize how busy you are and we greatly appreciate your taking the time to address our group.

Sincerely,

Real Estate Club

April 29, 1983

Jay Straus
The Abacus Group
115 N. LaSalle
Chicago, IL 60606

Dear Mr. Straus:

On behalf of the U.W. Real Estate Club we would like to thank you for addressing our group last weekend. Student reaction to the trip was very positive, due in large part to your contribution. We sincerely hope that we may have the opportunity to hear you speak again, perhaps at one of our club meetings.

We realize how busy you are and we greatly appreciate your taking the time to address our group.

Sincerely,

Real Estate Club

May 2, 1983

Jerry Davis
Chicago Sun Times
401 N. Wabash Avenue
Chicago, IL

Dear Mr. Davis:

On behalf of the U.W. Real Estate Club we would like to thank you for addressing our group last weekend. Student reaction to the trip was very positive, due in large part to your contribution. We sincerely hope that we may have the opportunity to hear you speak again, perhaps at one of our club meetings.

We realize how busy you are and we greatly appreciate your taking the time to address our group.

Sincerely,

Real Estate Club

April 29, 1983

Bradley A. Olsen
Richard Ellis
Standard Oil Building
200 E. Randolph Drive
Suite 6545
Chicago, IL 60601

Dear Mr. Olsen:

On behalf of the U.W. Real Estate Club we would like to thank you for addressing our group last weekend. Student reaction to the trip was very positive, due in large part to your contribution. We sincerely hope that we may have the opportunity to hear you speak again, perhaps at one of our club meetings.

We realize how busy you are and we greatly appreciate your taking the time to address our group.

Sincerely,

Real Estate Club

May 2, 1983

Ralph Kristenson
Fox Valley Villages
Suite 121
4260 Westbrook Drive
Aurora, IL 60505

Dear Mr. Kristenson:

On behalf of the U.W. Real Estate Club we would like to express our thanks for your contribution to last weekend's field trip. Viewing actual real estate projects is a great complement to our academic training. The opportunity to get out of the textbook and into the real world was a tremendously valuable experience. Student reaction was nothing but positive, and your efforts are greatly appreciated.

We realize how busy you are and thank you for taking the time to share your project with us.

Sincerely,

Real Estate Club

**UNIVERSITY OF WISCONSIN SCHOOL OF BUSINESS
REAL ESTATE CLUB**

1155 Observatory Drive, Madison, Wisconsin 53706, 608-262-6378

February 11, 1983

James A. Graaskamp
202 North Breese Terrace
Madison, WI 53705

Dear Chief:

On behalf of the Real Estate Club and ourselves, we would like to thank you for speaking at the spring kickoff meeting and for your participation in the Milwaukee Field Trip. You have always contributed incredible amounts of time and energy to the real estate program, not only through the hectic lecture pace you set for yourself, but even in the details like participation in real estate club functions and the maintenance of an unrivaled alumni program. Your attention to such details is warmly appreciated.

Sincerely,

Jonathan Cavan
President



Jeff Cavanaugh
Vice President



Sue Bonifas
Secretary/Treasurer



*First Thank you note
I ever got!*

JC:JC:SB/jms

*Thank you for
being an
outstanding class.
Chief.*