



THE GRADUATE REAL ESTATE SOCIETY'S  
**The Real Estate Journal**

**McCOMBS  
SCHOOL OF  
BUSINESS**  
The University  
of Texas at Austin

May 29, 2002

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*The Graduate Real Estate Society (the GRES) is a student-founded organization with the purpose of educating, encouraging, and assisting students with future careers and interests in real estate. It works in coordination with the Center for Real Estate Finance (CREF) at UT and relies solely upon the financial contributions from its members, the CREF and people like you. Become a GRES supporter today by sending your contribution to: The GRES, C/O: Alan Schoellkopf, 405 Towne Park Trail, Austin, Texas 78751.*

*You make the difference.  
Thank you.*

## McCombs Announces a New Dean: Dr. George Gau

By Alan Schoellkopf, President, MBA '03

The man who created a nationally recognized real estate program at UT is about to take us to another level. On Friday, May 24, Dr. George Gau was announced as 9<sup>th</sup> dean of the McCombs School of Business succeeding Dr. Bob May. Dean Gau, who has been heavily pursued by other top business schools, founded the Center for Real Estate Finance (CREF) in 1999.



*Golfers Kenneth Aboussie, Jonathan Tate, Dean George Gau, and Alan Schoellkopf at the GRES Golf Tournament.*

Prior to the announcement, Dean Gau has been chairman of UT's Finance department since 1992. Additionally, Dean Gau has served as the George S. Watson Centennial Professor in Real Estate since 1988. A few of his achievements include creating and raising funds for:

- Center for Real Estate Finance (\$2.1 million in donations from 36 real estate firms and individuals),
- MBA Investment Fund (\$9.3 million in capital from 66 investors),
- EDS Financial Trading & Technology Center (\$8.5 million in contributed money & equipment from 48 donors),
- Center for Energy Finance Education and Research (\$2 million endowment and \$100,000 in annual donations from 8 firms),
- AIM Investment Center (\$4 million endowment), and
- AIM Trading Room and Reading Room (\$1.5 million gift from 59)

Dean Gau earned his Ph.D. from the University of Illinois where he also received his M.S. and B.S. degrees. He has written over 43 real estate articles in academic and professional journals, and authored one book. On behalf of the GRES, we are very proud of him and wish him the very best. Top 10 - here we come...

### *Friends of the Graduate Real Estate Society*

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***Thank you for making a difference!***

### NEWS ON THE RUN



#### [GRES/URES Golf Tourney at Forest Creek Golf Club](#)

Over 90 players hacked away at the Forest Creek' links for the GRES's first golf tournament on April 19, 2002. A special thank you goes to our friends at: **Lincoln Property Company, Guaranty Bank, Transwestern, and Plains National Bank Financial.**

#### [Developer Carl Panattoni speaks to the GRES](#)

On April 11, 2002, the nation's largest industrial developer, Carl Panattoni, owner of Panattoni Development Company, spoke to the GRES and treated them to Sullivan's steakhouse. *See more on back page.*

#### [The Texas Real Estate Challenge](#)

The GRES has taken point on establishing the first Texas-based real estate competition between top business schools. The competition will involve a study of a development project in Austin, Dallas or Houston. Rice University has accepted the challenge - SMU has expressed fear. Mark your calendars for November 15, 2002.

#### [GRES goes overseas at MIPIM conference in Cannes, France](#)

The GRES participated at MIPIM, the International Property Market annual conference held in Cannes in March 2002. Carlo Matta (Class of 2002) details the events on the back page.

#### [CREF Mentor Program: Big Bang](#)

Angela Dorsey, assistant director of the CREF, started an exciting new Mentor Program this spring that puts MBA students face to face with some of the industry's most talented professionals. We appreciate the members of the CREF who volunteered to mentor.



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## CEO Carl Panattoni treats the GRES

By Adam Gates, Vice President, MBA '03



**April 11, 2002** - The GRES Speaker Series continued with Carl Panattoni (pictured left) of Panattoni Development Company. Mr. Panattoni is one of the largest developers of industrial space in the country completing over 65 million SF. Based out of Sacramento, Panattoni Development Company has offices across the country and has been in business since 1986.

Mr. Panattoni spoke to the GRES about how he started his business and gave a candid overview of his company and its structure. Besides many gems of real estate wisdom, Mr. Panattoni offered some very sound advice not often spoken in the MBA world. Mr. Panattoni pressed upon the GRES to do what you love and not to worry about the money. He stated that this is how he's gone about his professional life and that he could not see himself quitting any time soon because he likes the work that he does too much. After his talk, Mr. Panattoni treated several members of the GRES to a wonderful dinner at Sullivan's Steakhouse. We greatly appreciate his interest in the GRES.

## GRES Spring Golf Tournament!

By Kenneth Aboussie, Vice-President, MBA '03

**April 19, 2002** - The GRES hosted their *Inaugural GRES Spring Golf Tournament* with great success. On a beautiful spring day, 92 golfers composed of both real estate professionals and MBA students participated in the four-man scramble tournament at Forrest Creek Golf Course. The tournament was Co-Chaired by GRES officers Kenneth Aboussie, John Fainter and Alan Schoellkopf.



*Fellow GRES members enjoy McCombs' largest golf tournament ever hosted.*

The goal of the tournament was to raise money for the GRES as they plan real estate related events for the upcoming fall semester. These events include real estate property tours, career fairs and the Texas Development Challenge.

The success of this tournament was made possible due to the support of our corporate sponsors: **PNB Financial, Lincoln Property Company, Transwestern and Guaranty Bank.** These firms' financial contributions, participation and support of the GRES Golf Tournament will assist to educate students in the area of real estate finance. Start thinking about next spring!

## GRES FALL 2002 EVENT CALENDAR

AUGUST 22	GRES hosts the Class of 2004 at Scholz Beer Garden
SEPTEMBER 6	Property Tour at a location to be determined
SEPTEMBER 20	<b>Eyes of Texas</b> Career Fair at Austin Convention Center
SEPTEMBER 27	Real Estate Career Day hosted by the CREF
OCTOBER 22	Real Estate Career Panel hosted by FCC during TexasPlus
NOVEMBER 15	Texas Real Estate Challenge between UT and other b-schools

*Dates are subject to change without further notice.*

## Serrano's Dinner: Great Speakers - Big Success

By Adam Gates, Vice President, MBA '03

**February 28, 2002** - The GRES dinner series hosted Steve Prinz (Wells Fargo), Frank Schubert (JPI), Bob Stone (Guaranty Bank), J.B. Brown (Stratus Properties), and Jay Lamy (Staubach) at Serranos on February 28. The informal evening offered over 20 GRES members the opportunity to discuss market trends and inquire about different career paths within real estate.

Following cervezas and margaritas, everyone enjoyed fajitas during which time the professionals provided a profile of their firm and successful tips on how to succeed in real estate. The GRES is greatly appreciative of the tremendous support provided by each of the professionals and their respective firms. We extend our thanks to each of them.

## GRES goes international at MIPIM in Cannes

By John Fainter, MBA '03

**March, 2002** - The GRES participated at the MIPIM, the International Property Market annual conference held in Cannes, France in March 2002 with Carlo Matta (Class 2002) in attendance. "The MIPIM offers some unique networking opportunities with Real Estate International players. The Texas MBA is an excellent name-card for these companies...and I hope the McCombs will renew its participation in the future editions," said Carlo detailing the events.

The world's greatest real estate showcase, MIPIM attracted a record number of professionals - 15,257 attendees - from 65 countries.

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