

# General correspondence. 1977-1991

[s.l.]: [s.n.], 1977-1991

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6409 ODANA ROAD • MADISON, WI 53719

REALTORS\* . APPRAISERS . COUNSELORS

May 29, 1991

Mr. James S. Smith, President Wisconsin Real Estate Alumni Association % Bennett & Kahnuciler Realty Advisors 9700 West Bryn Mawr Avenue Rosemont, IL 60018

Dear Jim:

Congratulations on the beautiful new Alumni Directory. It was a great job by all!

When I read "An Historical Perspective" by Jim Hickman, I thought I might add my view on the history of our organization!

The creation of the graduate program in Appraisal and Investment Analysis began in about 1961-1962 when Professor Richard U. Ratcliff headed a national colloquium at the University of Wisconsin on the needs of appraisal education in the nation. Professor Ratcliff had been my undergraduate advisor and worked with the American Appraisal Company in Milwaukee to "keep in touch with the real world of valuation." The executives of American Appraisal, primarily Clem Schwingle its president, were strongly supportive of Ratcliff's ideas and backed the MS program, which started in September 1963. I was part of that first class, laughingly called the "Magnificent Seven" with two other, then younger, employees of the American Appraisal Company.

James Graskamp was in process of receiving his PhD under Ratcliff and, in fact, taught the "Magnificent Seven" and Dick Ratcliff the Ellwood Analysis et al. during that term. The concept that is now included in all valuation definitions "most probable selling price" was also born that term after the group became involved in advanced statistics.

Ratcliff was the founding professor of the MS program in 1963-1964. After the graduation of the first class, the program was taken over by Professor James Graaskamp until his death on <u>April 22, 1988</u>, my birthday. Jim and I were the same age and we had known each other since we were high school football players in the early 50's!

After graduation in 1964, we founded our own company in Madison and worked on many occasions with Dick Ratcliff on various studies and projects. JAG had used data on a property we were buying to make the presentation on the first computer analysis of real estate to the National Association of Realtors Convention in the mid-sixties.

Mr. James S. Smith May 29, 1991 Page 2

It was at that time, 1976, two young and very bright MS students, James Curtis III and Jeffery Davis, came to JAG to talk over their ideas on such an organization.

The initial meeting was in Madison with Jim Grasskamp, Curtis Davis, John Hoppe Jr., and myself. It was at that meeting and subsequent meetings that the University of Wisconsin Real Estate Alumni Association was founded.

Shortly thereafter the "Articles of Organizations" were put together with my Madison office serving as the headquarters. At Jim's request, I was the "first chairman". The term "chairman" was Jim's, and you will note that it is used exclusively in the "Articles and Bylaws" under the Section of Officers: "executive officers of the corporation shall be chairman, vice chairman and secretary treasurer. The initial term was for one year. The term "chairman" was changed in the second term by Steve Elpren et al., and thereafter the Association's leader was listed as president.

The initial letter was sent out under my name, as executive secretary, stating the goals and objectives of the proposed group. you can see by Jim Grasskamp's letter of December 24, 1976, he selected the initial list of directors from those who had been in close contact with him since graduation. Jim Curtis III had been designated in that same letter to draw up the Association's original bylaws.

The initial Alumni Administrator was Kenneth G. Livadas who worked extremely hard and was responsible for much of our initial successes.

Michael Rooney of Milwaukee was also heavily involved initially, and was editor of the newsletter and did much organizational work.

Our direct involvement in the association ended in 1980, and it is probably why the organization has done remarkably well since that time.

Continued success, good health, best wishes Jim.

Sincerely,

Donald L. Evans

P.S. I will send the letters, etc. of the initial Alumni Organization to Jean Davis for the historical files.

School of Business 1155 Observatory Drive

Madison, Wisconsin 53706

**Graduate School of Business** 

December 24, 1976

Donald Evans
Donald Evans Appraisal Company
6402 Odana Road
Madison. Wisconsin 53711

Dear Don:

Enclosed is a list of seven regions and proposed directors for each region. The people proposed have been in close contact over the years and also represent different areas of real estate specialties such as appraisal, counseling, insurance companies, banks, etc. I was wondering if you would call each of these people and see whether they would consent to be a director. You can explain we will do our business by mail and that charter and bylaws would be coming their way to sign. Might point out that you and Jim Curtis were initiating the organization effort and that 1977 would be the year for organizing and forming all of the alumni. You should emphasize we will try to reach undergraduate as well as graduate students. We are setting up a computer program to maintain address and mailing lists by region, industry or specialty, and by year of graduation.

Jim Curtis is drafting a charter and bylaws and before we mail the proposed charter and bylaws to the directors, we wondered if you could twist their arms before January 15.

Greatly appreciate your help. Thanks again for the Swiss Colony cheese pack - it evaporated during the  $\mu$ nitial set of playoff games but I still made my target of 240# by Christmas!

Will mail you a fish from Florida - fresh.

James A∖ Graaskamp

Chairman Real Estate & Urban Land Economics

JAG/db

# UNIVERSITY of WISCONSIN Real Estate Alumni Association

6402 Odana Road

Madison, Wisconsin 53719

Dear University of Wisconsin Real Estate Alumnus,

A National University of Wisconsin Real Estate Alumni Association is presently being organized and this letter seeks your participation by explaining association objectives and format. In general, the objectives of this unique alumni group will be to create a network for communication and identification among past graduates of the Real Estate Program, to assist the research and educational work carried out in Madison, and to encourage a collective impact on advances of the real estate industry at the local and regional level.

To improve the intercommunication and working relationship among graduates, Dr. Graaskamp's personal directory of past graduates has been standardized on the business computer to facilitate printing of mailing addresses, updating of employment status, and more frequent reissuing of corrected lists. Perhaps even the newsletter will be on a regular basis! Enclosed is the directory information we now have about you; please return the enclosed sheet with your approval and amendments.

Our cash contributions would allow the UW Real Estate Program to improve on its role as an innovative force in real estate education. Aside from postage costs of the Alumni Association, any funds contributed would be used to create work-study programs for students, to help with educational expenses not normally covered by the University such as terminal time, and to assist in research projects. As much as possible the financial committee of the Association would assist the department in leveraging alumni contributions as follows:

- 1. Creating work-study jobs for research in real estate and real estate department administration because in 1977 the Federal Government will subsidize 80% of hourly wages and the department pays 20%. Thus \$100 of contributions creates \$500 of student aid and gets things done like this mailing, research, etc.
- 2. Alumni who are employees of national organizations will find that many of these employers have a policy of providing matching grants for employee donations to their alma mater. In our case the University Foundation will notify your employer and the employer's automatic donation will be credited toward the Real Estate Program. See the enclosed brochure for a listing of participating corporations.
- 3. Alumni contributions could be used for seed money to prepare research bids for some of the larger grants that float around from time to time.

Hopefully the alumni group can serve as a catalyst in creating a better working relationship among graduates in various communities and regions of the country as well, so you will notice that the mailing list is now organized by states and regions. Moreover, an initial slate of directors represents each region, each degree type, and each era of the program at the University.

Initially Don Evans was selected as the Executive Secretary of the Association because of his proximity to the Madison campus, but as the Board of Directors have opportunity to coalesce, they can redefine functions and responsibilities.

To accomplish the goals of this organization, we need the support of every UW Real Estate Alumnus. An initial tax deductible contribution of \$10 or whatever you choose to contribute, along with completion of the enclosed data sheet will give this organization the impetus to get off the ground. Those alumni who contributed in 1976 to the Real Estate Program are already considered dues paying members for 1977 but we still need your data sheet.

Any comments or suggestions regarding this undertaking will be appreciated.

Sincerely yours,

Donald L. Evans

Executive Secretary

DLE/kmh

P.S. Other information will follow in subsequent mailings.

### H. BRUCE THOMPSON, JR. & ASSOC., INC.

Manager, Appraisal/Counseling Division

### ALBERT M. GREENFIELD & CO., INC.



December 29, 1976

Donald L. Evans, M.A.I., C.R.E. U.W. Class of 1964 D.L. Evans Company 6402 Odana Road Madison, Wisconsin 53719

Dear Don:

I am honored that I was selected as a Founding Director - East Coast and I accept your offer. I believe having a U.W. Real Estate Alumni is an excellent idea and one which has been needed for quite sometime. Please advise me as to any particular duties.

Sincerely,

Joseph D. Pasquarella Enior Appraiser

JDP/daa

]	931 HAV	ERFORD ROAD, B	RYN MAWR, P	PA. 19010	0 / 215-527-2650
1	32nd FI	CENTRE SO WES	ГРНІГА РА	19102	/ 215-854-1615



### QUESTOR ASSOCIATES

December 30, 1976

Mr. Donald L. Evans D. L. Evans Company 6402 Odana Road Madison, Wisconsin 53709

Dear Don:

Thank you for the consideration of Founding Director for the U.W. Real Estate Alumni.

I am pleased to accept.

Cordially,

homas C. Mc Mulian

Thomas C. McMullan

# Georgia State University Department of Real Estate and Urban Affairs School of Business Administration

university plaza atlanta, georgia 30303

January 4, 1977

Mr. Donald L. Evans, MAI, CRE The D. L. Evans Co. 6402 Odana Road Madison, Wisconsin 53719

Dear Mr. Evans:

I am happy to accept the call to be founding director for the southeast district for the group which you are helping to organize. I look forward to hearing from you, in time, as to what my duties will be.

Sincerely,

James D. Vernor Assistant Professor

jmc

January 10, 1977 2131 South Clayton Street Denver, Colorado 80210

Mr. Donald Evans
D. L. Evans Company
6402 Odana Road
Madison, Wisconsin 53719

Dear Don:

I am certainly pleased to hear that the University of Wisconsin Real Estate Alumni are establishing a formal organization. Accordingly, I gladly accept your invitation to serve as founding director for the Mountain District.

I remain anxious to find out what the scope of our activities will be.

Sincerely,

Jay Kramer

January 11, 1977

Mr. Donald L. Evans D. L. Evans Company 6402 Odana Road Madison, WI 53719

Dear Don,

I am honored to accept the invitation to be the founding director of the central district. This acceptance is probably as a big of a surprise as hizzoner Mayor Soglin running for a third term.

Enclosed herein is the rough letter that I referred to in our telephone conversation. The letter is general and does not go into how the group is being formulated. As I mentioned on the phone, feel free to delete add or completely revise the letter. Our initial communication with the graduates will be important in obtaining enthusiastic support.

I will contact you as soon as I return from my trip.

Sincerely,

James J. Curtis III

Enclosure JJC:kac

Three Greenway Plaza East Suite 228 Houston, Texas 77046 Telephone: 713 623-0061

# THE NORTHWESTERN MUTUAL LIFE INSURANCE COMPANY • MILWAUKEE

#### **REAL ESTATE REGIONAL OFFICE**

Michael R. Buchholz, Manager

March 23, 1977

Donald L. Evans University of Wisconsin Real Estate Alumni Assoc. 6402 Odana Road Madison, Wisconsin 53719

#### Dear Don:

Enclosed please find my completed mailing list form, check for \$10 and business card in case you cannot read my handwriting. Northwestern Mutual Life is included in the list of firms which will match employee contributions and I take it from your letter that the University Foundation will process the request for matching contributions.

Very truly yours,

Michael R. Buchbolz

MRB:d1s Enc.



#### U.S. REALTY INVESTMENTS

THE TERMINAL TOWER . CLEVELAND, OHIO 44113 . (216) 696-3055

March 24, 1977

Mr. Donald L. Evans
University of Wisconsin Real Estate
Alumni Association
6402 Odana Road
Madison, Wisconsin 53719

Dear Don:

It's been a long time since we have been in touch, and it's a pleasure to learn that you are taking the initiative to help us put together a meaningful Alumni Association.

Naturally, as I have in the past, I am available to assist you in any way I feasably can financially and with my time.

I'm very impressed with the work you have done in identifying work-study jobs that can be subsidized by the government, and along with your thinking have enclosed a check for \$100 to be used specifically for this purpose. It would bring me great pleasure to learn that this \$100 can create \$500 of student aid.

Once you have identified your particular needs, let me know if I can assist you in any other way. In the meantime, I'll look forward to receiving your correspondence on a timely basis.

Best regards,

Michael A. Feiner Vice President

MAF/cg

cc: Professor Graaskamp

# BAIRD & WARNER

CENTRAL OFFICE

115 SOUTH LA SALLE STREET

312-368-1855

CHICAGO, ILLINOIS 60603

REAL ESTATE
SALES, FINANCE
PROPERTY MANAGEMENT
APPRAISALS, INSURANCE

April 7, 1977

Mr. Don Evans
Real Estate Alumni Association
University of Wisconsin
6402 Odana Road
Madison, Wisconsin 53719

Dear Mr. Evans:

It is a pleasure to forward the enclosed check for \$30.00 from Jeffrey A. Davis, a Baird & Warner employee who received a Master of Science in Real Estate Investment Analysis Degree from the University of Wisconsin in 1976.

We are also pleased to send you a check for \$30.00 from Baird & Warner, Inc. as a contribution under its Matching Gift Program.

We will appreciate your acknowledging these contributions to the University of Wisconsin Real Estate Alumni Association to Mr. Jeffrey A. Davis, 416 Layergne Street, Wilmette, Illinois 60091.

Sincerely,

John W. Bair

President

JWB:ph Enclosures

#### TRAMMELL CROW COMPANY

REAL ESTATE INVESTMENTS

CHICAGO OFFICE 1111 E. TOUHY AVENUE DES PLAINES, ILL. 60018 TELEPHONE AREA CODE 312 297-2058

April 14, 1977

Mr. Donald L. Evans
Executive Secretary
University of Wisconsin
Real Estate Alumni Association
6402 Odana Road
Madison, Wisconsin 53719

Dear Mr. Evans:

As requested, enclosed please find a completed data sheet as well as a \$10.00 contribution to the University of Wisconsin Real Estate Alumni Association.

I would also like to take this opportunity to express my personal support of this organization, its objectives and function. I look forward to receiving further information regarding this association.

Yours very truly

Ton D Hammes

JDH:es

Enc.

# Georgia State University

university plaza atlanta, georgia 30303

Department of Real Estate and Urban Affairs College of Business Administration

April 14, 1977

Donald L. Evans D. L. Evans Co. 5402 O'dana Road Madison, Wisconsin 53719

Dear Don:

I am happy to be part of the organization of the local alumni group. I was also recently pleased to be able to direct the \$25 donation from a project fund which is available to me here at GSU. One of my colleagues, James R. Cooper, who serves as trustee of the fund, has expressed an interest in being a part of this "network" and to receive the correspondence of the alumni group even though he is not officially a graduate of the program. As you may recall, Professor Cooper served a one-year visiting professorship at U.W. with Jim Graaskamp and simply wishes to be a part of this activity. I would appreciate it if you could make it possible.

Yours very truly,

James D. Vernor Associate Professor

mf.

Prof James R Cooper Dept of Real Estate + Urbon Affairs Eurgia State Univ Attanta 30303

copy to aslamp

School of Business

**Graduate School of Business** 

1155 Observatory Drive Madison, Wisconsin 53706

April 26, 1977

Donald Evans D.L. Evans Realtors 6402 Odana Road Madison, Wisconsin 53717

Dear Don:

Thanks again for the dinner.

We need to make immediate preparations for a second mailing to the Alumni by the end of May. Included in the contents would be:

- I. Announcement of a real estate alumni seminar Thursday afternoon and Friday, November 10 and 11, followed by the lowa football game on November 12. (This was the only time I could reserve Thursday and Friday at Lowell Hall but they need to have a nose count as quickly as possible or we need to reserve a block of rooms at the Madison Inn or the Concourse. We can hold a banquet at Lowell Hall Friday night which would be reasonably priced and have a private bar, etc. Athletic ticket office is holding a 100 ticket block for us; is that enough?)
- 2. A computer output for everyone who has registered so far.
- 3. A list of contributors
- 4. Announcement of our first scholarship
- 5. Newsletter if you wish

I'll take care of putting together a seminar outline. Do you want to put somebody in charge of Alumni recreation, etc. in terms of reservations, football tickets, and what have you, or should we add that to the duties of the Alumni administrator, Ken Levitas?

Livadis

Good luck in Chicago,

James A. Graaskamp

John Feldt Alumni Foundation Wisconsin Center Building 702 Langdon Street Madkson, Wisconsin 53706

Dear John:

After discussion with Don Evans we have his permission to transfer the following sums from the University of Wisconsin Alumni Fund:

- \$90 transferred to Business School account #1330179 to supplement Real Estate Counselors scholarship to qualify for out-of-state tuition exemption.
- \$120 transferred to Business School account #1330179 for a 202 contribution to a work study job paying \$600 for the summer for a Real Estate Department Administrative Assistant.

Please direct these transfers to Ellie Fossbinder, Room 102, School of Business.

Thank you,

James A Graaskamp

Chairman, Real Estate & Urban Land Economics

JAG/db

cc: Ellie Fossbinder

D. L. Evans

# UNIVERSITY of WISCONSIN Real Estate Alumni Association

6402 Odana Road

Madison, Wisconsin 53719

June 30, 1977

#### Dear Real Estate Alumnus:

Responding to your suggestions we have scheduled the first real estate seminar for Alumni of the University of Wisconsin-Madison Real Estate program. We have reserved the Wisconsin Center guest house, Lowell Hall, on the corner of Frances and Langdon Streets for Thursday, November 10, 1977 through Saturday, November 12. To provide as many options for participation as possible, we have designed the following schedule:

#### Thursday Evening:

Registration, cocktails, and buffet supper - 5:00-7:15
Seminar Session - 7:30-9:00
(Review of present curriculum and course syllabi with full faculty participation)

#### Friday Morning:

Registration - 8:30-9:00

New Appraisal Techniques - 9:00-12:00

- (1) Land Use Controls Rod Matthews
- (2) Property Analysis: Front Door/Back Door Jim Canestero
- (3) MR. CAP Mike Robbins
- (4) Terminal Demonstration

#### Friday Evening:

Cocktails - 6:00-7:00
Banquet in Lowell Hall dining room - 7:00

#### Saturday Morning:

Bloody Mary Brunch
Alumni Business Meeting
Football Game - 1:00 kick-off, Iowa (bus transportation from Lowell Hall to Stadium)

#### Saturday Evening - Open

Alumni welcome to stay at Lowell Hall till noon Sunday

The seminar is designed so that the Alumni can meet our five man faculty, gain a refresher on a variety of techniques and concepts and motivate the Alumni to talk about the kind of problems and techniques encountered on the job that should be discussed more in University classes.

Lowell Hall has been extensively remodeled so that each room has its own bath, carpeting, colored TV, and other modern motel amenities. There is a swimming pool in the basement and excellent classrooms and banquet facilities. Moreover, hotels in Madison are already well booked for a football weekend. We need your reservation immediately to guarantee you space in Lowell Hall and football tickets in the block we have reserved for real estate Alumni.

The only money you need send now is \$8.00 for each football ticket as we must pay for these the end of August in order to preserve our block reservation.

On Saturday morning following brunch and prior to the second round of Bloody Mary's, we wish to hold our first Alumni organization meeting so that the regional directors and officers can have your sense of instruction and objectives and can provide a report on operations to date.

Because of the complexities of charges for meals and rooms a registration form is enclosed. Carefully indicate which meals, nights, or other functions you plan to attend by putting the correct charge in the right hand column. If you have special requests for cots for the youngsters, or whatever, let us know at the bottom. This is a giant undertaking for us so please be considerate of Ken Levitas, our Alumni administrator, as he is also trying to do a master's degree and work in the Recreational Resources Center.

With great expectations,

Donald Evans

### UNIVERSITY of WISCONSIN Real Estate Alumni Association

6402 Odana Road

Madison, Wisconsin 53719

October 28, 1977

Dear Real Estate Alumnus,

All's on for the Alumni Seminar November 10-12. Doc DeHaven will be our featured performer for the banquet and bash Friday night. So far the turnout looks excellent. For those of you who have not returned the application, please do so as soon as possible.

We will be publishing a newsletter soon after the seminar. Mike Rooney will be the editor and welcomes all literary contributions. Mike's address is: 8822 Jackson Blvd., Wauwatosa, Wisconsin 53213.

As usual, Prof. Graaskamp is acting as a semiplacement service and has several job openings available. Anyone interested should contact him for further information.

Looking forward to seeing you at the banquet.

Sincerely,

Ken Livadas

Ken Linair.

Program Administrator

6402 ODANA ROAD • PHONE (608) 274-4141 • MADISON, WISCONSIN 53719

November 22, 1977

Mr. James J. Curtis c/o Bank America Realty Service Incorporated 555 California Street San Francisco, California 94104

Dear Jim:

Sorry you weren't able to be at the Alumni Seminar this past week in Madison -- we missed you. I did have an opportunity to talk to Jeff Davis and he conveyed some of the ideas that you had relayed through him. I think the seminar worked out very well. We had a good turnout, it seemed to be generally well organized and most of the participants were impressed with the program and the presentation that Jim Graaskamp and his staff made. I received a copy back in the mail today of our latest data that had been sent to you and I heard through one source or another that you were getting the feeling that in California you were isolated from the information and seminar.

First let me say that those involved recognize your contribution and I'm sure would like to get you involved as much as possible, as soon as possible. For now, I've discussed the matter with Mike Rooney, who will be responsible for putting out the newsletter for the time being. Mike graduated with me in the first program and has had such jobs as president of General Appraisal Company in Canada and headed up the Boeckh's Division at American Appraisal Company. I discussed one of the things for the early publication to include a brief history of how the organization was formed and your part in that establishment. Jim Graaskamp essentially put together the Articles of Organization of the Alumni Association, which I have included a copy. This is a rough draft and may be altered slightly, but essentially puts the formal covenants on the group.

Mr. Curtis Page 2 November 22, 1977

We had a good turnout of the directors of the organization including Mike Bucholtz from Houston, Jeff from Chicago, Jim Vernor from Georgia State University and Joe Pasquerella from Philadelphia. The only two directors that were not at the seminar included Jay Kramer from Denver and Tom McMullan from Menlo Park, California.

I think you can be very proud of the work you've done in getting the alumni group off the ground. Everybody seems to think that it's a very worthwhile project and I'm sure in future years it will serve both the University and our alumni very well. I'll send copies of the correspondence that you had originally sent me to Mike Rooney and should you have any additional input for the newsletter or anything else, don't hesitate on giving me a call or giving Mike Rooney a call at American Appraisal Company in Milwaukee.

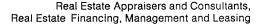
Hope everything is going well with you, Jim, and looking forward to seeing you in the near future.

Sincerely,

D. L. EVANS COMPANY

Donald L. Evans, C.R.E., M.A.I.

DLE:baf





1350 First National Bank Building, Denver, Colorado 80293 / (303) 893-2929

**DECEMBER 16, 1977** 

MR. DONALD L. EVANS
D. L. EVANS COMPANY
6402 ODANA ROAD
MADISON. WISCONSIN 53719

DEAR DON:

I APPRECIATE YOUR RECENT LETTER WHEREIN YOU INFORMED ME OF WHAT HAD TRANSPIRED AT THE ALUMNI MEETING. I HAVE GIVEN THE PROPOSED NEWSLETTER SOME THOUGHT, AND I WOULD SUGGEST THAT A PORTION OF THE NEWSLETTER BE MADE AVAILABLE FOR A LISTING OF EMPLOYMENT OPPORTUNITIES.

AS POSITIONS BECOME AVAILABLE, EITHER THE ALUMNI DIRECTORS OR INDIVIDUAL ALUMNI COULD CONTACT MIKE ROONEY AND PROVIDE HIM WITH PERTINENT DETAILS. SINCE IT IS VERY DIFFICULT TO KEEP ABREAST OF OPPORTUNITIES OUTSIDE OF ONE'S IMMEDIATE AREA, I FEEL THAT THIS INFORMATION COULD BE QUITE USEFUL TO THOSE ALUMNI WHO ARE CONSIDERING RELOCATING.

PLEASE DO NOT HESITATE TO CONTACT ME IF I can be of any assistance to the Real Estate Alumni.

SINCERELY,

AY/KRAMER

JK/MAH

copy of a cost

February 27, 1978



Mr. Donald L. Evans, C.R.E., M.A.I. D.L.Evans Company 6402 Odana Road Madison, Wisc. 53719

Dear Don:

With my usual humility, I will accept your offer to be a director—at—large based upon your assessment that the workload is light. I am obsessed with the need to limit the attendance at meetings. WHY?

I was in Atlanta while you were there and did not get to see or visit with you or any other friends due to meetings scheduled the evening I arrived — right through the afternoon that I departed for Houston. It is just plain dumb getting obligated for so many committees, etc.

My activity in Atlanta did not, however, preclude me from visiting the Omni where Dr. George 8loom says I had a good time. I hope it is just coincidence that I read in the Chicago paper yesterday that the Omni is up for auction since it is belly-up- - - my actions did not cause that I hope!!!!!

Seriously, I hope our paths cross soon at one of the conferences and until then — sell a couple million in Madison.

CHOMIIII

ohn G. Hoppe, Jr.

The show

# H. BRUCE THOMPSON, JR. AND ASSOCIATES, INC.

Manager, Appraisal/Counseling Division





February 24, 1978

Mr. Donald L. Evans D.L. EVANS COMAPNY 6402 Odana Road Madison, Wisconsin 53719

Dear Don:

In response to your most recent letter I offer the following:

- 1. I think it is an excellent idea to raise money from large corporations to assist the program.
- 2. I welcome the concept of Directors-at-Large. Among other duties, I hope they will be able to provide assistance to Regional Directors. The Association has my vote for Dennis Anderson, Mary P. Buczynski and John Hoppe, Jr.
- 3. The Association has my vote for Mike Buccholz as Chairman, James D. Alban as Secretary-Treasurer and Michael Rooney as Director or President.

If I can be of additional assistance please contact.

Sincerely,

Jøseph D. Pasquarella

JDP/sn

Julian, i

Three Greenway Plaza East Suite 228 Houston, Texas 77046 Telephone: 713 623-0061

THE NORTHWESTERN MUTUAL LIFE INSURANCE COMPANY - MILWAUKEE

#### REAL ESTATE REGIONAL OFFICE

Michael R. Buchholz, Manager

February 28, 1978

Mr. Donald L. Evans D.L. Evans Company 6402 Odana Road Madison, WI 53719

Dear Don:

I am sincerely flattered by your suggestion that I be a candidate for Chairman of the Alumni Association. However, after thinking it over for a couple of days, I have concluded that I must respectfully decline. My primary reason for reaching this decision is my location in Houston and the infrequency of my travel to Wisconsin which would make it practically impossible to see Professor Graaskamp on a regular basis, something I consider important for the Chairmen to be able to do in order to keep abreast of trends, new program activities and so on. It is my experience that brainstorming and initial planning via the mail is rarely successful.

The addition of the at-large directorships is an excellent idea and I heartily second your suggested nominees. Likewise, for the officers nominated. I also congratulate you on the excellent job you did in initiating and kicking off the Alumni Association. I do not have any specific ideas as to a successor Chairman but do think he or she should be selected preferably from the Chicago or Milwaukee area where the presence of the University and in school undergraduates and graduates would be within an easy drive but not immediately in the picture.

Please let me know if I can be of assistance and I remain,

Very truly yours,

Michael R. Buchholz

MRB/ad

#### Synopsis of Alumni Game Plan

In the fall of 1976 it was proposed Dr. Graaskamp's informal network of post graduates be organized into a unique alumni group. The idea was not novel because similar organizations had been established successfully at business schools such as Stanford, Harvard and Cornell University's School of Hotel Administration. The continued success, national recognition, and longevity of each of these school's educational program has been assisted by the financial support and feedback of past graduates. The camaraderie between the alumni of each of these schools in the business world has been encouraged indirectly by their respective alumni associations.

Don Evans, Dr. Graaskamp, and myself believed an alumni association for University of Wisconsin real estate graduates would assist in the future development of the real estate program, along with offering the potential to assist graduates of the program in the business world. With these objectives in mind the following goals for the proposed alumni group were outlined:

- 1) Provide economic assistance to the University of Wisconsin real estate program. This economic assistance would be used for the following purposes: work study grants; purchase teaching aids; and provide seed money to prepare research bids for larger grants.
- 2) Develop the Real Estate Alumni Association political stature within the university system. Our goal in this area would be to gain the recognition of the administration so they would solicit the alumni's thoughts on the future development of the program.
- 3) Establish a newsletter. The general purpose of this newsletter would be to provide a form of communication as to what former graduates were doing, new developments on Bascom Hill, exchange of ideas, and act as a clearing house of job opportunities for new and old graduates.
- 4) Maintain a current directory of graduates as to location, occupation and employer. The purpose of this directory would be to assist in the identification and communication between graduates for business and information. The strength of the organization is the geographical and job diversification of the graduates.
- 5) Sponsor 2-3 day seminars in Madison. These seminars would be made up of presentations by the real estate department, graduates in the field, and panels of past graduates who would speak and answer questions on current topics of interest.

#### Page 2

Perform a public relations function. The function would be to assist in responding to inquiries about the program from potential students, potential employers, and the press. It is my personal belief if the University of Wisconsin Real Estate Program is given greater national exposure the program will receive additional scholarship and research funds from the real estate industry, and its trade organizations, (i.e. Urban Land Institute, International Council of Shopping Center, National Homebuilders Assn., National Association of Corporate Real Estate Executive, etc.). Hopefully with increased exposure more employment opportunities will also result for undergraduates as well as graduate students.

With the goals for the proposed organization outlined we proceeded to set up a board of directors. The country was divided into seven regions, and the directors were selected to reflect the various graduating classes as well as the diverse occupations in the real estate industry the graduates pursue. I hope in the future this overall balance between graduating classes and occupations can be maintained.

From here Don Evans and Dr. Graaskamp organized the initial mailing, coordinated with Ken Lividas the first seminar and alumni directory, and talked Mike Rooney into starting up the Newsletter. These individuals along with the board of directors are to be commended for the time, effort and support they have given to the formulation of this group.

While these people have been important in setting up the alumni association----the participation level of the graduates themselves will be the determining factor in gauging the strength and success of the organization in the future.

Jim Curtis MS '76

(Re-typed by Landmark Research, Inc. on 2/91)



April 6, 1978

Donald Evans, MAI, CRE President D.L. Evans & Co. 6402 Odana Road Madison, Wisconsin 53719

Dear Don:

Please excuse my rudeness in not answering your letter sooner. I am looking forward to the opportunity of becoming involved in the thick of things with the alumni association once again. The progress the organization has made in the past year and a half is impressive and is beyond what I envisioned when we first got together over pizza a year and a half ago.

Enclosed are some magazine and newspaper clippings on topics where the public relations of the alumni and seed money for research grants could be involved. I believe additional scholarship and research funds from the real estate industry and its trade organizations (International Council of Shopping Centers, NAREIT, MBA, National Homebuilders Association, etc) can be tapped. I realize funds from the Urban Land Institute and National Association of Corporate Real Estate Executives have been obtained, but I believe the UW real estate staff and the alumni association may be more effective in this area if we work together in obtaining the dollars in the trade organization's education coffers. Efforts in this area can yield employment opportunities and national exposure which will be hard to attain through other avenues.

I trust business is going well and your looking forward to playing a few rounds of golf with the improving weather.

Best regards,

James J. Curtis

JJC:dk

Enclosure

6409 ODANA ROAD • MADISON. WI 53719 608-274-4141

REALTORS . APPRAISERS . COUNSELORS

THE FIRST YEAR

It's been a real pleasure being a part of the creation of the University of Wisconsin Real Estate Alumni Organization. Working closely with the graduates, I've become more impressed on the quality of the Wisconsin graduates and the positions that they hold throughout the country. I've learned that the group is fiercely loyal to the University and more than willing to serve in any requests made by the Alumni Association. It's now time for me to step down, and time for the organization to go into the second phase of its organization and development. The Board of Directors has elected Steve Elpern of Chicago to be the new Alumni Chairman. He has an excellent background and has the energy and enthusiasm to carry the organization to new heights. Once again I want to thank all those who were so instrumental in the founding of the Alumni Association and those who continue to be of service to the University and its programs.

Donald L. Evans, C.R.E., M.A.I.

To: The Directors of the University of Wisconsin-Madison Real Estate Alumni Association

When the University of Wisconsin-Madison Real Estate Alumni Association was formed approximately one year ago, it was due to the work of a few men who gave much of their time to get the organization off the ground. One of these individuals, Donald L. Evans, in addition to being one of the prime originators of the Association, volunteered to assume the responsibility of being President of the Alumni Association to get the organization started.

The University of Wisconsin Real Estate Alumni Association has "taken off" under Don's leadership, and I am sure that all of you have taken the time to verbally thank Don for the time and effort he has put into the Association.

My fellow directors, we now have the task of relieving Don of the responsibilities of the Presidency and finding another able alumnus to take his place. With this in mind, as a director of the University of Wisconsin Real Estate Alumni Association, I humbly submit the name of Stephen Elpern as the next President of University of Wisconsin-Madison Real Estate Alumni Association.

The following reasons briefly illustrate why Stephen Elpern would be an excellent President of the Association:

- 1. Competence and Capability: Of crucial importance in any position of leadership is an individual's competence and capability. In the year and one half that I have personally known Steve, he has proven to me to be competent and capable of assuming the rold of leadership. He has repeatedly organized "get togethers" with other alumni from the program and has been a major factor in the success of the Chicago Alumni Group.
- 2. Feeling about the Alumni Association: The sincerity in which one approaches the position as President of the Alumni Association is one that demands careful analysis. After conferring with Steve, Dr. Graaskamp, and a few other trusted alumni, I feel that Steve will be quite genuine in his approach as President of the Alumni Group.

(continued)

- 3. Diverse Professional Experiences: With the makeup and background as diverse and widespread as the Alumni Association, it is important to have a President with a diversified background that can communicate effectively with all interested parties. Steve's background consists of both an institutional framework with Prudential Life and a major private real estate firm, Romanek-Golub, and this should enable him to understand and deal with any and all problems.
- 4. Proximity to Madison, Wisconsin: Not to be overlooked is the proximity of Steve's location in Chicago to Madison, Wisconsin. As we all know, many of the problems, ideas, and goals of the Alumni Association are initiated in Madison, Wisconsin. The location of our President in Chicago ensures that there is never a problem too big that cannot be handled because of distance restrictions and/or lack of communication.

The selection of our next President is not a decision to be handled lightly and I ask you to analyze my recommendation of Stephen Elpern carefully. Should you have any questions either Donald Evans or myself can answer, please contact either of us. If you feel your decision demands a personal conversation with Steve, please contact him during the day at (312) 440-8800.

The attached sheet has been enclosed for your convenience. Please complete the enclosed sheet upon reaching your decision and return it to Donald Evans, as addressed, as soon as possible.

Thank you all again for your time and effort as directors of the University of Wisconsin-Madison Real Estate Alumni Association.

Very truly yours,

Jeffrey A. Davis Baird & Warner, Inc.

115 South La Salle Street Chicago, Illinois 60603 May 30, 1978

Mr. Donald L. Evans D.L. Evans Company 6402 Odana Road Madison, Wisconsin 53711 Jummin July

#### Dear Don:

Please enter a vote of approval disapproval (cross out one) on the recommendation by Jeffrey A. Davis to appoint Stephen Elpern as the next president of the University of Wisconsin-Madison Real Estate Alumni Association.

Don - I'm doing this only on the basis that it reflects your and Jab's wishes. This is a very wregular procedure (I didn't know nominations were open!) -- but we certainly can be a casual group if we want to.

6402 ODANA ROAD • PHONE (608) 274-4141 • MADISON, WISCONSIN 53719

July 5, 1978

Mr. Stephen Elpern 2026 C. D. Cleveland Chicago, IL 60614

Dear Steve:

I want to congratulate you on being elected as the new Chairman of the University of Wisconsin Alumni Association. We have gotten all the responses from the current directors and it's unanimous.

Last week I had a meeting with Jim Graaskamp and discussed some of the goals of the organization and reviewed the new brochure.

Some of the main unfinished business that should probably be addressed concerns enlarging the current Board of Directors.

It had been suggested in one of the last letters to the Directors that four additional directors at large be added from the central U. S., east coast and west coast. Those suggested and contacted were Dennis Anderson, President of the Ellwood Company in New Jersey; James Curtis of the Bank of America in California; Mary Buczynski of Northwestern Mutual in Milwaukee and John Hoppe, Jr. of Chicago.

Other matters discussed were the possible election of a Secretary-Treasurer and creating a term of service for the directors on a staggered basis.

Jeff Davis, I believe, has some great plans for fund raising this July with the new brochures out.

I'll stay as keeper of the books for a while until a Sec.-Treas. can be elected, if it's the wish of the Directors.

Thank you once again for your service to the Alumni Group and I look forward to meeting you soon. The very best.

Sincerely,

Donald L. Evans, C.R.E., M.A.I.

from Ken LIVADAS

11/10/78

Den Don,

With all of the existence and commation that comes with graduation, I was unable to drop by To say goodly e before leaving Madison. I would like To thenk you for all of your efforts on beloff of the alumin description and for ensything you did to make my job easier.

I started work in the real extete department of Prudutial in July. Often working in mortgager for a while, I am now doing work in acquiettine and development. I have found, not to my surprise, that Prof. Drandamp's program has prepared me very well.

I lope to be in Median next full for the

much more relaxing experience for me that time!

See you then.

Regards, Xen

P.S. Please give my best regards to Shaley.

## UNIVERSITY of WISCONSIN Real Estate Alumni Association

6402 Odana Road

Madison, Wisconsin 53719

August 15, 1978

At the time you hired a graduate of the University of Wisconsin-Madison from the Real Estate and Urban Land Economics Department, you exhibited a certain perception for a person trained with one of the finest practical real estate related educations in the country. Hopefully, your feeling is the same as other employers throughout the country that have been more than satisfied by the performance of their Wisconsin graduate.

The University of Wisconsin Real Estate Alumni Club is having a special "1978 Fund Raising Drive," directly addressed to the employers of Wisconsin Real Estate graduates. The monies from this drive will be used to offer monetary support toward the Real Estate and Urban Land Economics Department's attempt to continue with their dynamic real estate education offered at Wisconsin (see brochure). Your contribution in 1978 is especially important due to the continuing spiraling inflation and the constant threat of a severe cutback with University funds.

The minimum contribution expected from satisfied employers is \$50 (tax deductible). Please make checks payable to the "Wisconsin Foundation, Fund 199," and mail to the following address:

University of Wisconsin Foundation Real Estate Alumni Fund Room 118 School of Business 1155 Observatory Drive Madison, Wisconsin 53706

Thank you in advance for your consideration. Your contribution will go a long way towards maintaining the quality of Real Estate education offered at Wisconsin and will be another exhibition of your perception of a quality Real Estate educational program.

Very truly yours,

Jeff Davis

Chairman, 1978 Fund raising drive

UNIVERSITY of WISCONSIN Real Estate Alumni Association

6402 Odana Road

Madison, Wisconsin 53719

August 15, 1978

Dear Fellow Alum:

Any discussion of dues and finance brings mixed emotions. Many of us enjoy a great feeling of self satisfaction and pride in our association with the University of Wisconsin Real Estate Program and recognize some degree of responsibility for improving the momentum of the program and the recruiting of future candidates, who will further enhance the program image.

The Board of Directors believes there should be no set dues amount. They would like to continue the minimum dues at the 1977 \$10 level (tax deductible with a receipt received from the University of Wisconsin Foundation). Last year many of you sent \$25 and the program can use the extra help. But there is no intent to discourage participation with whatever you can afford at this stage of your career. For those of you who just joined the association in '78, consider yourself paid up 'til next year.

About \$5 of your contribution supports the mailing costs and newsletter charges as well as tuition for the alumni organization administrator. All other funds are used for scholarships for students, for work study research hourly jobs, and for help with other expenses such as terminals and the printing of the program brochure which you recently received.

There is a multiplier effect from your dues contribution in several ways. For work study jobs for real estate majors, the federal government will subsidize 80% of the hourly wages for these programs. Thus, \$100 of alumni funds can create \$500 of student aid. If Alumni scholarships are tied to Counselor Scholarships, it is possible to waive non-resident tuition for summer school. If your employer has a matching grant program, as described in the enclosed brochure, then each dollar of your money will bring another dollar to real estate students at Wisconsin. Five alums at one insurance company who provide a \$25 contribution each can produce a \$250 scholarship for one student; if you indicate that as your wish on the dues card, the Chief will give the scholarship in the name of the company providing the matching grant. IF THE REAL ESTATE PROGRAM HELPED YOU WITH YOUR CAREER, HELP KEEP THE PROGRAM GOING. SEND YOUR DUES TODAY!

# ARTICLES OF ORGANIZATION OF WISCONSIN REAL ESTATE ALUMNI ASSOCIATION

Donald L. Evans 6402 Odana Road Madison, Wisconsin 53711

#### ARTICLES OF ORGANIZATION

OF

#### WISCONSIN REAL ESTATE ALUMNI ASSOCIATION

#### ARTICLE I -- NAME

The name of this association shall be WISCONSIN REAL ESTATE ALUMNI ASSOCIATION.

#### ARTICLE II -- PRINCIPAL OFFICE

The principal office of the association is located in the City of Madison, County of Dane, State of Wisconsin, and the name and address of its initial registered agent is Donald L. Evans, 6402 Odana Road, Madison, Wisconsin 53711.

#### ARTICLE III -- PURPOSES

The association is organized and shall operate exclusively for educational and charitable purposes. Its purposes shall be to promote the welfare and to advance the objectives of the University of Wisconsin, School of Business Real Estate Program, and to encourage the interest of the alumni in such University.

The association shall operate principally within the State of Wisconsin and shall use the assets and properties acquired by it from time to time, as well as its net income, exclusively for the purpose of its organization. In its financial operations, the association shall direct all dues and contributions to the University of Wisconsin Foundation. No part of the net receipts of the association or any of its assets in liquidation shall inure to or for the benefit of any member; provided, however, that this provision shall not preclude the employment of any member upon the same general terms and conditions as non-members.

No substantial part of the activities of the association shall ever consist of carrying on propaganda, or otherwise attempting to influence legislation or participate in any political campaign on behalf of any candidate for public office.

The association shall never engage in any activities which are unlawful under the laws of the United States of America or of the State of Wisconsin nor shall it ever engage in any transaction or transactions defined at the time as "prohibited" by the Internal Revenue Code to associations or corporations having purposes similar to the purposes of this association.

#### ARTICLE IV -- DISSOLUTION

In the event of dissolution of the association, all of its assets and net income, current and accumulated, remaining after the payment of its just debts, obligations and claims shall be transferred to the University of Wisconsin Foundation, provided the purpose of said successor organization is also exclusively educational and charitable and provided that said successor organization is exempt from Federal income tax under Section 501(c)(3) of the Internal Revenue Code of 1954, as amended; otherwise said assets shall be transferred to and become property of the University of Wisconsin.

#### ARTICLE V -- MEMBERS

Any graduate or former student of the University of Wisconsin School of Business or any person who expresses an interest in the Real Estate Course Program at the University, may become a member on payment of membership dues as the amount of these dues shall be fixed by the Board of Directors from time to time; provided that members shall have no right to commit the association on any matters involving the affairs of the association.

Members who are not in arrears for dues to the association shall be considered active members, and entitled to receive the official publications of the Association. Only active members may be elected to the Board of Directors and as officers of the association.

The By-Laws may provide for other classes of members.

#### ARTICLE VI -- DIRECTORS

The number of directors constituting the initial Board of Directors shall be 7. The names and addresses of the initial directors are as follows:

Thomas McMullan Questor Associates 431 Burgess Drive Menlo Park, California 94025 415-323-8313

Jay Kramer

Joseph Farber & Company

1st National Bank Building

Denver, Colorado 80101

Mike Buccholz
Chief, Regional Office, Real Estate Division
Northwestern Mutual Life Insurance Company
Three Greenway Plaza East, Suite 228
Houston, Texas 77046

Donald Evans
Donald Evans Appraisal Company
6402 Odana Road
Madison, Wisconsin 53711
608-274-4141

Jeffrey Davis
Baird & Warner
115 South LaSalle Street
Chicago, Illinois 60603
312-368-5775

James D. Vernor
Assistant Professor
Department of Real Estate & Urban Affairs
School of Business Administration
Georgia State University
33 Gilmer Street, S.E.
Atlanta, Georgia 30303
404-658-2760

Joseph Pasquerella
Albert M. Greenfield & Company, Inc.
32nd Floor, Centre Square W
Philadelphia, Pennsylvania 19102
215-854-1615

ARTICLE VII -- POWERS AND DUTIES OF THE BOARD OF DIRECTORS

The Board of Directors shall:

- (1) Manage and direct the operations and affairs of the association.
- (2) Elect members to, and fill vacancies on, the Board of Directors.
- (3) Adopt such rules, regulations, and By-Laws as it may deem necessary to carry into effect purposes and objectives of the association.

#### ARTICLE VIII -- AMENDMENTS

The Articles of Organization may be amended by the Board of Directors by a two-thirds favorable vote of those present at a special or regular meeting. Copies of proposed amendments shall be sent to all Directors and published in the REAL ESTATE ALUMNUS Newsletter at least thirty days prior to the meeting at which such amendments are to be voted on by the Board of Directors.

# WISCONSIN REAL ESTATE ALUMNI ASSOCIATION BYLAWS

#### ARTICLE I -- BOARD OF DIRECTORS

Section 1. Composition: The Board of Directors shall consist of 7 regional directors, all of whom must be active members of the association. The regions are defined as follows:

#### WEST

#### Director

Nevada

California Thomas McMullan Washington Questor Associates Oregon 431 Burgess Drive

Hawaii Menlo Park, California 94025

415-323-8313 Alaska

#### MOUNTAIN

#### Director

Idaho

Wyoming Jay Kramer

Utah Joseph Farber & Company Colorado 1st National Bank Building Montana Denver, Colorado 80101

#### SOUTHWEST.

#### Director

Arizona

New Mexico Mike Buccholz

Texas Chief, Regional Office, Real Estate Division Louisiana

Northwestern Mutual Life Insurance Company

Arkansas Three Greenway Plaza East, Suite 228

Oklahoma Houston, Texas 77046

#### NORTH CENTRAL

Director

North Dakota

South Dakota Donald Evans

Kansas Donald Evans Appraisal Company

Nebraska 6402 Odana Road

Iowa Madison, Wisconsin 53711

Missouri 608-274-4141

Minnesota

Wisconsin

#### CENTRAL

Director

Illinois

Indiana Jeffrey Davis
Michigan Baird & Warner

Chio 115 South LaSalle Street Kentucky Chicago, Illinois 60603

312-368-5775

#### SOUTHEAST

Director

Tennessee

Mississippi James D. Vernor

Alabama Assistant Professor

Georgia Department of Real Estate & Urban Affairs

Florida School of Business Administration

South Carolina Georgia State University

North Carolina 33 Gilmer Street

Atlanta, Georgia 30303

404-658-2760

#### EAST

#### Director

Maine

New York

Massachusetts

New Jersey

Virginia

West Virginia

Pennsylvania New Hampshire

Vermont

Rhode Island

Maryland

D.C.

Connecticut

Joseph Pasquerella

Albert M. Greenfield & Company, Inc.

32nd Floor, Centre Square W

Philadelphia, Pennsylvania 19102

215-854-1615

Section 2. Meetings: The Board of Directors shall meet annually in Madison at a time designated upon at least ten days notice by the Chairman. Special meetings may be held at such other times, upon at least ten days notice, as the Chairman shall determine. A quorum shall consist of three members, a majority of whom shall be necessary for passage of any matter. All parliamentary matters not specifically defined in the Articles of Organization or Bylaws shall be administered in accordance with Robert's Rules of Order.

Section 3. Vote by Mail: The Chairman may arrange for voting by mail on any questions which may properly come before the Board. Ballots from at least half of the members of the Board must be returned in order to validate the vote on any question. A majority of the members voting shall be necessary for passage. In addition to the opportunity to vote for or against the questions under consideration, the ballot shall also provide a space where members of the Board may indicate their desire to postpone action on the question for further consideration. In each case of a mail ballot, the Chairman shall indicate a time limit for returning these votes.

#### ARTICLE II -- OFFICERS

- Section 1. Executive Officers: The officers of the corporation shall be a Chairman, Vice-Chairman, and Secretary-Treasurer. Officers shall be chosen by the Board of Directors from among its membership at the annual meeting of the Board. All such officers shall serve for a term of one year and shall not immediately succeed themselves in the same office more than twice, except that the Secretary-Treasurer may serve for five consecutive terms of one year each.
- Section 2. There shall be the administrative officer of the association provided by the University of Wisconsin Real Estate Department.
- Section 3. Regional Governors: The Chairman may appoint Regional Governors of the association whose duty shall be to aid in the formation and guidance of local alumni clubs, and to assist the Chairman and committees in the work of the association in the various regions.

#### ARTICLE III -- COMMITTEES

Section 1. Executive Committee: The principal officers of the association (Chairman, Vice-Chairman, and Secretary-Treasurer) shall constitute the Executive Committee. The Executive Committee shall act for the Board of Directors in the interval between meetings of the Board. A majority of the Executive Committee shall constitute a quorum. The Chairman shall serve as chairman of the Executive Committee except in his absence the chairman's duties shall in turn be assumed by the Vice-Chairman of the Board and Secretary-Treasurer. The term of office of all officers and members of the Executive Committee shall be for a period of one year beginning July 1st immediately succeeding their selection.

#### Section 2. Nominating Committee:

(1) The seven members of the Board shall constitute a committee of the whole to approve replacements for Directors from the seven regions, such replacements to be nominated by the vacating member of the Board.

(2) Responsibilities of Committee. This committee shall select candidates for the following positions: a) directors for each region whose terms expire during the year; and b) nominations for association officers for the ensuing year. The committee shall report its nominations at the annual meeting of the Board of Directors. Other nominations for such offices may be made from the floor at that time. Election shall require a majority of those directors present, a quorum of three being necessary. When elected, officers and directors shall begin their term of office immediately succeeding their election to office.

Section 3. Other Committees: The Chairman shall appoint such special committees as may in his judgement be required and deemed necessary to promote the purpose of the association. The Chairman shall designate the sub-chairman of each such committee.

#### ARTICLE IV -- FUNDS

Bank Accounts: All dues and gifts shall be directed to the University of Wisconsin Foundation special account for University of Wisconsin Real Estate Alumni. Only fees for meals and special services shall be deposited in an independent account of the association in such banks as designated by the Directors. No funds shall be withdrawn from such accounts except by check signed by the Chairman or Secretary-Treasurer of the association.

#### ARTICLE V -- DUES & MEMBERSHIPS

The Board of Directors shall be authorized to determine the charge for membership and dues. The membership and annual dues of the association shall be as follows:

Annual Membership Dues

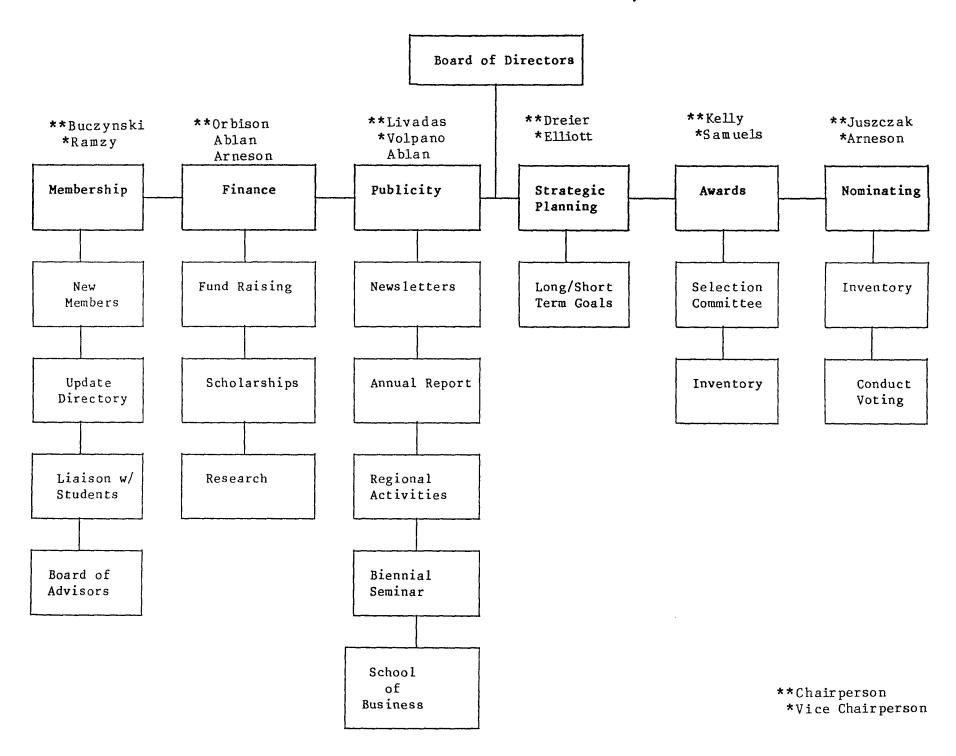
#### ARTICLE VII -- FISCAL YEAR

The Fiscal Year of the association shall extend from January 1, to midnight of the succeding December 31.

#### ARTICLE VIII -- AMENDMENT

These Bylaws may be amended at any meeting of the Board of Directors at which at least three members are in attendance if a majority of those in attendance vote in favor of such amendment; or by the Executive Committee upon a thirty-day notification to such Committee by a Bylaw change or addition to be considered at the next meeting of the Executive Committee when a quorum is present.

WISCONSIN REAL ESTATE ALUMNI ASSOCIATION
6402 ODANA ROAD
MADISON, WISCONSIN 53711



### UNIVERSITY OF WISCONSIN REAL ESTATE ALUMNI REGIONS & REGIONAL DIRECTORS

July 1, 1977

#### #1 WEST

Director

Nevada California Washington Oregon Hawaii

Thomas McMullan Landsing Inc. 431 Burgess Drive Menlo Park, California 94025

415-323-8313

#### Alaska #2 MOUNTAIN

Director

Idaho Wyoming Utah Colorado Montana

Jay Kramer Joseph Farber & Company 1st National Bank Building Denver, Colorado 80101

#### **#3 SOUTHWEST**

Director

Arizona New Mexico Texas Louisana Arkansas Oklahoma Mike Buccholz Chief, Regional Office, Real Estate Division Northwestern Mutual Life Insurance Company Three Greenway Plaza East, Suite 228

Houston, Texas 77046

#### #4 NORTH CENTRAL

Director

North Dakota South Dakota Kansas

Donald Evans Donald Evans Appraisal Company

Nebraska Iowa 6402 Odana Road Madison, Wisconsin 53711

Missouri Minnesota Wisconsin 608-274-4141

#### **#5 CENTRAL**

Jeff Davis Baird & Warner 115 S. La Salle

Indiana Michigan

Illinois

Chicago, Illinois 60603

Ohio Kentucky 312-251-2635

#### **#6 SOUTHEAST**

#### Director

Tennessee Mississippi Alabama Georgia Florida

James D. Vernor, Assistant Professor Department of Real Estate & Urban Affairs School of Business Administration

South Carolina North Carolina Georgia State University 33 Gilmer Street, S.E. Atlanta, Georgia 30303

404-658-2760

#### #7 EAST

Director

Maine
New York
Massachusetts
New Jersey
Virginia
West Virginia
Pennsylvania
New Hampshire
Vermont
Rhode Island

Maryland D.C.

Joesph Pasquerella Albert M. Greenfield & Company, Inc. 32nd Floor, Centre Square W Philadelphia, Pennsylvania 19102 215-854-1615

#### WISCONSIN REAL ESTATE ALUMNI ASSOCIATION, INC.

#### Director's Terms Expire in 1987 and Every Four Years Thereafter

#### Region 3

Georgia, Florida, Tennessee, Mississippi, Alabama, South Carolina, North Carolina

#### Region 4

Wisconsin

#### Region 8

Colorado, Idaho, Wyoming, Montana, Kansas, Nebraska

#### Region 9

Arizona, New Mexico, Utah

#### Region 11

Southern California, Nevada

#### Director's Terms Expire in 1989 and Every 4 Years Thereafter

#### Region 1

Maine, Massachusettes, New Hampshire, Vermont, Rhode Island, Connecticut, New York, New Jersey

#### Region 2

Pennsylvania, West Virginia, Virginia, Maryland, Washington, D.C., Ohio, Kentucky, Delaware

#### Region 5

Illinois, Indiana, Michigan, Missouri

#### Region 6

Minnesota, North Dakota, South Dakota, Iowa

#### Region 7

Texas, Louisiana, Arkansas, Oklahoma

#### Region 10

Northern California, Oregon, Washington, Hawaii, Alaska

#### BOARD OF DIRECTORS OF REAL ESTATE ALUMNI ASSOCIATION

Joseph D. Pasquarella Pennsylvania, West Virginia, Virginia,

Term Expires: 1985 Maryland, Washington, D.C.

Richard A. Shima Maine, Massachusetts, New Hampshire,

Term Expires: 1985 Vermont, Rhode Island, Connecticut, New York,

New Jersey

John Dreier Ohio, Indiana, Michigan, Kentucky

Term Expires: 1985

Jeffrey Davis Illinois

Term Expires: 1987

James D. Vernor Georgia, Florida, Tennessee, Mississippi, Term Expires: 1985 Alabama, South Carolina, North Carolina

Diane M. Orbison Minnesota

Term Expires: 1987

Gene Thompson Iowa, North Dakota, South Dakota, Kansas,

Term Expires: 1985 Nebraska, Missouri

Michael Buccholz Texas, Louisiana, Arkansas, Oklahoma

Term Expires: 1985

Ken Livadas Southern California, Nevada

Term Expires: 1987

James Curtis Northern California, Oregon, Washington,

Term Expires: 1985 Hawaii, Alaska

Roger Juszczak
Arizona, New Mexico, Utah

Term Expires: 1985

Kevin Kelly Colorado, Idaho, Wyoming, Montana

Term Expires: 1987

Mary Buczynski Wisconsin

Term Expires: 1987

#### REAL ESTATE ALUMNI ON UW BUSINESS SCHOOL ADVISORY BOARD

Roger Juszczak, Phoenix, Arizona

Allen Anderson, Dallas, Texas

# WISCONSIN REAL ESTATE ALUMNI ASSOCIATION, INC. BOARD OF DIRECTORS

. Eine

Term Expiration		Term Expiration	
1987	John D. Dreier NORTHWESTERN MUJUAL LIFE 219 Perimeter Center Pkwy., #460 Atlanta, GA 30346 (404) 396-4800	1987	Mary P. Buczynski NORTHWESTERN MUTUAL LIFE 720 East Wisconsin Ave. Milwaukee, WI 53202 (414) 271-1444 ext. 4492
1989	Daniel J. Volpano J.P. MORGAN INVESTMENT MANAGEMENT, INC. 9 W. 57th Street New York, NY 10019 (212) 826-7194	1987	Kevin C. Kelly NORTHLAND MORTGAGE COMPANY 7535 East Hampden Ave. Suite 300 Denver, CO 80231 (303) 337-2322
1989	James J. Ablan MEYER INVESTMENT PROPERTIES, INC. 401 N. Michigan Ave., #525 Chicago, IL 60611 (312) 321-1521	1987	Roger J. Juszczak WESTCOR PARTNERS 11411 North Tatum Blvd. Phoenix, AZ 85028 (602) 996-2870
1989	John W. Ramzy, Ph.D DICK MATZ AGENCY 424 Anderson Lane East Austin, TX 78752 (512) 836-7030	1989	Michael Arneson OPUS CORPORATION 9900 Bren Road East Minneapolis, MN 55440 (612) 936-4460
1989	Kate Elliot LAVENIHOL & HORWATH 425 Market St., Suite 3600 San Francisco, CA 94105 (415) 896-1800	* 1987	Kenneth G. Livadas THE SHIDLER GROUP 1645 N. Vine St. Los Angeles, CA 90028 (213) 465-1400
1989	Michael J. Samuels FIDELITY MUTUTAL LIFE INSURANCE 250 King of Prussia Rd. Radnor, PA 19087 (215) 964-7273	r	
	President	*=ne	w address
1989	Dianne M. Orbison MSI INSURANCE Box 64035 St. Paul, MN 55164 (612) 631-7472		

## WISCONSIN REAL ESTATE ALUMNI ASSOCIATION, INC. BOARD OF DIRECTORS

Region	Name & Address	Term Expiration
1	Daniel J. Volpano J. P. MORGAN INVESTMENTS 9 W. 57th St. New York, NY 10019 (212) 826-7194	1989
а	Michael J. Samuels RADNOR FINANCIAL GROUP 250 King of Prussia Rd. Radnor, PA 19087 (215) 964-7273	1989
3	John D. Dreier NORTHWESTERN MUTUAL LIFE 219 Perimeter Center Pkwy., Suite 460 Atlanta, GA 30346 (404) 396-4800	1987
4	Mary F. Buczynski NORTHWESTERN MUTUAL LIFE 720 E. Wisconsin Ave. Milwaukee, WI 53202 (414) 226-1859	1987
EJ	James J. Ablan MEYER INVESTMENT PROPERTIES, INC. 401 N. Michigan Ave., Suite 525 Chicago, IL 60611 (312) 321-1521	1989
ర	Michael D. Arneson OFUS CORPORATION 9900 Bren Road East Minneapolis, MN 55440 (612) 936-4460	1789
7	John W. Ramzy, Ph.D. DICK MATZ AGENCY 424 Anderson Lane East Austin, TX 78752 (512) 836-7030	1989

Region	Name & Address	Term Expiration
8	Kevin C. Kelley NORTHLAND FINANCIAL COMPANY 7600 East Hampden Ave., Suite 101 Denver, CO 80231 (303) 337-2322	1987
9	Roger J. Juszczak WESTCOR PARTNERS 11411 N. Tatum Blvd. Phoenix, AZ 85028 (602) 996-2870	1987
10	Kate Elliot Gruen LEVANTHOL & HORWATH 425 Market St., Suite 3600 San Francisco, CA 94105 (415) 896-2800	1989
11	Kenneth G. Livadas THE SHIDLER GROUP 725 S. Figueroa St., Suite 3350 Los Angeles, CA 90017 (213) 486-0055	1987
President:	Dianne M. Orbison MSI INSURANCE COMPANY Box 64035 St. Paul, MN 55164 (612) 631-7472	1989
Chairperson of the UW Real Estate Department:	Professor James A. Graaskamp UNIVERSITY OF WISCONSIN Graduate School of Business 1155 Observatory Drive, Rm. 118 Madison, WI 53706 (608) 238-8452	

# Samples of Early R.E. Alumni Directoring Circa - late 1970an early 1980s

#### University of Wisconsin Real Estate Alumni

√STEPHEN ELPERN ✓ JAMES ABLAN Real Estate Investment Office Investment Analyst Prudential Insurance Company Romanek Golub & Company Prudential Plaza, Suite 3535 625 N. Michigan Avenue Chicago, IL 60601 Chicago, IL 60611 (312)861-4825 (312)440-8716 Res: 2026 C North Cleveland Res: 2010 N. Howe Chicago, IL 60614 Chicago, IL 60614 (312)280-8420 (312)929-4453 // FRED J. ALBAN √ JEFFREY A. DAVIS Vice President Real Estate Finance Division Northern Appraisal Company Baird & Warner, Inc. 39 S. LaSalle Street 115 S. LaSalle Street Chicago, IL 60603 Chicago, IL 60603 (312)368-5802 (312)372-6366 Res: 2038 Kenilworth Avenue Res: 2230 N. Orchard Chicago, IL 60614 Wilmette, IL 60091 (312)525-1198 (312)251-2466 DAVID J. FAESTEL / ALEX Y. ANAGNOST First Chicago Realty Services Corp. Faestel Investments Two First National Plaza, Suite 2000 3717 Buck Horn Drive Chicago, IL 60670 Crystal Lake, IL 60014 (312)732-5393(815)459-7688 Res: Apartment 40-D Res: 4115 Sherwood Drive 100 E. Walton Crystal Lake, IL 60014 Chicago, IL 60611 (815)459-7379 (312)787-5908 THOMAS GERFIN GREG BRUHN Real Estate Department, 15J Continental Illinois National Bank 231 S. LaSalle Street Chicago, IL 60693 (312)828-6270 616 Gunderson Avenue Res: 220 - 17th Street Oak Park, IL 60304 Wilmette, IL 60091 (312)848-4603 (312)251-4742 ✓MICHAEL E. GRANT J H. RIAL CHAPLIN, JR. J. S. Grant Mortgage Company Harris Webber, Ltd. 33 N. LaSalle Street 2622 Illinois Road Chicago, IL 60602 (312)236-8400 Northbrook, IL 60062 (312)272-1459 Res: 720 Appletree Lane

Res: Apartment #1004

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0ak Park, IL 60302	Res: 640 Ferm Court
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	·/JOHN KELLOGG
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0ak Park, IL 60302 (312)524-0216	(312)929-8183
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✓ WILLIAM C. JOHNSON	Katz Realty
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Chicago, IL 60601	(312)281-1100
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Res: Apartment 15C	215 E. Chestnut
2740 N. Pine Grove Avenue	Chicago, IL 60611
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1	APP	FRANK J	6124 RUTHLAND RD DAKLAND CALIFORNIA	94011	2
			APP + EDHARDS CO 45 QUAIL CT HALNUT CREEK CALIF		3
1	AIVATAS	HAYNE E	2961 MT DIABLO ST CONCURD CA	94518	2
			1 EMBARCADERO DENTERSUITE 1820 SAN FRANCISCO CA	94111	3
1	80EHM	RICHARD	14 GLENHUUD DR SAN RAFAEL CA	94901	2
			UNITED CALIFORNIA MTONE EMBARCADERO SAN FRANCISCO CA	94111	3
1	CHAN	STEVE	.1718 ALAMEDA AVE E - ALAMEDA CALIFORNIA	94501	2
			360 HINCHESTER BLYD SAN JUSE CALIFORNIA		3
1	CHAN	TONY Y	103 LAKE MERCED HILLSAN FRANCISCÚ CALIF	94132	2
			1374 SUTTER STREET SAN FRANCISCO CALIF	94109	3
1	CURTIS	JAMES J	1467 FRANCISCO SAN FRANCISCO CALIF	94123	2
			BANKAMERICA RLTY INV555 CALIFORNIA 4275 SAN FRANCISCO CALI		3
1	DENAMUR	SUSAN A	.901 DOVER DKIVE 220 NEHPORT BEACH CA	92603	2
			FOREMAN, THUMPSON INCNEHPORT BEACH CA		3
1	DERUS	STEVE	2959 BAYSIDE LANE SAN DIEGO CALIFORNIA	92109	2
			BANK OF AMERICA 615 BROADHAY SAN DIEGO CALIFORN		3
1	FISCHER	FRANZ E	3200 LA RUTONDA 401 RANCHU PALOS VERDES CALIFORNIA	90274	2
			USC BUSINESS SCHOOL UNIVERSITY PARK LOS ANGELES CALIF	90007	3
1	FOURNESS	JAMES	9814 35TH AVE SH SEATTLE HA	98126	2
			PUGET SOUND MUTUAL 922 2ND AVE SEATTLE HA	98104	3
1	GROTH	DAVID W.	16918 S.E. 35TH PURTLAND, OREGON	97202	2
			534 S.H. THIRD #510 PORTLAND, UREGON	97204	3
1	GRUENHAGEN	MELVIN P	4122 VISTA HAY DAVIS CALIFORNIA	95616	2
			1020 N ST BD EQ STNUSACRAMENTO CALIF	95814	3
1	HANDERSON	DOUGLAS V	11908 VENICE BLYD LOS ANGELES CALIF CALIFORNIA	90066	2
			INTERNAL REVENUE 6071 H SLAVSON AVE CULVER CITY CALIF	90230	3
1	HANSON	KEVIN T	50 RED RUCK IRVINE CA	92714	2
			EMKAY DEVEL + REALTY1201 DOVE ST NO. 20UNEHPORT BEACH CA	92663	3
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_			1801 CENTURY PARK E.SUITE 2112 LOS ANGELES CALIF.		3
1	HICKMAN	LARRY C	486 40TH AVE APT 3 SAN FRANCISCO CALIF	94121	2
<u>-</u>	.0	0.04.0	STEVART ST TOHER 1 MARKET PLAZA 1900 SAN FRANCISCO CALI		د
1	ногиног	GARY R	2327 MARGARET DRIVE NEHPORT BEACH CA	92663	3
•		D	NEMPORT RE ASSUCIATE2327 MARGARET DRIVE NEMPORT BEACH CA	92663	_
1	LAH	DAVID H	4418 ASHHOOD CT UNION CITY CA	94507	2
,	LTWADAG	W.C. Albus T.D.	EQUITABLE LIFE ONE MARKET PLAZA SAN FRANCISCO CA 949 N LARRABEE ST APT 123 HEST HOLLYHOOD CAL	1500040	<b>.</b>
1	LIVADAS	KENNÉTH	949 N LARRABEE ST APT 123 HEST HOLLYHOOD CAL PRUDENTIAL INS CO 2049 CENTRUY PARK E LOS ANGELES CALIF	90067	2
1	NCC LOTILY	TCDAY H	ind. 12 2049 CEMIRDI PARK E LOS ANGELES CALIF	90000	2
1	MCCARTHY	TERRY M	AMERICAN CITY BANK ONE HILSHIKE BLVD LOS ANGELES CALIF	90017	3
1	MCCLURE	ROBERT B	AMERICAN CITY DANK ONE RIESHIKE BETO EGS ANGEELS CALL	,,,,,,,	2
*	HCCEOKE	KODEKI D	AMFAC MORTGAGE CORP 200 112TH AVE NE 213BELLEVUE HASHINGTO	N 98004	3
1	MCFADYEN	DUUGLAS R	1226 39 AVENUE E. SEATTLE HASHINGTON	98112	2
-		DOOGEAS K	1700 PARK PLACE SEATTLE HASHINGTON	98101	3
1	MCMULLAN	THOMAS C		F 94025	2
-				F 94025	ڌ
1	MELLIN	STAN L	5244 SHAFTER AVE WAKLAND CA	94618	2
-			MOBIL LAND DEVEL CORT MARKET 1515 SPEAR SAN FRANCISCO CA	94105	3
1	HURPHY	CHRIS	2049 DANVILLE BLVD HALNUT CREEK, CALIF	94596	2
	• • •	- •	.2 EMBARCADERO 2730 SAN FRANCISCO CALIF	94111	3
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1	PIETKĄ	DAVID E	3584 NE VS GRANT PI			97212 97005	۷
,	DLHWWCO	0.1.04.2.0	111855 SH RIDGECREST			90254	3
1	PLUMMER	RICHARD J		1541 WILSHIRE BL	LOS ANGELES CALIF	90017	2 د
1	RAMZY	JOHN H	2703 W. 33RD	ANCHORAGE, ALASKA	EDS ANGELES CALL	99503	2
•	NAME (	<b>40</b> 1111 11	PROFESSIONAL FUNDS	507 W. NORTHERN LIGHTS	ANCHORAGE, ALASKA	99503	3
1	RUBINSON	JOANNE P	THOPEDSTONIE TONES	875 BUSH ST	SAN FRANCISCO CALIF	94108	2
						•	3
1	ROHAN	PATRICK J	7910 CONYUY COURT	SAN DIEGU CA		92111	2
			7910 CONYOY COURT	SAN DIEGO CA		92111	3
1	ROWE	PETER A	5051 DUTCHER AVENUE	IRVINE, CA		92714	2
			C + L EQUIPMENT CO		LVAN NUYS CALIFORNIA		3
1	SANDERS	JIM E	907 17TH STREET	WASHOUGAL WASHINGTON		98671	2
,	CHANCON	1.04		ROOM 226	PURTLAND OREGON	97204	3
1	SHANSON	JACK	1467 FRANCISCO	SAN FRANCISCO CA	SAN CDANCISCO CA	94143	2
1	TOCCTAD	STEVEN M	PRUDENTIAL INSURANCE		SAN FRANCISCO, CA	94104	3 2
1	TOGSTAD	STEVEN M	SAN DIEGU FEDERAL	APPR DEPT 600 B ST	SAN DIEGO CALIFORNIA SAN DIEGO CALIFORNIA		2
1	TURK	THOMAS L		CARMICHAEL CALIF	JAN DIEGO CALIFORNIA	95608	3 2
•	IOKK	THORAS E	4330 VINGOSEEL CIN	CARITCHALL CALL		77000	3
1	HALL	MATT R	410 LUNETA DRIVE	SAN LUIS OBISPO	CALIFORNIA	93401	2
-			'ARCHITECTURE ENV DES		SAN LUIS GBISPO, CA		3
2	ABBOTT	DAN J		PO BX 94	NAMPA IDAHO	83651	2
				PO BX 94	NAMPA IDAHO	83051	3
2	ANILIONIS	RAY	850 VANCE ST	LAKEHOOD	CO	80215	2
			MORTGAGE INVESTMENT	1190 SO COLORADO BL	VDENVER CO	80222	3
2	BYE	STEPHEN					2
			NORTHHESTERN MUTUAL		DENVER CO	80202	3
2	CANTHELL	MICHAEL A	9953 H 86 AVENUE	ARYADA COLORADO		6CJ05	2
_			COLDHELL BANKER MGMT		DENVER COLORADO	80202	3
2	CONHAY	DANJEL M	12550 EAST BATES CIR			80232	2
_	W 0 W 0 0 0	W 10 451	2727 EAST SECUND AVE			80206	3
2	KOMPPA	V MICHAEL	688 S PONTIAC HAY	DENVER CULORADO	00,000,00	30224	2
2	MOAMED	ELATNE W	FIRST DENVER MTG CO	DENVER CULURADO	DENVER COLORADO	80202 80210	3 2
2	KRAMER	ELAINE H		945 FIRST NAT'L BANK	CDENVED COLORADO	80293	- 2
2	KRAMER	JAY M		ENGLEWOOD, CO	CDENVER COLORADO		2
	NAMEN	321 11			MCIEHOOD TOO	88111	3
2	MACLEOD	THEODORE	16686 JAY ROAD	BOULDER CULCRADO	nglewood, co	80301	2
_			INDRITHHESTERN MUTUAL		DENVER COLORADO	80202	3
2	MICKELSON	GOPDON P	934 SOUTH EUCLID HAY			80209	2
			TOMLINSON AND CO	11059 EAST BETHANY	DENVER CU	80014	3
2	RICHEY	CLYDE H	1715 SUNSET BLYD	BOULDER COLORADO		80302	2
			COLLEGE OF BUSINESS		BOULDER COLORADO	80369	3
2	THORSEN	BRIAN J	9574 E KANSAS CR 25			80231	2
_			3333 QUEBEC 1005	DENVER COLURADO		80207	3
2	JMHOEFER	PHILIP G	2921 S LOCUST ST	DENVER COLURADO		80222	2
2	0.1.00.00	4404	1660 LINCOLN NO 2500			80203 76212	3 2
3	812HOb	MARY A	112 H MAGNOLIA 'SAN ANTONIÙ ZUO	SAN ANTUNIU TEXAS BRACKENRIDGE PARK	SAN ANTONIO TEXAS	78212	ž
3	BRADFORD	WILLIAM N		DRIVE	PLANO TEXAS	75075	2
3	GRADITURD	HILCIAN N		DALLAS TEXAS	TEAMO TEAAS	75247	3
3	BUCHOLZ	MICHAEL R		HOUSTON TEXAS		77092	2
_			MHSTERN MUT LFENO228		HOUSTON TEXAS	77046	3
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			MURRAY PROP PO 47468		DALLAS TEXAS	75247	3
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			JUNDERWOOD NEUHARS+CO	1/24 TRAVIS STREET	HOUSTON TEXAS	77002	3

				•			
3	FOLTZ	JUHN E.		SCUTTSDALE ARIZONA	DECEMBER 40170NA	85254 85028	2
2	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	*******	REALTY EXECUTIVES	10321 N 32ND ST	PHOENIX ARIZONA	85003	2
3	KNITTEL	M AHLOWIL	313 H GRANADA ROAD		BUICKLY AUTZONA	a5003	2
2				CSTE 704 111 H MONRO	PHUCNIX ARIZUNA	85715	2
3	LEE	GREG D	9242 E INDIO PLACE			85732	3
•		20444	15301 E BRUADHAY RUA			76528	د .
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•	114456		ANCHOR PERSONNEL	1307 BROOKLAKE DR	HOUSTON, TEXAS	77077	3
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•			ADAMS ROUFING CO		JANESVILLE, HISCONSI		3
4	ALM	BRIAN J	RT1 BUX253	CLEVELAND WI		53015	2
•		5		AVE MISCONSIN AVE	SHEBOYGAN WI	53081	3
4	AMES	DAVID	5029 MORGAN AVE S	MINNEAPOLIS MINN		55419	2
•	A		PIPER JAFFRAY + HOP		IDS BLDG MPLS MINN	55402	3
4	ANTRIM	DALE E	10403A MASTIN	OVERLAND PARK KANSAS		66212	2
•	~~~~		19800 METCALF	OVERLAND PARK KANSAS		66212	3
4	ATHOOD	K. EDWARD		HMIDDLETON HISCUNSIN		53562	2
-1	A 7 11 0 0 D	No EDUARD		1155 OSSERVATORY DR	MADISON. HISCONSIN	53706	3
4	BECK	RON	113 HINSTON HAY	HAUNAKEE	HISCONSIN	53597	2
•	DE GIV		BOX 8909	MADISON	HISCONSIN	53701	3
4	BERENS	DAVID D	5310 RUSSETT KD	MADISON HISCONSIN		53711	2
•	DENCITS		2934 FISH HATCHERY			53713	3
4	BERMEL	BRUCE	4604 EDINA BLVD	MINNEAPOLIS, MN		55424	2
•	o z micz		3910 W SOTH STREET			55424	3
4	BINKOHSKI	BRADLEY A	625 H LAKESIDE ST	MAGISON HI		53715	2
•	J1111011J111	DRADEL A	URBAN LAND PERSPECT		MADISON HI	53703	3
4	BLETTNER	ROBERT A	405 BRYCE CANYON CI			53705	2
•	Jee I I I I I I I I I I I I I I I I I I		:PO BOX 831	MADISUN HISCONSIN		53701	3
4	BRANNSTROM	ARLIN J	2604 KENDALL AVE	HADISON HI		53705	2
•	BIANITIS ( NOI)		308 AGRICULTURE HALI		MADISON WI	53706	3
4	BRAZEE	ROBERT B		EBURNSVILLE MINNESOTA		55357	2
•	V 11 12 12			S120 S. 6TH STREET		55402	3
4	BRIERTON	DAVID	3020 JEHEL LANE	HAYZATA, MN		55391	2
•	5		DUHINIUM GRUUP, INC		PLYHOUTH, MN	55401	3
4	BROOKS	JONI L	4110 1/2 MAHER	MADISON HI		5371o	2
•			HI HOUSING FINANCE		MADISON WI	53703	3
4	BUCZYNSKI	MARY P	3443 S QUINCY AVE	MILHAUKEE, HI		53207	2
•			NORTHWESTERN MUTUAL	720 E HISCONSIN	MILHAUKEE, WI	53202	3
4	BURBACH	JAMES R	3430 GREENBRIAR CT	LA CROSSE HISCONSIN		54601	2
			122 N 7TH STREET	LA CROSSE HISCONSIN		54601	3
4	CAMPBELL	FRED 1	1317 HICKURY ST	MADISON HISCONSIN		53715	Ž
			CUNA MUTUAL GROUP	5910 MINERAL PT. RD	MADISON HISCUNSIN	53701	3
4	CARLSON	HILLIAM S	2300 HAKONDA VIEH DI	RDES MBINES IDHA		50321	2
			'IOHA APPRAISAL + RE	S719 SAVINGS + LOAN	DES MOINES IOHA	50309	3
4	CHRISTIANSON	ROGER D	2320 MISTY LANE	HAUKESHA HISCONSIN		53186	2
			IST WISC MORTGAGE CO	D777 EAST HISCONSIN	MILHAUKEE, HISCUNSI	N53202	3
4	CLARK	DAVID D	548 SOUTH MAIN ST	HEST BEND WISCUNSIN		53095	2
			548 SOUTH MAIN ST	HEST BEND HISCONSIN		53095	3
4	CLARK	RONALD M.	4706 SEHRUD CIRCLE	MINNETONKA	MINNESOTA	55343	2
			N. AMERICAN LIFE	1750 HENNEPIN AVE	MINNEAPOLIS, MN	55403	3
4	COHEN	MICHAEL A	312 POHERS AVE	MADISON HISC		53714	2
			312 PCHERS AVE	HADISUN HISC		53714	3
4	COOMBS	HALLY I	5818 SUFFULK RD	MADISON HISCONSIN		53711	2
			125 H DOTY ST	MADISON HISCONSIN		53703	3
4	CULVER	CURT S	16403 BRIDGE RD 101	MADISON HISCONSIN		53713	Ž
			CONTINENTAL MTG INS	PU BUX 7066	MADISON HISCONSIN	53713	3

4	DUNBAR	FRANK	1207 SMETANA KO	HOPKINS, MN		55343	2
	,		BUISCLAIK CORP		MINNEAPULIS MN	55416	3
4	EVANS	DONALD L	4506 CJAHA RUAL	MADISUM HISCUMSIM		53711	2
			16402 DUANA ROAD	MADISON HISCONSIN		53719	ک 2
4	FABER	HARREN G	4711 N 110TH STREET	HAUHATOSA HISCONSIN		53225	2
				720 E HISCUNSIN AVE	WITH MOKEE HIZCONZIN		3 2 3 2 3 2 3 2 3 2 3 2 3 2 3 2 3 2 3 2
4	FEIND	ROBERT L	980 RIVERSIDE RD	FREDONIA HIS		53021	2
			1214 13TH AVE	GRAFTON HIS		53024	3
4	FRANZEN	MICHAEL W	25 LARKIN ST 125 H DUTY ST	MADISON HISCONSIN MADISON HISCONSIN		53705 53703	3
	CALCATAN	THOMAS C	TED B DOLL DE	EDEERFIELD HISCONSIN		53531	2
4	GAJENTAN	Inunas C	11 S HESTERN AVE	DEERFIELD HISCONSIN		53531	3
4	GANNON	THUMAS B	1506 N SHERMAN AVE			53704	2
7	OAMMON			5011 MONJNA DRIVE	MONONA HISCONSIN	53716	3
4	GENDELMAN					53217	2
•	JEHOLEHAN.		4711 H HOOLHORTH AVE	MILHAUKEE HISCUNSIN EMILHAUKEE HISCONSIN		53217	3
4	GRAASKAMP	JAMES A.	2024 BREESE TER.	MADISON HISCONSIN		53705	2
·				1155 OBSERVATORY DR	MADISUN HIS.	53706	3
4	GRATCH	PAUL S	2403 CHAMBERLAIN	ZIH NOZICAM		53705	2
			324 S HAMILTON	MADISON HIS		53703	3
4	GURD	FRASER B	1134 E GÜRHAH	IN NOZIGAM		53703	2
			SCHOOL OF BUSINESS	UNIV OF HISC	MADISUN HI	53706	3
4	HASENSTAB	J. MICHAEL	H245\$7325	HEATHER RIDGE DRIVE		53186	2
			UNISHELTER INC	5454 S 49TH ST	CREENDALE WI	53129	3
4	HASLER	MARK R.	RT. 4 2414 LISA LAN	EMADISON HI		53711	2
				111 N. PINCKNEY ST		53703	3
4	HATCHER	HILLIAM W	1412 E GLIVE ST	SHOKEHOOD MISCONSIN		53211	2
			NH MUTUAL LIFE		MILHAUKEE HISCONSIN	53705	
4	HAWLEY			MADISON HISCONSIN 122 H HASHINGTON AVE		53703	3
	UC TNDI		HOVDE REALTY INC 5525 H. ROOSEVELT DE		HADISUN HISCUNSIN	53216	2
4	HEINDL	MAKK N		720 E. HISCUNSIN AVE	HTI WALKEE . HT	53202	3
4	HEMBEL	ALAM C	5308 SCENIC RIDGE TI			53562	3 2 3 2 3 2 3 2 3 2 3 2 3 2 3 2 3 2 3 2
•	III.IIDEL	ALAN O	EXCHEQUER REALTY	5308 SCENIC RIDGE TR	RT 6 MIDDLETON HI	53562	3
4	HERRO	STUART C	2380 HEST LAHN AVE			53711	2
·			121 S PINCKNEY ST			53703	3
4	HILGENGERG	TERRY N	1107 RIVERSIDE DRIVE	ESHAHANO HISCONSIN		54166	2
			105 S HASHINGTON ST	P U BUX 484	SHAHANO HISCONSIN	54166	3
4	HINNERS	CHARLES C	6840 SCHRUEDER ROAD		HISCONSIN	53719	2
			5712 UDANA ROAD	MADISON	HISCONSIN	53719	3
4	HITCH	PETER	9400 CEDAR AVE	MIPLS MINNESOTA	WIDE C WINDSSIDA	55420	2
			FBS FINANCIAL INC	730 ZND AVE S	HIPLS MINNESTOA	55402 53225	2
4	IBACH	HILLIAM A	4521 N 109TH ST	HAUHATOSA HIS 720 EAST HISCUNSIN	MIL MAHKEE WIS	53202	3
	TOCCHE	4404 5	2133 SHAN BLYD	HAUHATOSA HISCONSIN	HILBAOKEE HIS	5322ô	2
4	IRGENS	MARK F		02050 H GOUD HOPE RD	MTI HAUKEE. WI	53209	3
4	JABLONSKI	MARK	HOWARD TRICKDICK TO	acoso nanz na			2
7	UMBEON3KI	HANN	JABLONSKI REALTORS	2505 N MAYEAIR RD	HAUHATOSA HI	53226	3
4	JARCHOH	STEPHEN P	1129 NO JACKSON	MILHAUKEE HISCONSIN		53202	2
·	TARGITO.			MILHAUKEE HISCONSIN		53202	3
4	JUNGBACKER	J PETER	562 SOUTH SEGUE RD	MADISON HISCONSIN		53711	2
				MADISON HISCUNSIN		53711	3
4	KASTER	RONALD D	3909A N52 ST	MILHAUKEE HIS		53216	2
				MILHAUKEE WISCONSIN		53202	3
4	KLEIN	THOMAS - G	448 SEMINARY ST	LODI HISC	MARTERN UTER	53555	2 3 2 3
		2.472 6	DE MADSEN + SON INC		MADISON HISC	53714 53186	ر ر
4	KRILL	DAVID G	.21385 CLARION LANE	HAUKESHA HISC		53201	3
,	LANDED	TOM	110 E HISC AVE 17323 CEDAR CREEK TR			53717	2
4	LANDER	TOM	.MADSEN	PO BOX 7700	MADISON HIS	53707	3
				. =	= =		

4	LARI	ADEEL	2204 E 123 ST.	BURNSVILLE, MN 1101 S 4TH AVE. S.	MINDLANDING . MN	55337 2 55404 3
		DD F 4 N - 5	MN DEPT OF TRANS.		MILHAUKEE, HISCUNSIN	
4	LEE	ERIAN E.	BRIAN E. LEE FIRST HISC MTG CO		MILHAUKÉE, HISCONSIN	153202 3
4	LEE	LYNN A	1820 NORTH 166TH ST	BROOKFIELD WISCUNSIN	4	53005 2
·			MIDLAND NAT'L BANK	201 HEST HISC AVE	MILHAUKEE HISCONSIN	53005 2 53200 3 53714 2 53701 3 77035 2 77070 3 65201 2 65201 3 53202 2 653202 3 53105 2 53705 3 53593 2 53714 3 55410 2
4	LENZ	DAVID A	5222 KINGSBRIDGE RD	MADISON HIS		53714 2
			131 H HILSON ST	BUX 831	MADISON HIS	3 701د5
4	MAGNANÉNZI	JAMES A	10106 CLIFFHOOD UR	HUUSTUN TX		77035
			NORTHHESTERN MUTUAL	3 GREENHAY PLAZA E.	HOUSTON TX	77070 3
4	MICHIE	DONALD A	356 & MAPLE GRUVE	HAY COLUMBIA MO		65201 2
			33 MIDDLEBUSH UNIV	OF MISSOURI	COLUMBIA MO	65201 3
4	MILLER	GLENN A	1009 N JACKSUN ST	MILHAUKEE HISCONSIN		53202 2
			FIRST WISCONSIN CEN	T777 EAST WISCONSIN	MILHAUKEE, HISCONSIN	153202 3
4	MOORE	ADENA S	202 GRAND CANYON DR			2 105د5
			2027 CHAMBEKLAIN AV	EMALISON WISC		53705 3
4	MOREY	MICHAEL L	600 EASTVIEW ROAD	VERONA HISCONSIN		53593 2
			1502 ATLAS AVENUE	MADISUN HISCUNSIN		53714 3
4	NELSON	RUSSEL	2317 BROOKHOOD TER.	MINNEAPOLIS, MN		55410 2
			DAIN, KALMAN + QUAI	LIOO DAIN TUHER	MINNEAPOLIS, MN	55402 3
4	NEMKE	DON E	1943 HEST MILHAUKEE	JEFFERSON HISCONSIN		55402 3 53549 2
			202 STATE STREET	MADISUN HISCUNSIN		53703 3
4	NEUJAHR	THOMAS M	22 N BUTLER STREET	MADISON, HISCONSIN		53703 2
			URBAN LAND PERSPECT	1315 H. GORHAM STREET	MIZMODZIH MUZIGAMI	53703 3
4	OLUND	LLOYD H	:902-40TH STREET	WEST DES MOINES IDMA	<b>A</b>	56265 2
			1055-0TH AVE	DES HOINES 10HA		56309 3
4	OPRESIK	W KAZ	ROUTE 2	BOX 40	PHILLIPS WI	54555 2
			MARQUIP INC. ROAD	NURTH AIRPORT ROAD	PHILLIPS WI	54555
4	ORBISON	DIANE	3314 EMERSON AVE S	MINNEAPULIS MN		55408 2
			MHFA	333 SIBLEY	ST. PAUL, MN	55101 3
4	ORTH	DONALD E	1009 SYCAMBRE AVE	RACINE HISCONSIN		53406
			16012 HASHINGTON AVE			53406 3
4	PATERSON	DEBRA J	11228A S 49TH STREET			53214 2
				111 & HISCONSIN AVE	MILWAUKEE HI	53201 3
4	PEETZ	DUNALD S	-5944 N SANTA MONICA			53217 2
			MARINE BANK	ONE MARINE PLAZA	MILHAUKEE HISCONSIN	53202 3
4	PELTZMAN	ROBERT A	7 EAST 70TH STREET			64113 2
			426 LATHROP BLDG.	1005 GRAND AVE.	KANSAS CITY, MO.	64106 3
4	PETERSEN	JOHN	5133 FLAD AVE	MADISON HISC		53711 2
			1667 CAPITAL AVE	MADISON HISC		53711 3
4	PINGER	JOHN T	1504 NORTH CARROLL S			53703 2
			708 NORTH BLACKHAHK			53703 3 53703 2 53703 2 53703 3 56265 2 56309 3 54555 2 54555 3 55408 2 55101 3 53406 2 53406 3 53214 2 53201 3 53217 2 53202 3 64113 2 64106 3 53711 2 53711 2 53711 3 53703 2 53705 3 53081 2
4	PLUMB	THOMAS G	2041 N 15TH STREET		CHEDOVCAN LA	53081 2 53081 3
			SECURITY 1ST NAT BK		SHEBOYGAN, HI	53081 3 54301 2
4	POHERS	JOHN E	722 LAVERNE DRIVE	GREEN BAY HISCONSIN		54301 3
				HADICAN NICCANCIN		53705 2
4	RAYMOND	CJ	14218 BAGLEY PARKHAY		MADISON HISCONSIN	53705 3
	0		FLAD DEVELOPMENT	6200 MINERAL POINT EDEN PRAIRIE, MN	MADI SUN HISCUNSIN	55344 2
4	REED	DOUGLAS J.	6431 UNDESTAD ST	7900 XEKXES AVE S	MINNEAPOLIS, MN	55431 3
		COLTN	RAUENHORST CORP		MINHER GEIST IN	53222 2
4	REGAN	COLIN A	10218 H SUNSET AVE	BROOKFIELD HISCONSI	,	53222 2 53005 3
,	00160	IANCS O	5738 HILLIAMBURG HA		•	53719 2
4	REICH	JAMES O	340 HEST HASHINGTON	TH MOZICAM		53719 2 53703 3
	0.01400	DAVIO	16129 BEARD AVE SO.	ECINA MINN.		55410 2
4	REIMER	DAVID L	MARTHURSTERN MITHAL	4940 VIKING DR NG43	PEDINA MINN-	55435
	SENOAUI	FREDERICK	201 GRAND CANYON DR	MADISON HISCONSIN	n market reserves	53705 2
4	RENDAHL	PREDEKTOR	D.L. EVANS CO	6402 ODANA ROAD	MADISON HISCONSIN	55410 2 55435 3 53705 2 53719 3
4	RIBICH	HAL	2930 MILL RD	SHEBDYGAN	HISCONSIN	53081 2
4	V1010!!	HAL	'617 MICHIGAN AVE	SHEBOYGAN	HISCONSIN	53081 3
			OLI MIGHIDAM ATE	J	- <del> </del>	_

4	RICHARDŞUN	ROBERT H	2222 HEST LAHN AVE MADISUN HISCUNSIN	53711	۷
	·		2222 HEST LAHN AVE MADISON HISCUNSIN	53711	3
4	RISBERG	MARTHA G	BUX 551 HAYHARD, WISCONSIN	54043	2
•			BOX 551 HAYMARD, WISCUNSIN	54343	ذ
4	ROBBINS	MICHAEL L	4701 HINNEGUAH RD. MUNUNA WIS.	53710	Ž
7	K000143	WICHALL L	11155 DESERVATURY DR. KOUM 118 MADISON HIS.	53716	3
	nnosit v	MICHAELA	8222 JACKSON PARK BOHAUHATUSA WI	53213	
4	ROONEY	MICHAEL A	AMERICAN APPRAISAL 525 E. MICHIGAN ST MILHAUKEE HI	53201	3
					2 3 2 3 2 3 2
4	ROSIEN	DANIEL H	S12H26338 CHANCERY HAUKESHA HISCUNSIN	53186	2
			525 E MICHIGAN MILHAUKEE WISCONSIN	53201	3
4	ROUZE	JEFFREY A	1505 SPRING VALLEY RACINE HISCONSIN	53405	2
			A.L. BROOTEMAAT 110 E.HISCONSIN AVE MILHAUKEE HISCONSIN		3
4	RUESS	ROBERT M	1929 FAIRHAVEN DR CEDARBURG WISCONSIN	53012	2
			NORTHHESTERN MUTUAL 720 E HISCONSIN AVE MILHAUKEE HISCONSIN		3
4	SAFAR	JACK	.2500 N NATHAN LN MINNEAPULIS: MN	55441	2
			DOMINIUM GRUUP, INC 3140 HARBUR LN PLYMOUTH, MN	55401	3
4	SA-AADU	JARJISU	1501 N HENRY APT 208 MAZIGAM 805 TAA YARA	53703	3 2 3 2
•	34 4450				3
4	SCHIENLE	JOHN G	329 S YELLOHSTONE DRNO.229 HADISON HI	53705	2
4	SCHIENZE	03/114 0	131 H HILSON ST NU.1101 MADISUN HI	53703	3
	SE TE E D. T	10011	12229 N. 1071H ST. HAUHATOSA, WI	53226	2
4	SEIFERT	н иног	NORTHHESTERN MUTUAL 720 E. HISCONSIN AV.MILHAUKEE, HI	53202	3
				75202	2
4	SEUBERT	PATRICK	1777 ST. ANTHONY AVEST. PAUL, MN		3 2 3 2 3 2 3 2 3 2 3 2 3 2 3 2 3 2 3 2
				15010	
4	SHARKAHY	M ATEF	PO BOX 408 LAKE OZARK, MISSOURI	65049	2
			PO BOX 408 LAKE ÜZARK MISSÜURI	65049	
4	SHAW	DANIEL M	1927 EAST MAIN MADISON HI	53704	2
			MADSEN DEVELOPMENT PO BOX 7760 MADISON HI	53707	3
4	SKIRROH	A DONALD	1621 PARMENTER ST MIDDLETON HI	53562	2
			310 N MIDVALE BLVD MADISON HI	53705	3
4	SHITH	RONALD R	422 RUSHMURE LANE APT 3 MADISON HISCONSIN	53711	2
·			VOSS, NESSON, KOBERSTEIN, ERBACH+VOSS, S.C. 119 E MAIN, MADISUNH	153703	3
4	SMITH	THUMAS	.3315 RUBY AVENUE RACINE, HISCONSIN	53402	2
•	3	***************************************	JOHNSON REAL ESTATE 4061 N. MAIN STREET RACINE, HISCUNSIN	53402	3
4	SONG	TAE-SUNG	1963 SPRING TREE DR. MARYLAND HIGHTS MO	63043	2
•	33.10	142 30.0	REAL ESTATE RES CORP230 S BEHISTON AVE ST LOUIS MO	63105	3
4	SOULES	ROBERT E	977 GOODRICH AVENUE ST PAUL MN	55105	2
7	340653	KOOCKI L	3H COMPANY REAL EST 900 BUSH AVE PO33331ST PAUL MINNESOTA	55133	3
,	THOMPSON	GENE S	1800 GRAND AVE Y323 HEST DES MUINES IDHA	50265	2
4	Innubanu	GENE 2	IDHA APPR + RES CORP719 SAVNGS + LN BLOGDES MOINES IOHA	50309	3
_		0.4.44	5823 H. APPLETON AV MILHAUKEE WI	53210	Ž
4	VANDEVELD	PAUL	.3023 H. APPLETUM AV MILHAUNEE HI	33210	- 3
			ADDIO W COLUEGOD DO WELL LEDI IN MISCONSIN	53151	2
4	VON HADEN	RICHARD F	12840 H CRAHFORD DR NEH BERLIN HISCONSIN Northhesternmuti 155 720 E MIS AVE MILHAUKÉE MIS	53202	3 2 3 2 3 2 3 2 3 2 3 2 3 2 3 2 3 2 3 2
			MONTHIE GIERMAN CONTRACTOR OF THE CONTRACTOR OF	53219	<b>.</b>
4	HARNER	TIMOTHY.	2512 S 61 ST HEST ALLIS HISC		2
			APPRAISAL DEPT MGIC PLAZA MILHAUKEE HISCONSIN		
4	HENDLE	CHARLES	2000 GUEBEC AVE N GOLDEN VALLEY MN	55427	2
			GREEN TREE CORP 801 NICOLLET MALL MINNEAPOLIS, MN	55402	3
4	WEST	PETER J.	1125 H 28TH ST. #206MINNEAPOLIS, MN	55408	2
			IST NAT L BANK-MPLS 120 S. 6TH ST. MINNEAPOLIS. MN	55462	3
4	HILSON	DDUGLAS E	3075 S BEVERLY NEW BERLIN HI	53151	2
•	_ = -		FIRST HISCONSIN MORT777 & HISCUNSIN AVE MILHAUKEE HI	53202	2 3
4	HOODHARD	LYNN N	1201 H. RIVER BLVD RIVERSIDE GAKS 2108 HICHITA KANSAS	67203	2
•		<b>=</b>	HICHITA STATE UNIV. KANSAS CHAIR OF R.E.BOX 88 HICHITA KS	67208	3
4	HROLSTAD	JEFFREY C	RT 2 CAMBRIDGE HI	53523	2
7	HUOTZINO	OLITALI C	ST PAUL TITLE INS 222 H HASHINGTON AVEHADISON HI	53703	3
	UVUANE	P. THOMAS	1305B TOMPKINS DRIVEMADISON HISCONSIN	53716	2
4	HYMORE	F. HIURAS	1305B TOMPKINS DRIVEMADISON HISCONSIN	53716	3
	VECUIOC	UALTEO C		63011	2
4	YESBURG	HALTER E	-517 LALUR DR ST LOUIS MO -BANK BUILDING CORP 1130 HAMPTON AVE ST LOUIS MO	63139	3
			BANK BUILDING CORP 1130 HARFION ATC 31 EGG13 HO	55157	•

4	ZINZUH	JOHN K		53562
5	ABLAN	JAMES		53 <b>7</b> 05 60614
,	ADLAN	JAHES		60601
5	ALBAN	FRED		6009i
			NURTHERN APPRAISAL 39 S LASALLE ST CHICAGG, IL	60603
5	ANAGNOST	ALEX Y.	100 E. HALTUN, 40-D CHICAGO, IL	60611
			· · · · · · · · · · · · · · · · · · ·	60670
5	CHAPLIN	H.RIAL		60013
E	0.4.4.1.6	ICECDEN A	HARRIS HEBBER, LTD 2622 ILLINOIS RD NORTHBROOK, ILLINOIS	
5	DAVIS	JEFFREY A		60014 60633
5	DIMOND	JAMES C		48098
•	0 1110110		VICE PRESIDENT ST PAUL TITLE INS CUTROY MICHIGAN	48084
5	EAGLIN	ELVIS		46205
			9102 N MERIDIAN INUIANAPOLIS IND.	46240
5	ELPERN	STEPHEN		60614
c	E . C C TC .	DAUTE 1		60011
5	FAESTEL	DAVID J.		60014 60014
5	FEINER	MICHAEL A		44113
•	1 2 2 1 / 2 1 1	mzormed n	TO TENNETHE TOHER SELECTION OF STATE	
5	GERFIN	THOMAS J	616 GUNDERSON AVE OAK PARK ILLINOIS	60304
				60600
5	GRANT	MICHAEL E.		60022
5	COCTCCN	JOHN L.		c 0 6 0 2
2	GREISEN	JUNK L.	HESTINGHOUSE OR CORP3315 ALGONOUIN #200 ROLLING MEADOHS, IL	60060 60068
5	HAFNER	BILL	·	40103
			UNIVERSITY OF MICH SCHOOL OF BUSINESS ANN ARBOR MICHIGAN	
5	HAMMES	JUN D	1319 N HILSHIRE LANE ARLINGTON HEIGHTS ILLINOIS	60004
_		101	215 11 51(2) 10 115 244 2484 14	. 424)
5	HUPPE	JOHN G	·· · · · · · · · · · · · · · ·	60302 60302
5	JEZIORSKI	DONALD D		90137
•	V-110.12.11			60514
5	JOHNSON	PHILIP R.	101 S. HARVEY #2H OAK PARK, IL	60302
				60604
5	NOSHHOL	HILLIAM C.		60614
£	10466	DC( DCD* U		60601 60540
5	JONES	DELBERT H	· · · · · · · · · · · · · · · · · · ·	60693
5	KARTH	FRANK J.		60120
_		,	•	60126
5	KELLOGG	JOHN A		60007
_				60601
5	LAHRENCE	EDHARD M.		60614 60614
5	LEVIN	ROGER J		60067
•		NOULN U		60018
5	MCLEOD	KEITH		49855
_				49855
5	MIKES	JEFFREY A.		60614
5	MIRZA	NATHAN A	• • • • • • • • • • • • • • • • • • • •	60603 60005
9	HINZA	NATHAN A.		60016
5	NIERMAN	JAMES S.		60614
	•		ARTHUR RUBLOFF + CO.69 H HASHINGTON CHICAGO, IL	£0002
5	PARSON	ROBERT L		40475
			EASTERN KENTUCKY UNICOLLEGE OF BUSINESS RICHMOND KENTUCKY	40475

5	REBEÇK	MICHAEL J	1734 ARCHICK UK	HOFFMAN ESTATES IL		60195	2
	•	_	715 E GULF RD	SCHOUMBERG IL		60195	3
5	RITLEY	ROGER D		SHAKER HEIGHTS GHIO		44122	2
				C24755 HIGHPUINT ROAL	BEACHHOOD OHIG	44122	3
5	RUOTBERG	MICHAEL Y	1036 N HELLS ST.	CHICAGO, IL		06040	2
			ADMIRAL BUILDERS	9242 HAUKEGAN RD	MORTON GROVE, IL	60053	3 2 3 2
5	SCHMIDT	MARK A	3630 BRANDYHINE CT			47905	2
			NATIONAL HUMES ACC		LAFAYETTE INDIANA	47902	3
5	SCHMITT	GREGORY C.	ROUTE 3, BOX 198	BARRINGTUN, IL		PC010	2
			R.J. SCHMITT + ASSC		PROSPECT HEIGHTS.IL		3
5	SCHWARTZ	JAMES L.	205 53RD STREET	HESTERN SPRINGS, IL		60558	2
			LARRY SMITH + CU	550 FRUNTAGE RD	NORTHFIELD, IL	60093	3
5	SMITH	JAMES S.	2 EAST OAK #3106	CHICAGO, IL		60611	3 2 3 2 3 2 3 2 3
			FIDINAM USA. INC.	875 N. HICHIGAN AVE.	CHICAGO, IL	60611	3
5	SMITH	MARK E	1929 SHERMAN AVE 2			60201	2
			BAIRD + WARNER, INC		CHICAGO IL	60003	3
5	SHEENEY	ROBERT	6330 S. CALIFORNIA			60629	2 3
			BAIRD AND HARNER	115 SOUTH LASALLE	CHICAGO, ILLINDIS	60003	3
5	1000	MIKE	1636 N HELLS #2803			60614	2
			INLAND STEEL	30 H MONRUE	CHICAGO, IL	60603	3
5	TOMFOHRDE	DAVID A.	1130 N DEAKBORNE	CHICAGO: IL		60010	2
			DOUENMUEHLE.INC	55 E. HONROE	CHICAGU, IL	60603	3
5	VERHOEVEN	BERNARD H.	1220 N. STATE	APT. 1106	CHICAGO ILL	60610	2
			MELANIPHY + ASSOC	1 N LA SALLE ST	CHICAGO, IL	60002	3 2 3 2 3 2
5	VON MEETEREN	KIRK	2937 N. CLARK	CHICAGO IL		60057	2
			HEITMAN FINANCIAL	180 N LASALLE #3600	CHICAGO, IL	60001	3
5	HEISS	DONALD E	158 SHANSUN RL	SYCAMORE ILLINOIS		60178	2
			COLLEGE OF BUSINESS		DEKALS ILLINOIS	00115	ذ
5	HESTBY	DAVID	4000 NORTH MERIDIAN		INDIANAPOLIS INDIANA		2
			9102 N MERIDIAN	PO SOX 40177	INDIANAPOLIS INDIANA		3
5	ZELLER	PAUL M	2911 N PINEGROVE NO			60657	3 2 3
			IST CHICAGO REALTY	THU FIRST NATIONAL	PLAZA CHICAGO ILL	60670	
6	BRZEZINSKI	FRANCIS S	884 SW 9TH ST CIRCL			33432	2
			FIRST HISC MURTGAGE	2200 NO. FEDERAL HH)	BOCA RATUN, FLORIDA		3
6	COOPER	JAMES R	3455 CUBBS FERRY DR			30032	2 3 2
			DEPT RE GA ST UNIV	UNIV PLAZA	ATLANTA GEORGIA	30303	3
b	DOLAN	LEO C.	5540 ROSHELL ROAD	APARIMENT H-205	ATLANTA, GEDRGIA	30342	Z
			METROPOLITAN LIFE	47 PERIMETER CTR.E.		30340	3
6	DRAEGER	JERALD	20 BRIDGEVIEH	HUNTS BRIDGE ROAD	GREENVILLE S. CAR.	29611	2 3
	•			L8TH FLR DANIEL BLDG		29602	3
6	GIBSON	ROBERT	5A COMMANDANT GADE		US VIRGIN ISLANDS	00901	2
			SA COMMANUANT GADE		US VIRGIN ISLANDS	10800	3
6	HARRIS	ROGER L		MIAMU SHORES FLORIDA		33161	3 2 3 2
				MIAMI SHORES FLORIDA	1	33161	3
Ó	HINCKLEY	D CURT	412 CLARISSA DR	BRANDUN FLURIDA		33511	
			220 E MADISUN ST	TAMPA FLORIDA		33602	3
6	HOSHHOL	BRUCE M	8000 BAYMEADOWS CR	EAPT 86	JACKSONVILLE FLURIDA		2
			.720 GILMORE STREET	POST OFFICE BOX 2720	JACKSUNVILLE FLURIDA		3
6	KELTING	R HERMAN		9GAINESVILLE FLORIDA	A. T G. C.	32607	2
			COLLEGE OF BUS ADMI		GAINESVILLE FLORIDA		3 2 3
6	KLITZKIE	TERRY E.	1358 PEACHTREE AVE, N			30305 30305	2
			1358 PEACHTREE AVE N			33319	2
6	LYNCH	JACK J	48006 NH 75TH AVE	FURT LAUDERDALE FLA	CLOUIDA		3
,	w11.** O	14456 11	3841 NH 21ST STREET		FLORIDA	33311 30067	3 2
6	MUIR	JAMES H	5135 RIVER PINE RDG		ATLANTA CEROCIA	30087	3
,	WILT D	TEDOM B	3445 PEACHTREE RD N		ATLANTA GEORGIA CHATTANOOGA, TENN	37405	2
6	HUIR	JERRY P	936 MOUNTAIN CREEK		CHATTANOUGA; TENN	37415	3
4	BOOLE	IOHN	ARLEN SHUPPING CTRS 4130 SUMMIT DRIVE	MARIETTA GEORGIA	CHAITAGUGATIENG	30067	2
6	POOLE	JOHN	4130 SUMMIT DRIVE	MARIETTA GEURGIA		30007	3
			4130 SOUUT! DKIAE	MARIETTA GEORGIA		23001	•

6	TABB	STEVEN	2289 PLASTER RD #8			30345 2	
			47 PERIMETER CTR		ATLANTA GA	30346	
6	VERNOR	JAMES D.	4404 CHOHNING HAY	DUNHOUDY GEORGIA		2 30303 30062 2	
			CEURGIA STATE UNIV			30303 3	
6	ZUCKERMAN	HOWARD A	1113 PUWERS FERRY P		MARIETTA GEURGIA		
			1113 POWERS FERRY P		MARIETTA GEURGIA	30062 3	
7	ANDERSON	DENNIS H	IHURIZON ROAD	FURT LEE NEH JERSEY		07024 2	
			T H ELLHOUD	PO 50X 748	RIDGEHUDD NEH JERSEY		
7	FRALEY	MICHAEL H	MICHAEL W FRALEY		SPRINCFIELD VIRGINIA	422152 2	
			MICHAEL W FRALEY	4350 EST-HST HY 20		20014 3	
7	HARAN	FRANK J	18 GLENBROOK RD	HEST HARTFURD	CONNECTICUT		
			SOCIETY FOR SAVINGS	31 PRATT ST	HARTFORD CONN	06101 3	
7	JUSZCZAK	ROGER J	156 SOMERSET ST	HETHERSFIELD CONN		06109 2	
			REID AY AÉTNA LIFE	151 FARMINGTON AVE	HARTFURD CONN	06156 3	
7	KIEFFER	GEOFFREY M	8435 HILLOH GLEN CT	MANASSAS VIRGINIA		06156 3 22110 2	
			CONTROL DATA CORP	901 S HIGHLAND ST	ARLINGTON VIRGINIA	22204 3	į
7	LEAFFER	STEVEN M.	250 HAMMOND POND PK	YCHESTNUT HILL, MASS	•	22204 3 02167 2	
					YCHESTNUT HILL, MASS	02167 3	,
7	MAGAZINE	MARC A	5214 MARLYN DR	BETHESDA MARYLAND		20016 2	
•			THAT EQUITY INV INC		HASHINGTON CD	20006 3	
7	PAN	MARGARET P	121 H 72ND ST	NEH YORK NY		20016 2 20006 3 10023 2 10022 3 19116 2	
·	• • • • • • • • • • • • • • • • • • • •		399 PARK AVE	NEH YORK NY		10022 3	
7	PASQUARELLA	JOSEPH D	13030 KELVIN AVE	PHILADELPHIA PA		19116 2	
·				C32ND FL. CENTRE SQ.I	PHILADELPHIA PA	19102 3	
7	PEISS	JOHN H	10 SCOTT CT APT A-2		NEH JERSEY	07660 2	
•		••••	CITIBANK, N.A.	399 PARK AVE	NEH YORK, NEH YORK	10043 3	
7	SCHHARTZ	GERALD D	5403 GREYSTUNE ST	CHEVY CHASE MD		20015 2	
•	J0111111111	JENALD D	GLADSTONE ASSOCIATE		WASHINGTON D.C.	20036 3	
7	SHIMA	RICHARD R	3 INDIAN TRAIL	SPARTA NEH JERSEY		07660 2 10043 3 20015 2 20036 3 07571 2	
•	J. / L / ( )	K Z O IIAK D K	MORGAN GUARANTY TRS		NEH YORK NEH YORK	10015 3	
7	SINGER	ANDREH J	5 ROUND HILL ROAD	CHAPPAQUA NY	nen tokk nen tokk	10015 3 10514 2	
•	JINOCK	ANOREH C			110 E42ST NEH YURKNY	(10017 3	
7	STACK	ROBERT	1750 PATRICK PLACE		LIBRARY, PENN.	(10017 3 15129 2 15222 3	
	21404	KOBEKI	1222 MELLON BANK BL		PITTSBURGH, PENN.	15222 3	
7	VON KOHORN	HENRY	159 GRUMMAN HILL RD		TITTS BORGITY TENNE	06897 2	
•	Van Konakn	HENRI	GOLDMAN SACHS REALT		NEH YORK, NEH YORK	10004 3	
-	TON	CTHADT 4	353 EAST BARD ST	NEH YURK NY	HER TORKS HER TORK	10004 3 10028 2	
7	HALTON	STUART A	399 PARK AVE	NEH YORK NY		10022 3	
0	70005	DICHADD	'410 FERNANDO I	HATO REY	PUERTO RICO	10022 3 00918 2	
8	TORRES	RICHARD	BANCO DE PONCE	SUITE 502	HATO REY PUERTO RICO		
			DANCE DE FUNCE	20116 202	HALO KET FORKIO KICE	300,20	

NAME (Spouse)	HOME ADDRESS	HOME PHONE	OFFICE ADDRESS	OFFICE PHONE	YEAR AND AFFILIATION
√Nelson, Russel	2817 Brookwood Terrace Minneapolis, MN 55410	920-5996	Dain, Kalman & Quail 100 Dain Tower Minneapolis, MN 55402	371-2711	BBA
√Orbison, Dianne (John)	3314 Emerson Ave. S. Minneapolis, MN 55408	825-9155	MHFA 333 Sibley St. Paul, MN 55101	296-3029	1977 MS
Pentz, Ron	98 Birnamwood Burnsville, MN 55337	890-2016	Honeywell Real Estate Division		1978 MS
$\int_{Reed}$ , Douglas (Mary)	6431 Undestad St. Eden Prairie, MN 55344	935-2399	Rauenhorst Corporation 7900 Xerxes Ave. S. Minneapolis, MN 55431	830-4433	1974 MS
Reimer, David	6129 Beard Ave. S. Edina, MN 55415	929-9668	Northwestern Mutual Life Ins. Co. of Milwaukee 4940 Viking Drive Edina, MN 55435	835-6626	MS
safar, Jack	2500 N. Nathan Lane Minneapolis, MN 55441	546-5938	Dominium Group, Inc. 3140 Harbor Lane Plymouth, MN 55401	559-1711	1970 MBA (RE)
Stephens, Meredith	62 S. St. Albans St. Paul, MN 55105	221-0300	MHFA 333 Sibley St. Paul, MN 55101	296-9824	MA (other)
Stephenson, Larry (Allison)	3655 46th Ave. S. Minneapolis, MN 55406	729-3912	Northland Mortgage 6600 France Ave. S. Edina, MN 55435	920-4555	1974 (law)
Wangard, Bryant (Kay)	Chowen Ave. Minneapolis, MN	920-5851	Rauenhorst Corporation 7900 Xerxes Ave. S. Minneapolis, MN	830-4570	1979 MS
√West, Peter	1125 W. 28th St., Apt. 206 Minneapolis, MN 55408	824-7658	lst Nat'l Bank of Mpls. 120 S. 6th St. Minneapolis, MN 55402	370-4696	вва
, Wendell, Charles	2000 Quebec Ave. N. Golden Valley, MN 55427	545-6983	Green Tree Corporation 801 Nicollet Minneapolis, MN 55402	372-6013	1974 MBA Finance

<sup>\*</sup> Summer Interns--1978

August 1978	WISCONSIN REAL ESTATE ALUM	NI LOCATE	D IN TWIN CITY AREA		
		HOME	·	OFFICE	YEAR AND
NAME (Spouse)	HOME ADDRESS	PHONE	OFFICE ADDRESS	PHONE	AFFILIATION
002070 Ames, David	5029 Morgan Ave. S. Minneapolis, MN 55419	920-2291	Piper, Jaffray & Hopwood 800 Multifoods Building 733 Marquette Minneapolis, MN 55402	371-6111	
Permel, Bruce	4604 Edina Blvd. Edina, MN 55424	922-4185	Bermel-Smaby Rlty. 3910 W. 50th St. Edina, MN 55424	927-7043	
$\int$ Brazee, Robert (Holly)	256 River Woods Lane Burnsville, MN 55337	890-7366	lst Nat'l Bank of Mpls. 120 S. 6th St. Minneapolis, MN 55402	370-3836	1975 MS
$\sqrt{ exttt{Brierton, David}}$	3020 Jewel Lane Wayzata, MN 55391	473-1776	Dominium Group, Inc. 3140 Harbor Lane Plymouth, MN 55401	559-1711	1970 MS
0120Clark, Ron	4706 Semrud Circle Minnetonka, MN 55345	933-0860	North American Life & Casualty Co. 1750 Hennepin Ave. Minneapolis, MN	377-5511	Finance MBA
√Dunbar, Frank (Mary)	207 Smetana Road Hopkins, MN 55343	933-7786	Boisclair Corporation 2925 Dean Parkway Minneapolis, MN 55416	926-1631	1976 MS
Bob Bob	9129 Norman Ridge Circle Bloomington, MN 55431	835-1965	Prudential Insurance 3701 Wayzata Blvd. Minneapolis, MN 55440	374 <del>-</del> 8808	MBA (UW-Whitewater
$\int$ Hitch, Peter	9400 Cedar Ave. Minneapolis, MN 55420	881-5129	FBS Financial Inc. 730 2nd Ave. S. Minneaolis, MN 55402	370-5050	MS
$\sqrt{ ext{Lander, Thomas (Gwen)}}$	Middleton, WI (in process of moving)		Orville Madsen & Sons P.O. Box 7760 Madison, WI 53707	Madison 608+221-3344 Hudson 612+436-5281	1977 MS
JLari, Adeel	2204 E. 123 St. Burnsville, MN 55337	894-1392	Minn. Dept. of Trans. 1101 4th Ave. S. Minneapolis, MN 55404	332-6527	1974 MS

Dam - How many have me signed up for 1 78 BUSINESS 216-856-5 ADV APPRAISAL THEORYEPPRACTIC LECTURE 1

09/64/77

Recruiting Class of 1978 -

	GRADE COURSE ON CONVENTIO	NAL (A-F		
569-469-0685	DAVIS, JEAN BRIDENBAUGH	BUS	5	2
344-480-5385		BUS	5	2
1839-286-8720	GALLAGHER, BARBARA MARIF	EUS	5	2
<i>V</i>	HACKSTAFF, CYRUS ALLAN III	BUS	5	2
<i>V</i>	HAFNER, WILLIAM LINCOLN	eus	5	2
-en i 392-488-2010	HEINDL, MARK WILLIAM	BUS	5	2
_	HESTON: DOUGLAS C.	eus	5	2
397-220-0103	JACHESEN, WILLIAM	BUS	5	2
319-385-5271	KUMMERUW, MAX FREDERICK	BUS	5	2
542-680-6542	LAW, DAVID M	BUS	5	2
CONT 027-440-1413	LIVADAS, KENNETH GEOPGE	BUS	5	2
	LONSTEIN, DOUGLAS ALLAN	BUS	5	2
393-421-1164	MC ATTER, CHARLES HENRY III	BUS	5	2
476-585-3405	PENTZ, RONALD LEE	BUS	5	2
393-462-2097	PINKERTON, MILO SCHOBLASKA	BUS	5	2
Send 387-540-7775	PRICE, RODERICK CARL	BUS	4	2
302-485-7232	RICE, GREGORY ALLEN	BUS	5	2
518-580-2356	RICHERT, BRADY B	BUS	5	2
335-449-4951	ROSENBERG, STEVE HOWARD	BUS	5	2
398-609-4757	SCHNEIDER, DANIEL JEFFREY	BUS	5	2
Sent 396-485-4495	SEND, WILLIAM JOSEPH	BUS	5	2
392-560-2280	SEUBERT, PATRICK GERARD	BUS	5	2
483-669-6593	SMITH, MARK ELRY	BUS	5	2
serf399-405-8618	SMITH, THOMAS WENDELL	BUS	5	2
341-349-8985	STEPHENS, MEREDITH HASTINGS	BUS	5	2
388-588-5537	SUHARSKI, EDWARD JOHN	BUS	5	2
sent 394-633-8126	SWEENEY, ROBERT JOHN	PUS	5	2
389-564-0286	VANDEVELD, PAUL ALAN	UNS	9	2
388-527-0821	VERHOEVEN, BERNHARD WALTER	PUS	5	2
500BA7-506-3632	VON MEETEREN, KIRK	BUS	5	2
390-527-6527	WESTRY, DAVID KENNETH	EUS	5	2
	TOTAL STUDENTS IN SECTION	31		
396-079-2996	Friedman, Harry J	PRB	2	2

#### LIST OF "ALUMNI CONTRIBUTIONS" FUNDRAISERS BY REGION

Region 1:

Mr. Mike McGinnis MEREDITH & GREW 125 High Street Boston, MA 02110

Mr. Dennis Anderson L.W.ELLWOOD & COMPANY 615 Franklin Turnpike Ridgewood, NJ 07450

Region 2:

Region 3:

Mr. Leo Dolan ROE, MARTIN & NEIMAN, INC. 229 Peachtree St., #1700 Atlanta, GA 30303

Mr. Steven Tabb 2355-J Dunwoody Crossing Atlanta, 6A 30338

Mr. Howard Zuckerman SEVILLE GROUP 1355 Terrell Mill Rd., #200 Marietta, GA 30067

Mr. Nicholas Jahnke
JACKSON GROUP, INC.
One Financial Plaza
Ft. Lauderdale, FL 33394

Mr. Bruce M. Johnson REGENCY SQUARE PROPERTIES, INC. Barnett Regency Tower, #1200 Jacksonville, FL 32211 Region 4:

Mr. Michael Rooney THE ROONEY GROUP 933 N. Mayfair Rd., #303 Milwaukee, WI 53226

Mr. Thomas G. Klein MADSEN CORFORATION P.O.Box 7760 Madison, WI 53707

Region 5:

Region 6:

Mr. Jeffrey Huggett EBERHARDT COMPANY P.O.Box 1385 Minneapolis, MN 55440

Mr. Richard M. Goldin HEITMAN FINANCIAL SERVICES 80 S. 8th Street Minneapolis, MN 55402

Region 7:

Ms. Ruth M. Spiegel AMERICAN REALTY ANALYSTS 320 Congress Ave. Austin, TX 78701

Mr. Allen J. Anderson ANDERSON, CAPPS & ASSOCIATES, INC. 13355 Noel Road Dallas, TX 75240

Mr. Robert L. Connor WESTINGHOUSE CREDIT COMPANY 5718 Westheimer St., #1080 Houston, TX 77057

Mr. Michael R. Buchholz NORTHWESTERN MUTUAL LIFE 3 Greenway Plaza East, #228 Houston, TX 77002 Region 8:

Ms. Yvonne M. Schell 1633-C 4th Street Boulder, CO 80302

Region 9:

Mr. Greg Lee BURKE, HANSEN, HOMAN & KLAFTER 335 N. Wilmot, #500 Tucson, AZ 85711

Region 10:

Mr. David Pietka
PALMER, GROTH & PIETKA
50 SW Pine St., #400
Portland. OR 92704

Mr. Wayne E. Reisenauer NORTHWEST BUILDING CORP. 1400 Norton Building Seattle, WA 98104

Region 11:

Mr. Kirk Von Meeteren BIRTCHER INVESTMENTS 1261 East Dyer Road Santa Ana, CA 92705

#### GONE BUT NOT FORGOTTEN

Delsart, Lawrence M. 969 Downing St., Suite 402 Denver, Colorado 80218 (303)321-3425

Jaffe, Ken 2473½ Vrain Denver, Colorado

Mickelson, Gordone P. Vice President Advisor's Group Inc. 1228 15th St., Suite 214 Larimer Square Denver, Colorado 80202 (303)825-5252

Rootberg, Mike Aspen, Colorado

Ruud, Dan Western Pacific Financial Corp. 9725 East Hampden Ave. Denver, Colorado 80231 (303)755-1511

#### GONE BUT NOT FORGOTTEN

Gilbert, Paul Laguarta, Gavrel & Kirk, Inc. Commercial and Industrial Realtors/Investments 811 Carancahua P.O. Box 2746 Corpus Christi, Texas 78403

Krom, Michael Coldwell Banking 655 Alvernon Way, Suite 115 Tucson, Arizona 85716 (602)795-9202

Roberto, Fred L. 9155 Dunmore Drive Dallas, Texas 75231

Snyder, Vaughtn I. Vice President U.S. Life Real Estate Securities 6500 Harry Hines Blvd. P.O. Box 35266 Dallas, Texas 75235

Sparks, Ken 425 N. Hill Mesa, Arizona 85203

Stone, Warner 1806 Columbia Dr. Dallas, Texas 75200

Zimmerman, Lloyd Glenn Justice Mortgage Co. Dallas, Texas

#### GONE BUT NOT FORGOTTEN

Agateer, David Western Centennial Construction 9401 W. Beloit Rd. Milwaukee, WI 53227 (414)321-5170

Binkowski, Bradley Land Use Perspectives 315 W. Gorham St. Madison, WI 53703

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Bren, James Small Business Admin. 122 E. Gilman Madison, WI 53703

Bridgeman, Richard RFD 3 Muscoda, WI 53572

Brooks, Joni 135 W. Gilman St., #4 Madison, WI 53703

Cohen, M.A. 312 Powers Ave. Madison, WI 53714

Doyen, Robert Robert Polacheck Co. 161 W. Wisconsin Ave. Milwaukee, WI

Edfors, Hugh 117 E. North Cambridge, WI Flad, John 3010 Waunona Way Madison, WI 53713

Hembel, Alan G. CUNA 5910 Mineral Point Rd. Madison, WI 53705 (608)238-5851

Jablonski, Mark J.
Asst. Vice President & Branch Manager
Knutson MOrtgage & Financial
Group of Wisconsin
131 W. Layton Ave.
Milwaukee, WI 53207
(414)744-3077

Kenney, Warren 5 Ashland Ct. Madison, WI 53705 (608)233-6242

Kissack, Tom 2503 Granada Way Madison, WI 53713

Lehman, William 332 Island Dr. Madison, WI 53704

Michie, Donald A. 3160-B Justin Ct. Appleton, WI 54911

O'Dell, Donald Appleton, WI

O'Mara, James D. 1189 Oakridge Rd. Neenah, WI 54956

#### (REGION 4)

Patterson, Debra Marine National Exchange Bank 111 E. Wisconsin Ave. Milwaukee, WI 53201

Pfeiffer, William F. 1341 South St. Madison, WI

Reich, James 340 W. Washington Ave. Madison, WI 53703

Rowland, Joseph M. 662 Moorland Rd. Madison, WI

Rudisill, Dr. Richard E. Wisconsin Farm Service 303 Price Pl. Madison, WI

Russo, Prof. J. G. Construction Engineering Iowa State Engineering Ames, Iowa 50010

Sager, Lawrence 13 Beach St. Madison, WI

Stewart, David 10642 Yosemite Rd. Bloomington, Minn. 55341

Todd, Leon W. Jr. 3914 N. 42nd St. Milwaukee, WI

Von Kohorn, Henry Northwestern Mutual Life Ins. Co. 720 E. Wisconsin Ave. Milwaukee, WI 53202 Wedeking, Russ Investment Services, Inc. Madison, WI

Wood, L. David 6757 Northway, #6 Greendale, WI

Yesber, Walter 4929 Rainford Ct. St. Louis, Missouri 63128

#### GONE BUT NOT FORGOTTEN

Born, Bonnie Real Estate Director Bunker-Ramo 900 Commerce Dr. Oak Brook, IL 60521

Boyd, Richard Real Estate Dept. 824 MW Sears & Roebuck 7447 Skokie Blvd. Skokie, IL 60076

Boyson, Gregory J. 11181 La Grange Rd. Elyria, Ohio 44035

Bruhn, Gregory D. Real Estate Representative Continental Bank 231 S. LaSalle St. Chicago, IL 60603

Chamberlain, David R. Goldman, Sachs & Co. 135 S. LaSalle St. Chicago, IL 60603

Chetek, Stephen 1636 N. Wells St. Chicago, IL 60614

Gentner, Lawrence 535 Elmwood Rd. Bay Village, Ohio 44140

Hackbarth, Con 7840 Normandie Blvd. #L51 Cleveland, Ohio 44130 Hubert, Robert American Mart Corp. 666 Lakeshore Dr. Chicago, IL 60611

Rauschert, Tom 3N750 Oakleaf Dr. Bensenville, IL 60106

Tomfohrde B.B. Cohen & Co. Chicago, IL

Ziegler, Ronald Mullaney, Wells & Co. Leland Towers 1 So. Stolp Aurora, IL 60506

#### GONE BUT NOT FORGOTTEN

Hinckley, D. Curt 412 Clarissa Brandon, Florida 33511

Hubbs, Robert 173 NE Middletown Port Charlotte, Florida 33950

Voss, Richard McGinn, McDonald & Shlapak 1675 Virginia Ave. College Park, Georgia

#### GONE BUT NOT FORGOTTEN

Benkowski, Joe F. Chief of R. E. Planning U. S. Railway Asso. 2100 2nd St. SW Washington, D.C. 20595

Carter, Wesley N. 136 Patrick St., Apt. 230 Vienna, VA 22180

Greisen, John Westinghouse Credit 3 Gateway Center Pittsburgh, PA 15222

Haran, Frank 18 Glenbrook Rd. West Hartford, Conn. 06107

Kearney, Marc 902 Pennsylvania Ave. SE Washington, D.C. 20003

Schwartz, Alan M. 325 W. 101st St. New York, New York 10025

Schwartz, David B. 5752 Drake Ct., #171 Hamlet North Alexandria, VA 22311 (703)820-1067

Smith, Douglas A. 14007 Bramble La., #104 Laurel, Maryland 20810

Stack, Robert 1750 Patrick P1, #302 Library, PA 15129

## Alumni Gifts

Thomas Klein Orville E. Madson & Son, Inc. P.O. Box 7760 Madison, WI 53555

Greg Lee Burke, Hansen, Homan & Klafter 335 N. Wilmot, Ste, 500 Tucson, AZ 85711

Yvonne Schell 1633-C 4th St. Boulder, Co 80302

Bruce Johnson Regency Square Properties Inc. Ste, 1200 Barnelt Regency Tur. Jacksonville, FL 32211

Nic Jahnke Jackson Group, Inc. One Financial Plaza Ft. Lauderdale, FL 33394

Leo Dolan Roe, Martin & Neiman, Inc. 229 Peachtree St. #1700 Atlanta, GA 30303

Howard Zuckerman Seville Group 1355 Terrell Mill Rd., #200 Marietta, GA 30067 Steven Tabb 2355 - J Dunwoody Crossing Atlanta, GA 30338

Kirk Von Meeterem Heitman Financial Services 180 N. LaSalle St., #3600 Chicago, IL 60601

Mike McGinnis Meredith & Grew 125 High Street Boston, MA 02110

Richard M. Goldin Heitman Fin Services 80 So. 8th St. Minneapolis, MN 55402

Dennis Anderson L.W. Ellwood D. Co. 615 Franklin Turnpike Ridgewood, NJ 07450

David Pietka
Palmer, Groth & Pietka
50 SW Pine St., #400
Portland, OR 97204

Ruth Spiegel American Realty Analysts 320 Congress Aue, Austin, TX 78701

(OUER)

2 Allen Anderson Mercantite Realty Services anderson, Capp + Arose Arc. Dallos, TX 75240 13355 nucl Cd.

Robert L. Connor Underwood, Newhas & Co. 724 Trovis St. Houston, TX 77002

Michael R. Buchholz Northwestern Mutual Life Ins. 3 Greenway Plaza E, # 228 Houston, TX 77046

Wayne E. Reisenauer Northwest Building Corp. 1400 Norton Bldg. Seattle, WA 98104

Michael Rooney The Rooney Group 933 N. Mayfair Rd. #303 Milwauker, WI 53226

## Corp. Gifts

Stuart Acherberg
Birtcher Investments
P.O. Box 19677
Irvine, CA 92713-9677

Roger Juszczak Westcorp 11411 N. Tatum Phoenix, AZ 85028

Kevin Kelley Northland Financial 7600 E. Eastman Ste, 101 Denver, CO 80231

Bruce Johnson Regency Square Properties Inc. Ste. 1200 Barnelt Regency Twr. Jacksonville, FL 32211

Jack Lynch Rouch, Weaver, Millsaps & Co. 371 E. Commercial Blud. Ft. Lauderdale, FL 33334

James Muir Wells Fargo Advisors Inc. 200 Galleria Pkwy, NW Atlanta, GA 30339

Stephen Elpern Mansur and Company 875 N. Michigan Ave, #3730 Chicago, IL 60611-1988 Stephen M. Leaffer
The Leaffer Co., Inc.
7 Towne Lyne Rd.
Sherborn, MA 02054

Bryant Wangard
Opus Corp.
P.O. Box 150
Minneapolis, MN 5544

Richard R. Shima Merrill Lynch Realty Con 165 Brood way New York, NY 10004

Steven Rosenberg Landsing 722 500 Second Portland, OR 97204

Bruce Perchik Austin Equities 327 Congress Ave, # 4 Austin, TX 78701

Lloyd G. Zimmerman San Antonio Savings A 17370 Preston Rd., Ste. Dallas, TX 75252

Fred Roberto 9155 Donnaire Dr. Dallas TX 75231

(OUER)

Donald J. Mackie Mill Creek Development Comp. P.O. Box 67 Salado, TX 7657/

James Fourness
Savings Bonk of Puget Sound
815 2nd Ave,
Seattle, WA 98104

Jon D. Hammes Trammel Crow Co. I Park Plaza, Ste, 500 Milwankee, WI 53224

Robert Stack
3222 Sugarbuch Sr Carrallon, 7X 75007

### UNIVERSITY of WISCONSIN Real Estate Alumni Association

6402x0damax8aad

Madison, Wisconsin 53719x

\*\*\*\*\*\*\*\* 53706

Room 118, School of Business 1155 Observatory Drive

June 27, 1978

Mr. Joseph Pasquerella Albert M. Greenfield & Company, Inc. 32nd Floor, Centre Square W Philadelphia, Pennsylvania 19102

Dear Mr. Pasquerella:

Enclosed are a few copies of the new Real Estate program Brochure. Presently, Jeff Davis, our director in Chicago, is heading a public relations campaign to distribute these brochures among prospective employers, interested students, etc. Please look it over and let us know of any comments or suggestions you may have.

A word about myself - I am picking up where Ken Lavadas left off as Administrator fo the Alumni Program. Ken graduated in May, and is now working in Los Angeles. I'm currently a graduate student in the UW Real Estate Program, and will be holding this position until.December.

Sincerely,

Pam Oleinik

6402 ODANA ROAD • PHONE (608) 274-4141 • MADISON, WISCONSIN 53719

June 30, 1978

Pam Oleinik
U. W. Real Estate
Alumni Association
Room 118 - School of Business
1155 Observatory Drive
Madison, WI 53706

Dear Pam:

Thanks for the letter and brochures. Jim Graaskamp mentioned that you would be working for the organization and best of luck. Ken Lavádas did a very good job for our group and I'm sure you will also.

If there's anything you need, give Shirley at my office, or myself, a call.

Have a good summer.

Regards,

D.\_L. EVANS CQ

A Company of the second of the

Donald L. Evans, C.R.E., M.A.I.

DLE:baf

# H. BRUCE THOMPSON, JR. AND ASSOCIATES, INC.

Manager, Appraisal/Counseling Division

#### ALBERT M. GREENFIELD & CO., INC.



July 7, 1978

Miss Pam Oleinik University of Wisconsin Room 118 School of Business 1155 Observatory Drive Madison, Wisconsin 53706

Dear Pam:

I reviewed the Real Estate Program brochure and found it most interesting. In terms of detail and brevity it appeared very balanced. It should serve well as a means of promotion and recruitment.

As for you, I am not sure to congratulate or feel sorry for you. Working as Administrator for the Alumni Program under the "Chief" as well as being a student in the "Program" is either a great training ground for President of the United States or the epitome of a future workalcholic which most of us are by now anyway. Don't forget to have some fun while you are attending the No.1 Party School as rated by Playboy in 1972-73. Coincidentally, (or because of) that was the year I graduated.

Pam, also enclosed is a summary of possible employers in the Philadel-phia area. Please give it to the Chief and see that it is distributed to the graduate students. I am tired of being the "lone" Philadelphian and drinking beer by yourself is not much fun.

Truly,

Joseph D. Pasquarella, MAI

Enclosure

JDP/sn

P.S. Could you have my company name changed to Thompson & Associates, Inc.

☐ 931 HAVERFORD ROAD, BRYN MAWR, PA. 19010 / 215-527-2650

32nd FL., CENTRE SQ. WEST, PHILA., PA. 19102 / 215-854-1615

B, E	John Binswanger Binswanger-Herman Co. 1845 Walnut Street Philadelphia, PA 19103 (215) 448-6000	D	Murray H. Goodman The Goodman Company 2030 Tilghman Street P.O. Box 2523 Allentown, PA 18001 (215) 434-4444
D	Samuel Evans Evans-Pitcairn 2000 Market Street Philadelphia, PA 19103 (215) 561-6777	A	Edwin F. Thompson, MAI Landauer Associates, Inc. 200 Park Avenue New York, New York 10017 (212) 687-2323
В	Albert Eisen Albert M. Greenfield & Co., Inc. 3200 Centre Square West 1500 Market Street Philadelphia, PA 19102 (215) 854-1600	FI	Richard E. Meyers Central Penn National Bank Public Ledger Building Philadelphia, PA (215) 854=3290
В, А	Charles Seymour, MAI Jackson-Cross 2000 Market Street Philadelphia, PA 19103 (215) 561-8900	FI	Gordon Mott Provident National Bank Land Title Building Broad & Chestnut Streets Philadelphia, PA 19102 (215) 568-6128
B, MB, D	Benjamin Strouse Strouse-Greenberg & Co. 1626 Locust Street Philadelphia, PA 19102 (215) 985-1100	В	Anthony Hayden Cushman & Wakefield Two Girard Plaza Philadelphia, PA 19102 (215) 564-2400
FI	William Macdonald, Gen. Manager Prudential Insurance Co. Suite 1407 Fidelity Bank Building Broad & Walnut Streets Philadelphia, PA 19102 (215) 561-3500	** FI	Elizabeth Peters Liz Peters Associates, Inc. 60 E. 42nd Street New York, N.Y. (212) 697-5240  Robert C. Rogers
FI	Samuel Long, MAI First Pennsylvania Bank 1700 Centre Square West 1500 Market Street Philadelphia, PA 19102 (215) 786-8135		Pennsylvania Real Estate Investment Trust Cedarbrook Hill ILT Greenwood Avenue & Limekiln Pike Wyncote, PA 19095 (215) WA7-1700/TU6-3070
FI	Warren Beven, MAI Equitable Life Assurance Society 1700 Market Street Philadelphia, PA 19102 (215) 561-3500	FI	James Toolan Philadelphia Savings Fund Society 12 South 12th Street Philadelphia, PA 19107 (215) 629-2657
D	Joseph Segul The Korman Corporation Jenkintown Plaza Jenkintown, PA	FI	Charles Sliffer Travelers Insurance Company 3 Parkway Philadelphia, PA 19102 (215) 972-5749

- A Appraiser / Consultant
- B Broker
- D Developer
- E Equity Investor
- MB Mortgage Banker
- FI Financial Institution
- \*\* Specializes in real estate executive placement

form sent 1/13

#### Regis Homes, Inc.

5600 South Syracuse Circle, Suite 124, Englewood, Colorado 80111 (303) 779-4200

November 6, 1978

Ms. Pam Oleinik University of Wisconsin Real Estate Alumni Association Room 118, School of Business 1155 Observatory Drive Madison, Wisconsin 53706

Dear Pam,

I would like to inform you and the Alumni Association that I have recently changed employment. I am now employed by Regis Homes, Inc., as the Director of Acquisitions in Denver. Regis Homes is a condominium conversion company based in Newport Beach, California. The company has established an on-going operation in Denver, and currently has two active projects in the Denver area. Please make a record of this change for future alumni correspondence and materials.

Sincerely,

Jay Kramer

Director of Acquisitions

JK:mo

#### FIDINAM (U.S.A.) INCORPORATED

August 23, 1978

Sent 8/30/78

Ms. Pam Oleinik University of Wisconsin Real Estate Alumni Assoc, School of Business 1155 Observatory Drive Madison, Wisconsin 53706

Dear Ms. Oleinik:

Congratulations on your new position as alumni organization administrator. Demand for the new real estate department brochure is so great that I would appreciate it if you could send me 4 or 5 more.

Very truly yours,

FIDINAM (U.S.A.) INCORPORATED

James S. Smith

Director of Acquisitions

JSS:nm

#### REALTY MARKETING ASSOCIATES

#### J. W. CATON & ASSOCIATES

5333 WESTHEIMER, SUITE 730 HOUSTON, TEXAS 77056

713/523-8140

Doan Parm;

September 17, 1978 Enclosed is my Data Sheet and a

Check for \$ 10.00. Please millade me

in the U. of W. Ceal Estate Acumni Assoc. I

Tacked with the Chief on wensday and he mentioned

y'all would Send any missed issure of the

send any impo which how been updated.

P.S. I've received Vol 2 # 1 + By law On Than Weie

August 24, 1981

Mr.Roger Juszczak Westcor Inc. 11411 N. Tatum Blvd. Phoenix, AZ 85028

Dear Roger,

Plans for the Alumni Conference are proceeding apace. David Schorr of The National Real Estate Investor will attend; George Writer of The Writer Corporation, a Denver conglomerate, has agreed enthusiastically to accept the Wisconsin Award for distinction in Leal estate and will be present for the entire meeting.

Dean Bock and Dean Blakely have both accepted invitations to the dinner on Friday night.

Dean Bock was not available to meet with the alumni on Thursday but is saving 11:00 a.m. Friday morning to meet with you and your alumni committee in his office.

I don't know who all is on that committee to encourage the Dean's support and restoration of our budget for an assistant professor so I have sent copies of this only to Steve Elpern, Jim Curtis, and Don Evans.

The only problem you will have is returning from the Business School to Lowell Hall for lunch where we will have a separate table for a Board of Directors meeting. I will see that we have a van available to run your committee up the hill and back.

Best regards.

James A. Graaskamp

Cc. J. Puts S. Espern D. Espern

October 7, 1981

Professor James A. Graaskamp University of Wisconsin Graduate School of Business 1155 Observatory Drive Madison, WI 55701

Dear Chief:

As we discussed on the telephone the Alumni feel that it would be appropriate that we have a budget for operating expenditures. We feel that an itemized budget, which would be preapproved, would allow you the latitude to operate independently. Any variances from the budget would need Alumni approval.

Since we are in the process of raising \$10,000 for research assistants, we feel it appropriate to institute these measures. I am sure you agree. Would you please forward, at your earliest convenience a preliminary budget for our review. Could you also forward criteria that you will be using for selection of the research assistants. In addition, some thoughts on what you consider appropriate projects for these individuals to undertake.

RJJ:pmj

ccs: Jim Curtis, Bristol Group Don Evans, D.L. Evans Co.

#### MEMORANDUM

TO: UWREA Board of Directors

FROM: Roger Juszczak

SUBJECT: University of Wisconsin Real Estate Alumni

DATE: January 28, 1982

Please find enclosed Professor Kerry Vandell's VITA. As you can see Kerry has a number of awards, honors and a huge list of publications. According to Professor Graaskamp, Professor Vandell would be filling the need as vacated by Professor Andrews and Professor Craig. It is my understanding that Professor Vandell is not the replacement or successor for Graaskamp. The \$5,000 bonus that was earmarked for Professor Miles coming on board was solicitated with the understanding that Professor Miles would be the successor. Since this is not the case, maybe we should reconsider the \$5,000 bonus and quite possibly earmark half for Professor Vandell. My feeling is that we can raise additional monies later based on a successful search for Professor Graaskamp's replacement.

Please let me know your thoughts.

ROGER J. JUSZCZAK

RJJ:pmj

March 3, 1982

Professor James A. Graaskamp University of Wisconsin Graduate School of Business 1155 Observatory Drive Madison, WI 55701

RE: University of Wisconsin REal Estate Alumni 1982 Budget Dear Chief,

After circulation to board members, analysis of their imput and review of your budget, the following seems to make sense:

#### Sources

Special Fund Raising with Heitman Gr Pledges for Bonus Dues and Contributions Verex Grant Total Sources	rant	\$10,000 5,000 6,700 5,000 \$26,700
<u>Uses</u>		
-Ten (10) \$75 typing sub- sidies -150 hours @ \$5/hr student -Three (3) publications of	750 600	\$ 5,000 10,000
newsletter; 400 issues three times @ .50 -Additional mailings	250	
-Alumni Directory annually -Misc.	900 500	
Total Operations Total Uses		$\frac{6,750}{$21,750}$

March 3, 1982

Professor James A. Graaskamp UNIVERSITY OF WISCONSIN Graduate School of Business 1155 Observatory Drive Madison, WI 55701

> RE: University of Wisconsin Real Estate Alumni and National Real Estate Investor Co-Sponsor Seminar

Dear Professor Graaskamp,

Please respond in writing so as to minimize legal consequences regarding seminar. Should we use:

- 1. National Real Estate Investor (NAREI) in conjunction with University of Wisconsin Real Estate Alumni (UWREA).
- 2. NAREI with UWREA.
- 3. NAREA and UWREA.
- 4. NAREI in association with UWREA.
- 5. Other?

We need this as soon as possible. Thanking you in advance.

Sincerely

Juszczak

RJJ/kl

Juszczak

In your preliminary budget you had allocated 200 hours for student assistance in maintaining alumni mailing list, etc. This appears to be an inordinate amount of time for that item. The way we see it, the directory should be published annually and at best our news letter rather than being quarterly has been two or three times a year. In the revised budget you will note we have allocated 150 hours to student assistance, publishing the newsletter three times a year and the directory annually. The preliminary budget had allocated approximately 35% for overhead operations. This, in our opinion, is too high since our thrust should be to provide scholastic and monetary assistance to needy students. The new budget allocates approximately 26% to operations thus hopefully allowing more money to needy students or in the alternative we could allocate more money to operations and hopefully improve the timeliness of our publications, etc.

You will notice in Sources that we did not include any proceeds from our bi-annual seminar. I would appreciate receiving that amount from you from our last seminar. In addition, I think some of the funds allocated to dues and contributions (\$6,700) could be allocated to our special fund raising that was initiated at our last bi-annual seminar since we did receive some significant checks at that time. All-in-all it appears we need and should institute immediately proper accounting procedures for allocation of our funds. Merely providing a bank account as specified in our bi-laws is not enough.

I would also appreciate the phone number of Anne Bennish of the Baskim Hill Society so as to coordinate or institute our special fund raising.

As with any budgets, they are subject to change, so should you have any questions, please feel free to call me.

RJJ/k1

cc: Board of Directors

TO: The University of Wisconsin Real Estate Alumni Board of Directors

FROM: Roger J. Juszczak

DATE: June 9, 1982

SUBJECT: Status Update

- Francis Larson recently passed away and Dr. Graaskamp and I have suggested that we establish a \$500 scholarship in her name. Fran was an instructor who taught the students English and correct report writing for appraisal reports.
- 2. By now most of you have received the special fund raising letter for the Wisconsin Chair for Real Estate. I would like to suggest that each one of you contact personally or via the phone two people and inform them of our need for funds. Then ask those two people to contact two people, in effect the "Pyramid".
- 3. On a recent trip to Las Vegas, I had the opportunity to discuss employment opportunities with the Huntress organization. Huntress is an executive employment agency specializing in the real estate field. They would like our mailing list of Alumni for possible candidates. In addition our quarterly newsletter would also be an appropriate place for them to advertise any openings. I have no problem with providing them the mailing list or having them use the newsletter; however, I would like the Huntress organization to contribute towards our fund raising and quite possibly have them contribute on an annual basis so that we may establish a scholarship in their name. Please let me know your thoughts on this item.
- 4. Jim Curtis has taken the bull by the horns and is working on our survey update. Two graduate students will be doing the research and questionnaire. Hopefully we will have the results prior to this year to be incorporated in a brochure to be used in fund raising and employment opportunities.

-continued-

Board of Directors June 9, 1982 Page -2-

For the seminar. Any thoughts that you may have regarding these items would be appreciated. I need your thoughts as soon as possible since we are contemplating having a test mailing in August of this year. Once we have the results of the test mailing, it will determine whether or not we have a co-sponsored seminar.

In addition, Steve Lewis is in the process of doing a feature article for National Real Estate Investor titled "Reading, Writing, and Real Estate". Hopefully Professor Graaskamp will be the feature interviewee. I think we will get maximum exposure from this article.

6. I know it is extremely early, but please start mulling around potential candidates for the University of Wisconsin Real Estate Alumni award for distinction in real estate.

 $\int V$ 

Juszczak

Sincere

RJJ/kl

TO: University of Wisconsin Real Estate Alumni Board of Directors

FROM: Roger J. Juszczak

DATE: August 15, 1984

SUBJECT: Status Report

At long last, our thoughts relative to the last Board of Directors Meeting and some additional input since then. Needless to say, the economy is booming and business is great which might be a primary reason why our organization has been in limbo. Time is fast approaching for us to formulate our 1985 Biannual Seminar. We need a committee for topics and agenda and a Selection Committee for the Wisconsin Real Estate Award.

At our October Board of Directors meeting, it was decided that each Director was to supply me with a list of candidates for their potential successor. In addition, each Director is to supply a list of candidates for the Wisconsin Real Estate Award. We should also look at adding additional directors to represent Southern California and Madison, Wisconsin. We need to look at consolidating our East coast representation since we have representatives in New York and in Philadelphia.

By now most of you know Jay Kramer, Bill Carlson and John Drier have retired from the Board. Our thanks to each of them for their efforts. Please welcome Kevin Kelly (Jay's replacement) and Gene Thompson (Bill's replacement). We need a director for John Drier's region so please let me know of any candidates.

The need for better organization was also discussed. We should break ourselves into several committees:

<u>Membership Committee</u> - to be responsible for the addition of new members and updating the existing Alumni directory

<u>Publicity Committee</u> - to be responsible for a newsletter, the Biannual Seminar and relations with the School of Business

<u>Strategic Planning Committee</u> - to be responsible for formulating both the short term and long term goals of the Alumni organization

<u>Awards Committee</u> - to be responsible for gathering potential candidates and making selections for the Wisconsin Award recipient and would also be responsible for the scholarship program

Finance Committee - to be responsible for all fund raising endeavors

All committees should have a board member who would be responsible for reporting to the Board of Directors. The Board of Directors will interface with the School of Business and the Wisconsin Business Alumni.

Contrary to dictating committee chairpersons, I would appreciate each one of you responding as to the extent of your time and commitment in relation to the committees. In addition, there are individuals within your areas that have shown interest in being involved with the Alumni activities. I see no reason why these individuals cannot act as local chairpersons.

A \$200,000 two year fund raising goal was established during the October meeting. It's primary premise was to secure tenure for Mike Miles. The money would be used for addditional research assistance, additional computers and costs to run the organization. Now that Mike has decided to go back to North Carolina, our primary position should be to still raise the \$200,000 but to also entice a potential candidate to Wisconsin.

Regarding Wisconsin Business Alumni activities, our umbrella organization, I've enclosed the April Board Minutes. Please note our position regarding the loss of Dean Bock and the "salary compression problems."

I plan on being in Minneapolis the first week of October and in Madison the second week to discuss any concerns. Please contact me with your thoughts on fund raising, the Biannual Seminar and a cohesive organization of our Alumni.

RJJ:mks

Enclosures:

- 1) WBA Minutes
- 2) Organizational Chart
- 3) Board of Directors Directory

### UNIVERSITY OF WISCONSIN ALUMNI DIRECTORS

Joseph D. Pasquarella JOSEPH DENNIS PASQUARELLA & COMPANY 1420 Walnut Street, Suite 718 Philadelphia, PA 19102 (215) 545-2125

Richard R. Shima 3 Indian Trail Sparta, NJ 07871 (212) 908-8454

Jeffrey A. Davis CAMBRIDGE REALTY CAPITAL, LTD. Xerox Centre 55 West Monroe Street Chicago, IL 60603 (312) 853-2914

James D. Vernor GEORGIA STATE UNIVERSITY Real Estate Department Atlanta, GA 30303 (404) 658-2760

Dianne M. Orbison MSI INSURANCE Box 64035 St. Paul, MN 55164 (612) 631-7472

Gene Thompson THE TRAVELERS COMPANIES 9800 Metcalf Box 2919 Overland Park, KS 66201 (913) 967-4371

Michael R. Buccholz NORTHWESTERN MUTUAL 3 Greenway Plaza E, #228 Houston, TX 77046 (713) 623-0061 Mary P. Buczyniski NORTHWESTERN MUTUAL 720 East Wisconsin Avenue Milwaukee, WI 53202 (414) 271-1444 ext. 4492

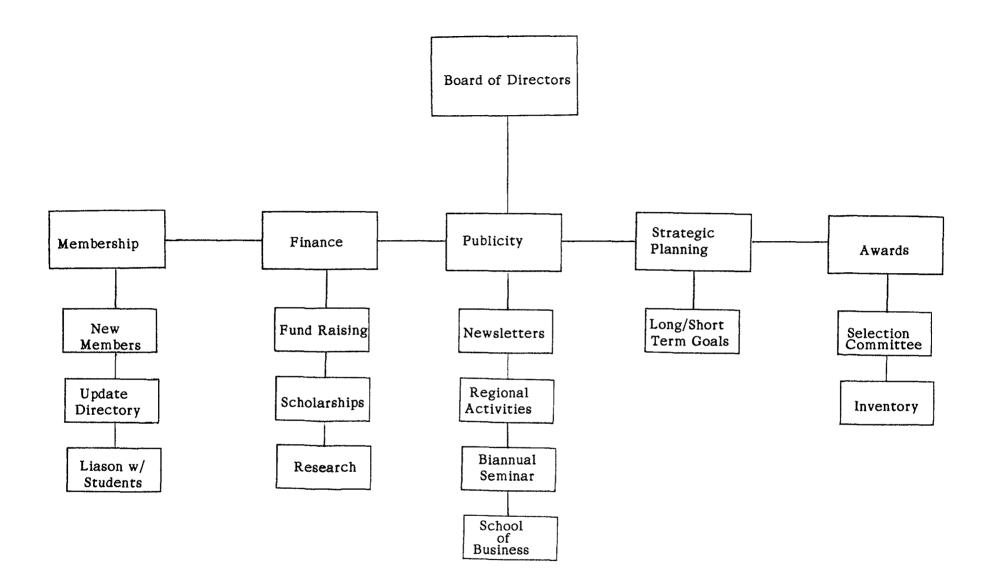
Michael A. Rooney THE ROONEY GROUP 933 North Mayfair Road Milwaukee, WI 53226 (414) 476-6500

Kevin C. Kelly NORTHLAND MORTGAGE COMPANY 7535 East Hampden Avenue Suite 300 Denver, CO 80231 (303) 337-2322

Roger J. Juszczak WESTCOR PARTNERS 11411 North Tatum Boulevard Phoenix, AZ 85028 (602) 996-2870

Professor James A. Graaskamp UNIVERSITY OF WISCONSIN Graduate School of Business 1155 Observatory Drive Madison, WI 55701 (608) 238-8452

James Curtis BRISTOL GROUP 155 Montgomery Street San Francisco, CA 94104 (415) 389-1022



School of Business 1155 Observatory Drive Madison, Wisconsin 53706 **Graduate School of Business** 

RE: Address Correction Form

Dear

In an effort to maintain a current mailing list of our alumni across the country, we have to continually update our mailing list for any changes that occur.

After the mailing of the November, 1981, newsletter a handful of letters were returned to our office. These letters were not deliverable as addressed and the Post Office was unable to forward them.

Although we did not have any returned letters from your area, we have enclosed an address correction form in the event that there is a change in the future.

Thank you again for your continued support of our school.

Sincerely,

Mike Casey, Alumni Administrator UW-Madison Real Estate Department

MC/sjw

Enclosure

# DEAR PROFESSOR GRAASKAMP,

DUARTERLY NEWSLETTER TODAY AND,
AS ALWAYS, APPRECIATED HEARING WHAT
WAS HAPPENING TO FORMER CLASSMATES
AND ABOUT THE REAL ESTATE SCENE IN
GENERAL ACROSS THE COUNTRY. MY
THANKS TO BOTH YOU AND MIKE
ROONEY, AS WELL AS THE DITHER
CONTRIBUTORS, FOR YOUR EFFORTS IN
PUBLISHING THIS HIGHLY WORTHWHILE
FEATURE.

WHILE I'M THINKING ABOUT IT,
PLEASE EXTEND MY APOLOGIES TO SIM
CANASTERO (EXCUSE THE SPELLING) FOR NOT
YET SENDING HIM THE PLANS AND
SPECS I PROMISED HIM FOR THE
HIGH-RISE OFFICE BUILDING WHICH
RAVENHORST CORPORATION BUILT IN
BLOOMINGTON. AT ANY RATE, I
HAVEN'T FORGOTTEN AND, ONE OF
THESE DAYS, I'LL TRY TO GET A

SET RUN OFF FOR HIS USE. THINGS ARE GOING WELL HERE IN MINNEAPOLIS THESE DAYS. DFFICE SPACE VACANCIES ARE ROUN TO VIRTUALLY NOTHING, WHICH HAS PROMPTED THE ANNOUNCEMENT OF FINE NEW MAJOR DOUNTOWN BUILDING IN MINNEAPOLIS ALONG. OUR OWN SPECULATIVE OFFICE, OFFICE/WAREHOUSE AND WAREHOUSE SPACE INVENTORY IS DOWN TO THE POINT WHERE WE HAUE VERY CITTLE TO OFFER ANYONE RIGHT NOW, ALTHOUGH WE HAVE SEVERAL BUILDINGS UNDER CONSTRUCTION. RAVENHORST'S OPUS 2, WHICH WE FEEL IS THE NICEST MIXED-USE LAND DEVELOPMENT IN THIS PART OF THE COUNTRY, IS GOING WELL ALSO. ABOUT 1TS 460 ACRES ARE NON HALF OF DEVELOPEO. WE FEEL THAT IS FAIRLY SUCCESSFUL, SINCE THE FIRST SALES WERE MADE IN '74, AND ROAD AND UTILITY INSTALLATIONS WERENIT ENTIRELY COMPLETED UNTIL LAST FALL. AMONG THE FACILITIES IN OPUS 2 IS AMERICAN FAMILY'S 60,000 SOUARE

FOOT NORTHWEST REGIONAL OFFICE
BUILDING. WE'RE NOW DESIGNING AND
BUILDING A 100,000 SQUARE FOOT
SECOND BUILDING FOR THEM IN
ST. JOSEPH, MISSOURI.

MORE OF DUR BUSINESS IS COMING
FROM OUT-OF-STATE. MINNESOTA'S
UNFAUDRABLE TAX CLIMATE AND
COLD WEATHER HAS VIRTUALLY
ELIMINATED ANY COMPANIES MOUNG
IN AND SEEMS TO BE FORCING SOME
TO MOVE OUT. WE'RE LOOKING VERY
SERIOUSLY AT OPENING A CHICAGO
OFFICE, AS WE'RE ALREADY DOING
LOTS OF BUSINESS THERE.

WELL, SO MUCH FOR THE NEWS.

IF I UNDERSTOOD YOUR REQUEST.

FOR SALARY INFORMATION, YOU'RE

LOOKING FOR REPORTS FROM GRADUATES

OFUR THE PAST SEVERAL YEARS. IT

SINCE I WOULD GREATLY APPRECIATE

RECEIVENCE A COPY OF THE RESULTA

CINTHOUT NAMES) ONCE THEY'RE

AVAILABLE, I'LL GLADLY COOPERATE.

I RECEIVED MY M.S. IN DECEMBER OF 1974, AND STARTED WITH RAVENHORS, IN FEBRUARY OF 1975 FOR A MERE \$ 916.67 PER MOUTH. WHILE I ALMOST HATE TO ROMIT THAT NOW AT THE TIME THE COURTRY WAS IN A SEVERE RECESSION, AND I WAS BROKE, IN DEBT, AND ABOUT TO BE MARRIEO. AT ARY RATE, EFFECTIVE NEXT MONTH I'LL 60 TO \$1650 PER MONTH, WHICH AT LEAST REPRESENTS A HUALTHY PERCENTAGE INCREASE. OF COURSE, THE BASE WAS AWFULLY LOW. I Now ALSO HAVE A COMPANY CAR, WHICH I SUPPOSE IS WORTH ANOTHER \$ 200 MONTH OR SO. PLEASE GIVE MY BEST TO THE REST OF THE STAPF AND AGAIN, I'D APPRECIATE RECEIVANG A COR OF YOUR SURVEY RESULTS IF I

COUL D.

SINCERELY, Doug Red



IEW YORK LIFE INSURANCE COMPANY 2001 BRYAN TOWER - SUITE 701, DALLAS, TEXAS 75201, TELEPHONE: (214) 742-6301

REAL ESTATE AND MORTGAGE LOAN DEPARTMENT
PETER T. CYRUS, MORTGAGE LOAN MANAGER

August 7, 1978

Dr. James A. Graaskamp 202 A Breese Terrace Madison, Wisconsin 53705

Hello Chief:

It's been some time since we have communicated so I thought I'd bring you up to date with some things happening here. First, my new address is 2906 Kings Road, Apartment 207, Dallas, Texas 75219. The business address has also changed to New York Life Insurance Company, Real Estate & Mortgage Loan Dept., 2001 Bryan Tower, Suite 701, Dallas, Texas 75201.

It's been over a year now and I must say that it has been an educational one. I've been involved in some of the largest deals that have transpired in Texas this past year. They include a New York Life participation in a \$120,000,000 loan to Trammell Crow on the Dallas Market Center, and a \$95,000,000 loan to Gerald Hines on the Texas Commerce Plaza. I have also worked with the Hunt people on a suburban office building. Unfortunately, apartments seem to meet underwriting criteria most easily and, therefore, constitute the majority of loans that New York Life commits.

As I'm sure you are aware, compensation levels at New York Life do not meet industry averages. I began in April, 1977, at \$13,500\$ and currently drawing \$16,400. I do regret that this pulls the MS average down, but the slow quarter remains my goal.

The Vice President in charge of Personnel in New York is very interested in upgrading compensation levels for appraisers and is anxious to receive your upcoming report on MS salaries. Please forward a copy to Mr. Arlen R. Dahlquist, New York Life Insurance Company, Real Estate & Mortgage Loan Dept., 51 Madison Avenue, New York, New York 10010.

Dr. James A. Graaskamp August 7, 1978 Page 2

Enclosed you will find 1) a popular 45, "Freeze a Yankee", that I am sure the boys will get a charge of, and 2) a check to the Alumni fund.

Chief, hope things find you well.

Take care,

Seff Kobinson Appraiser

JSR:djt Enclosure

Date?

Mr. James A. Graaskamp 202 N. Breeze Terrace Madison, Wis.

# Dear Chief;

Thought I'd drop you a note and let you know what's happening. After I finished the "M.S." program, I found my nerves to be finely tuned for two careers; either to hunt wild polar bears in the artic with nothing more than a wolf skin and dagger or to enter the war against the IRS (namely taxes). Seeing I could do both in taxes, (fight the war and still make a killing), I chose it. So as this fall term begins, I find myself at Hamline University Law School in St. Paul steadily paging through volumes of material pursueing that ultimate goal of tax counsel. At this point in time, I'm debating whether a transfer to a Wisconsin law school would be more advantageous concerning jobs, bar exam exemption, and locale. If I decide to transfer, I may have to call on you for a recommendation. Until then, ride'em high and keep the newsletters coming, they're grrreeat!

With a tip of the hat,

Patrick G. Seubert

Mr. James A. Graaskamp Professor University of Wisconsin School of Business Madison, Wisconsin

### Dear Jim:

It has been a number of years since I have talked with you or have enjoyed receiving your Annual Report of JAG Enterprises. I do not consider the elimination from your mailing list as an afront but the loss of one of the earthly pleasures we are all confronted with from time to time. As a matter of fact, beside me is the last publication I received-1973. Perhaps your R.O.I. was drying up and therefore you had to close down the presses until more response was being returned to Madison.

Currently I am working for the 3M Company in their Corporate Real Estate Department. I had my 4 year anniversary there in January and my purpose in writing you other than to say hello, is to inform you that I am still using your name on my resume as a reference. At this point, I could be assured of at least a comment or two about you remembering that young fellow sitting with the blank stare on his ace!! For this meason I have enclosed a copy of the informal resume that I include with any employment inquiries. The transition that I did not use above, is that I am currently looking for new employment on a low-key basis as related to positions I become aware of in the Twin Cities Metropolitan area.

The positions that I have sought to date are in both the public and private sector as related to adaptive re-use and mixed-use urban developments. My current position has been very diversified in the demands placed upon me, but corporate paralysis has begun to set in and I need exposure to the entrepeneurial aspect of real estate more first hand. As you can see from the enclosed resume, I have had both private and public sector involvement since days at Madison, even though the housing and redevelopment exposure was more of an advocacy planning type position in which we attempted to marshall developments desired by the neighborhood residents.

On occasion I get a chance to talk with Peter Hitch and Dave Reimer who you most likely know are in the Twin Cities; Hitch with First Bank Financial, and Reimer now in Hitch's previous position with Northwestern Mutual. Last time I was in Chicago I attempted to reach Michael Rootberg who I had been told was back from the West. How much of Cleveland does Mike Feiner own by now??? If you do get the opportunity to hear from various ex-graduates of your programs, it must be intriguing to find out how far-reaching the Graaskamp wisdom has now become.

To request continued response from you as a reference may be stretching the limits of reason, however unless I hear from you to the contrary I would like to continue doing so. The enclosed informal Personal Data-Resume should provide you with a perspective of my involvements since I was involved in your undergraduate program.

I hope this correspondence finds you and JAG Enterprises as witty and prosperous as ever. It would be interesting to be able to take some selected coursework from you now after gaining exposure to the market and living through the aberrations of the last several years. If you still send out seasonal greetings related to the travels and quips and quotes of the Graaskamp entourage, I would appreciate receiving a copy.

Thank you. Presently my inquiries about alternative employment are unannounced at the 3M Co.

Sincerely,

Robert E. Soules, Jr.



# Quail Run Marketing, Inc.

5221 NORTH QUAIL RUN PLACE PARADISE VALLEY, ARIZONA 85253 (602) 945-4003

April 25, 1978

Prof. James A. Graaskamp 202 North Breese Terrace Madison, Wisconsin 53705

Dear Prof. Graaskamp,

I hope this letter finds you in good spirits and health. Of all the professors in all the different classes I took while attending the University from 1964 through 1970, you not only taught me the most, but are the most memorable personally--inspiring, perhaps that is the right word.

Now that you've been overwhelmed by sentiment, let us get to my reason for writing. In 1969 or 1970, I was in a graduate finance course you taught having specifically to do with real estate finance. We were using a format for the investment analysis of real estate which resembled a cash flow statement with dereciation added back to come to a yield (or valuation) of a particular income property. I believe the technique was outlined in a text as well as in your own writings. In addition, it is my recollection it had been computerized.

I am anxious to re-learn (or at least refresh my memory) that technique, and to know what else you are using as an appropriate practical text for the analysis of income property.

Since graduating with an MBA in 1970, I have worked for a bank in Milwaukee, then came to Phoenix to join Dean Witter and Co. as a stockbroker, have been doing some marketing consulting on the side, but now have an opportunity to manage and broker investment real estate, especially income producing real estate with an emphasis on apartment projects, but including some office locations. It is an exciting project, and I'm really looking forward to it.

I look forward to hearing from you, and hope you can tell from my description the material I'm trying to locate. If you'd rather call than write, please do so in the evening at 1-602-971-4761 collect, of course.

Sincerely,

A Quail Run Company

### COOPERS & LYBRAND

CERTIFIED PUBLIC ACCOUNTANTS

senta

A MEMBER FIRM OF
COOPERS & LYBRAND (INTERNATIONAL)

ONE BUSH STREET
SAN FRANCISCO 94104
(415) 445-1200

August 17, 1978

Professor James A. Graaskamp 202A Breeze Terrace Madison, Wisconsin 53705

Dear Chief:

This letter is in response to a phone call I received from Steve Elpern in Chicago. He requested that I forward to you my current address along with my company address in order to facilitate future correspondence. I was unaware that I had become somewhat of a mystery man. Therefore, my current residence is:

2961 Mount Diablo Street Concord, California 94518 (415) 689-1036

My business address is:

Coopers & Lybrand
One Bush Street
San Francisco, California 94104
(415) 445-1314

I trust you are in good health and preparing for another academic year. I have reviewed your recent publication, The Simpson Appraisal, and have ordered a copy through our company. I not only find the presentation exciting, but Fran Larson's comments very informative. Congratulations on an excellent product! I look forward to speaking with you soon. Say hello to all, especially Mike Robbins.

Sincerely,

Wayne Batavia

WB/jr



August 1, 1978

Professor Jim Graaskamp Univeristy of Wisconsin School of Business 1155 Observatory Drive Madison, WI 53706

Dear Jim:

I wish to announce that effective August 11, 1978 I will be leaving Verex Assurance, Inc., formerly known as Continental Mortgage Insurance, Inc. I will begin a new position in Denver, Colorado on August 15, 1978 as a Commercial Mortgage Representative with the Northwestern Mutual Life Insurance Company.

My new business address and telephone number will be:

Northwestern Mutual Life Insurance Company One Park Central Suite 1445 Denver, Colorado 80202

303-893-0111

Please call me if I can ever be of assistance or if you have the opportunity to spend some time in Denver.

Sincerely,

Stephen P. Bye

Manager of Staff Underwriting

SPB/mcs



June 21, 1978

Professor James A. Graaskamp Landmark Research, Inc. 202-A Breese Terrace Madison, Wisconsin

Dear Professor Graaskamp:

As you know, I am working for Steve Roulac at Questor Associates in San Francisco. I have been here four months now and am enjoying the work immensely. I am the legal specialist in the firm and am learning quite a bit about the financial aspects of real estate investment, the study of which I began in your courses. This organization is young and we are growing rapidly. I feel that it is a prime opportunity and I am very grateful to you for the kind recommendation you gave me. You are largely responsible for my position in this firm today. Thank you so much for your consideration.

I look forward to hearing from you the next time you visit you favorite City, San Francisco.

Very truly yours,

Jøyce J. Alm Legal Analyst Dr. James A. Graaskamp 202A Breese Terrace Madison, WI 53705

### Dear Chief:

I just wanted to drop you a quick note to let you know that I have accepted a position with Kirco Realty & Development in Bloomfield Hills, Michigan. As you may recall, I had been working as an Assistant Project Manager with Claremont Development Associates in Boston since graduating in May, 1985. Claremont had been going through some major changes resulting in, at last count, 17 people leaving the firm (either by termination or departure before termination). I left at the end of February and began looking for employment back home in the Detroit area. At Kirco I am employed as a Project Development Specialist allowing me to work primarily in the Project Development and Finance, while providing some assistance to the Acquisition and Construction areas. Kirco primarily develops commercial office, high-tech, and industrial space, while also doing some residential work. Kirco acts as Construction Manager/General Contractor on all its projects. I am really impressed with the firm and the quality of its work and people.

One other piece of information I am happy to pass along is that Nancy is pregnant. The expected date of arrival is August 28. Two of Nancy's sisters are expecting this year as well so our child will have plenty of cousins in the area to play with.

I trust all is well with you. I would like to make the alumni reunion this fall, but with the baby coming this fall I will have to take a wait and see approach. Please note my new work address and phone number below.

Warm Regards,

Kenneth W. Browne

Kirco Realty & Development Ltd. 200 East Long Lake Rd., Suite 115 Bloomfield Hills, MI 48013 (313) 258-6300

# AMERICAN REALTY CAPITAL, INC.

New York Office: American Realty Capital, Inc. 375 Park Avenue New York, New York 10152 (212) 223-1010 San Francisco Peninsula Office 101 Lincoln Centre Drive, Suite 333 Foster City, California 94404 (415) 377-0500

March 9, 1987

Professor James A. Graaskamp University of Wisconsin School of Business 1155 Observatory Drive, Room 118 Madison, Wisconsin 53706

Dear Jim:

I hope you are well. As I told you a couple of months ago, I have left Lincoln Property Company and have purchased an interest in American Realty Capital, a New York based real estate investment and advisory firm. Enclosed is a summary of our activities. I will be sending you a more complete package shortly.

If you feel we might be helpful to the State of Wisconsin Investment Board, I would be appreciative of your thoughts and advice. I would be pleased to come to Madison if you felt a meeting with any SWIB board members or personnel would be appropriate.

Thank you for your assistance. My sincere best wishes.

Sincerely,

Stephen P. Jarchow

SPJ/sp

Enclosure

CC: Graaskump orig to RARS

# Keep In Touch!

Let us know about the current activities in your professional life.  Please complete the information below and return to:	Director of Publications School of Business University of Wisconsin-Madison 1155 Observatory Drive Madison, WI 53706
Name Richard J. Johnson	Degree/Year BBA 1972
Home Address 20722 Park Bend Drive	Telephone 713/578-2421
City, State, Zip Katy, Texas 77450	
Business Firm/Your Title Barker Interests Lim	ited/Chief Financial Officer
Business Address 5151 San Felipe, Suite	1400 Telephone 713/961-5780
City, State, Zip Houston, Texas 77056	
	al officer. Barker Interests is a irm based in Houston.
□ Address Change—for alumni records only  ☑ Job/Title Change—for alumni records only  □ Please send me information about	APP (1) 1981  echool of Business

Moving or Moved? Help us keep up with you. Either contact the School of Business as indicated above or call the appropriate tollfree number listed below to give us your new address and telephone number.



1-800-362-3020 calling from Wisconsin (except the Madison area) 1-800-262-6243 calling from outside Wisconsin (except Alaska & Hawaii)

Be sure to ask for the Alumni Records Office. Call between 7:45 and 11:45 a.m. or 12:30 and 4:30 p.m. central time, Monday through Friday.

233 A Street Suite IIO5 San Diego, California 92IOI 4059 6I9 232 7605

May 6, 1987

Dr. James Graaskamp Landmark Research 202 North Breeze Terrace Madison, Wisconsin 53705

Re: Relocation

Dear Chief:

Since we last spoke by telephone on October 14, 1986 concerning alumni based in California, I have made a decision, effective April 20, to move to San Diego. I have resigned as a principal of Phil Scott + Associates Inc. of Austin, and have joined The Ackerman Group.

I have already made contact with Jon Cowan, Kirt Tetzlaff and Pat Rohan in town, and expect to see all of them on a regular basis. You could be of further assistance to me in terms of networking if you are aware of any businesses or individuals from the midwest area who are involved with real estate investment in Southern California and may need a local architectural firm to represent them. My firm's services would include feasibility analysis (programming, planning, city permits), design and production, and construction administration. I will call you about this in several weeks.

When convenient, please have your administrative assistant update my address on the alumni directory to reflect my new position.

Sincerely,

Frederick M. Marks

Associate

FMM: hcb

CE: Johanner Fraaskanp Orig to RARS

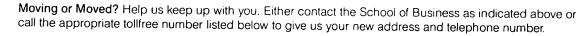
4022

# Keep In Touch!

Let us know about the current activities in your professional life.

Universit	f Business y of Wisconsin-Madison
	Recules take (finance)  Degree/Year
Home Address 1642 S. West gate Ave.	
City, State, Zip LOS Angeles CA 900	207~677
Business Firm/Your Title Manning, Leaver, Brude	er 8 Berberich
Business Address 5900 Wilshire Blud.	Telephone (213) 937-4730
City, State, Zip LOS Angeles, CA 90036	
City, State, Zip LOS Angeles, CA 90036  News for Publication in UPDATE  New State St	1986 Canforna
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Director of Publications



1-800-362-3020 calling from Wisconsin (except the Madison area) 1-800-262-6243 calling from outside Wisconsin (except Alaska & Hawaii)

Be sure to ask for the Alumni Records Office. Call between 7:45 and 11:45 a.m. or 12:30 and 4:30 p.m. central time, Monday through Friday.



# RICK ALAN SCHROEDER, ESQ.

638 Lindero Canyon Road, No. 392
Agoura, California 91301
Telephone (818) 879-1943
Telefax (818) 879-5443
E-Mail schroederlaw@compuserve.com

Bankruptcy, Insolvency, Creditors' Rights, Commercial and Business Litigation

RICK A. SCHROEDER born Edgerton, Wisconsin, June 10, 1961; admitted to bar, 1986, California and U.S. District Court, Central District of California; 1987, U.S. District Court, Eastern and Southern District of California; 1990, Minnesota and U.S. Court of Appeals, Ninth Circuit. *Education*: University of Wisconsin (B.B.A. 1983); University of California at Los Angeles (J.D., 1986). Beta Gamma Sigma. *Member*: Ventura County Bar Association, East County Bar Association, San Fernando Valley Bar; State Bar of California; Minnesota State Bar Association;

[entry in Martindale-Hubbell, modified]

# aird & Warner

May 19, 1987

Dr. James Graaskamp University of Wisconsin School of Business Madison, WI 53706

Dear Chief:

I was recently appointed by Baird & Warner to manage their Denver office. In this capacity I will be involved in overseeing the mortgage banking group and, to a lesser extent, their asset management group.

I am looking for a recent grad (prefer a B.A.), who would assist me on the mortgage banking side. This person's responsibility would be to prepare initial packages and submissions to lenders, to do market studies, appraisals, cash flow analysis, and to assist in loan closings. This person could eventually work into a production position, depending upon conditions, his or her abilities, etc.

I am very motivated to find someone who could start quickly, so I would be happy to spend a day in Madison to talk to any interested people.

I appreciate your help and look forward to hearing from you.

Sincerely.

Vice President

KCK:kmc



Real Estate Sales, Finance, Management, Development, Marketing, Investment, Insurance, Syndication

# Management Company

May 12, 1987

JMB/Federated Realty Associates

Lee M. Letchford

RE: POSITION CHANGE ROBERT J. COOK

Memo

I'm glad to announce the promotion of Bob Cook to Vice President, Director of Administration for JMB/Centers Management Company. Bob has done an outstanding job since joining the Company and I look forward to his contributions in his new role. Join me in congratulations and best wishes.

The\_

LML/tt

90

48

The \$1.6 billion approved

University of Wisconsin-Madison
1155 Observatory Drive
Madison, WI 53706

Name WEKNER T. KOSTENDT et al. Degree/Year MS-81 (Keal Estate)
Home Address 128 Hamilton avenue Telephone 201-652-214!

City, State, Zip Glen Rock, New Yersey 07452

Business Firm/Your Title L. W. Ellwood and Co- / associate

Business Address 615 Franklin Turnpike Telephone 201-652-214!

City, State, Zip Pridgen/ood, New Jersey 07450

News WEKNER T. KOSTENDT MS '81 (Real Estate) and CHARLES

SEGAL, MS '83 (Real Estate), employed by L. W. Ellwood and Company, New Yor

Director of Publications

School of Business

**Moving or Moved?** Help us keep up with you. Either contact the School of Business as indicated above or call the appropriate tollfree number listed below to give us your new address and telephone number.

the 6,000,000 + square foot complex indicates that the proposed

Rockefeller Center will be the largest deal involving a single property in U.S.

DENNIS . N. ANDERSON, MS '64 (Real Estate)

L.W. Ellwood and Company. The firm is recognized nationally as a

were integrally involved in the market analysis and

valuation of Rockefeller Center in midtown Manhattan.

1-800-362-3020 calling from Wisconsin (except the Madison area)

Let us know about the current activities in your professional life.

Please complete the information below and return to:

1-800-262-6243 calling from outside Wisconsin (except Alaska & Hawaii)

the field of real estate valuation

☐ Please send me information about

Be sure to ask for the Alumni Records Office. Call between 7:45 and 11:45 a.m. or 12:30 and 4:30 p.m. central time, Monday through Friday.



Degree BA	Major(s) Real Estate
Graduation Dat	e (Mo/Yr) /3/77
Present Addres	s Da Sa Conda Drive # Hol
	Sanche Palos Vardes, CA 90214
	er Fareman, Shompson & assoc, Inc.
City and State	Meigent Beach, CA
Position and D	epartment feal Estate Research assistant, RE analysis
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Real Estate Counselors and Appraisers

June 13, 1983

University of Wisconsin James A. Graaskamp, CRE Landmark Research, Inc. Pyare Square Building 4610 University Avenue, Suite 105 Madison, Wisconsin 53705

Dear Professor Graaskamp:

Joseph Farber and Company, Inc. is a real estate appraisal and consulting firm and we have a job opening for a real estate appraiser. We are seeking an MAI or an advanced MAI candidate with experience in writing narrative appraisals on income producing property.

Joseph Farber and Company, Inc. was founded in 1963. We specialize in large-scale commercial properties. The position offers an attractive compensation and benefits program and an environment that encourages professional growth. The firm has a long standing relationship with major corporate and institutional clients and operates on a nationwide basis.

For additional information, contact Joseph Farber, MAI, CRE, or Richard L. Simon.

Sincerely,

JOSEPH FARBER AND COMPANY, INC.

Richard L. Simon

Executive Vice-President

RLS:jmc



### CENTURY HARDWARE CORPORATION

P.O. BOX 1999 • (4711 WEST WOOLWORTH AVENUE) • MILWAUKEE, WISCONSIN 53201 • TEL: (414) 353-7600

July 7, 1978

Professor James Grasskamp UW School of Business Madison, WI 53706

Dear Professor Grasskamp:

I would like to take this opportunity to thank you for a fine semester of instruction in Real Estate Equity Investment. It has been rare in my education to find professors who are innovative, intelligent, and caring, you are one of the exceptions.

I feel that, if more lawyers took several of your courses, they could become "downright dangerous" instead of mediocre title searchers.

If I, or my company can ever be of service to you, please contact me.

Sincerely,

BRUCE P. GENDELMAN

Director Government Operations

uce P. Gendelman

Corporate Counsel

Century Hardware Corporation

BPG/bg

Prof. James Graaskamp School of Business 1155 Observatory Dr. Madison, WI 53706

December 19, 1979

Brian Alm
Rt.l Box 263
Cleveland, WI 53015

Dear Prof. Graaskamp,

Thank you for the time we spent visiting on Monday and your willingness to be of help in my application to law school. Due to the lack of application material, the only letter I am asking you to send now is to the University of Michigan.

To establish the objectivity of your letter in their minds, the enclosed is a waiver of my right to see your letter. I have signed it and they ask that you do as well to insure your knowledge of my waiver.

Since graduating from the program in 1973, I have had a variety of real estate and financial experiences. From May 1973 until February 1975 I worked for CMI (now Verex) in the commercial real estate loan and lease insurance division under George Hansen. George and several officers in this division had worked for the Equitable in their real estate lending group so it was a good learning experience as were the various work out situations that had to be dealt with.

In February 1975 I went to work for Citizens Mortage Company (CMC) in Sheboygan as a mortgage banking officer. CMC is a subsidiary of Citizens Bancorporation. It was set up in November 1974 to handle the commercial real estate lending activities of the various affiliate banks and to originate loans throughout Wisconsin. I helped establish the company, set up the servicing operations, underwrote our loans, and engaged in selling the loans to long term investors. During this time I progressed to assistant vice president of CMC.

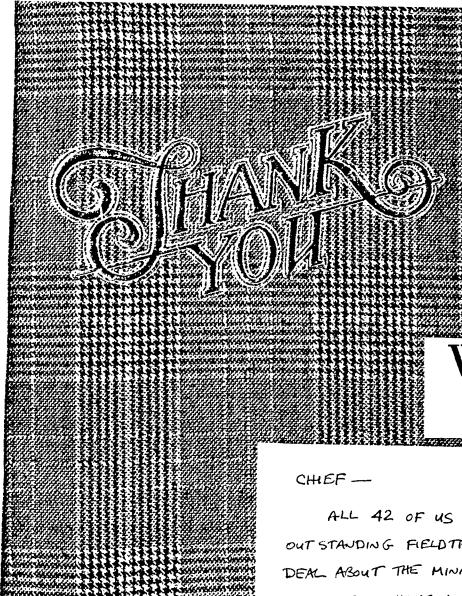
At the same time Citizens Bandorporation doubled in asset base to \$440 Million and needed commercial lending officers, particularly in the area of specialized financing. I now travel from Green Bay to Milwaukee to Madison to work on the projects I generate or our affiliates direct to us. Therefore I work with conventional commercial real estate loans, IRB's, government guaranteed loans, (SBA,FmHA, EDA), our leasing company, international loans, construction loans as well as the full range of normal commercial lending. All of this activity is generally with customers whose debt exceeds \$200,000.

Despite this growth in responsibility and reasonably secure future I need to be able to perform on a more independent basis. Because of my increasing involvement with the legal processes through the last six years, I have come to feel that I am well suited to a legal career with a small firm where I will be judged solely on my own merits. Your help in reaching that goal is greatly appreciated.

Sincerely,

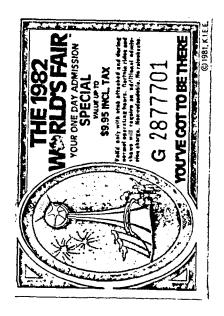
Brian J. Alm

BJA/ca



With sincere appreciation for all you've done.

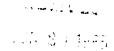
ALL 42 OF US WANT TO THANK YOU FOR AN OUT STANDING FIELDTRIP. WE LEARNED A GREAT DEAL ABOUT THE MINNEAPOLIS AREA WHILE STILL MANAGING TO HAVE A GOOD TIME (I'M NOT SURE THE NIGHT MANAGER AT THE NORMANDY INN HAD SUCH A NICE TIME!!!)



SERIOUSLY, WE WANT YOU TO KNOW THAT YOUR TIME, ENERGY, AND CAREFUL TUTORING ARE DEEDLY APPRECIATED. ABOVE ALL, YOU HAVE OUR DEEDEST RESPECT AS A FRIEND, TEACHER, AND URBAN OBSERVER.

THANK YOU,

THE MINNEAPOLLS SURVINORS



June 21, 1985

Chancellor Irving Shain UNIVERSITY OF WISCONSIN 158 Bascom Hall 500 Lincoln Drive Madison, Wisconsin 53706

Dear Chancellor Shain:

I recently received a copy of the enclosed article regarding Dr. Graaskamp, and frankly, couldn't agree with him more.

Having attended his program ten years ago, I was quite fortunate to be arriving at a time when there was still a strong emphasis on a "liberal arts education."

I continue to be active in the Wisconsin Real Estate Alumni Association, and in fact, attribute Dr. Graaskamp's program to my professional and business success as in post-academic life.

Your current policies are in fact serving as a detriment to future students, as well as continuing to detract qualified professors from accepting a position at Wisconsin. To my knowledge, times even in Madison have changed and I believe there is strong competition to get into the business school.

Policies such as those currently undertaken at Wisconsin, might not only deprive a student from tackling the professional field of their choice, but could ultimately lead to the same types of protests and decent that took place in the late sixties/early seventies.

The time for change is now!

Very truly yours,

Jeffrey A. Davis

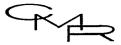
President/& Managing Principal

CAMBRIDGE REALTY CAPITAL, LTD.

JAD:gpm

cc: J. Graaskamp

R. Juszczak



# Charles M. Ritley Associates, Inc.

24755 HIGHPOINT ROAD BEACHWOOD, OHIO 44122 TELEPHONE: (216) 464-8686

March 7, 1983

Mr. Roger J. Juszczak, President UWRE Alumni Association 5254 E. Calle Redonda Phoenix, Arizona 85018

Dear Roger:

Enclosed is our check for \$100.00, a contribution to the Alumni funding of a real estate chair.

Regarding your call for suggestions for the bi-annual seminar this fall: Since Educare is collapsing, a number of us are casting about for hardware and software. Hopefully, this topic could be explored at the seminar, especially in light of the new equipment available (Apple's Lisa) and the cost of producing a library of software.

Another topic which might serve our membership in a useful fashion would be an exploration of industrial space supply and demand, in light of the present and anticipated changes in the nation's industrial base.

If you wish to discuss this any further, please call me at the above number.

Yours truly,

CHARLES M. RITLEY ASSOCIATES, INC.

Roger D. Ritley, A.S.A., SRPA By: President

RDR/ji

Enclosure cc: James Graaskamp

PROPERTY ECONOMISTS: REAL ESTATE APPRAISALS MARKET & FEASIBILITY STUDIES REAL ESTATE BROKERAGE BUILDING & DEVELOPMENT

# UNIVERSITY OF WISCONSIN-MADISON

CHANCELLOR

Bascom Hall ● 500 Lincoln Drive

Madison, Wisconsin 53706

608-262-9946



June 28, 1985

Mr. Jeffrey A. Davis
President and Managing Principal
Cambridge Realty Capital, Ltd.
200 West Superior Street
Chicago, IL 60610

Dear Mr. Davis:

This is to acknowledge your recent letter commenting on remarks made by Professor James Graaskamp of our School of Business to the Wisconsin Economic Development Association. Professor Graaskamp is a highly respected member of our faculty. He holds strong views on certain subjects that are part of his scholarly interest and expertise.

We are currently in the process of searching for a new dean for the School of Business. One of the major challenges facing the new dean will be to seek out resources that will permit the School to serve more students. This, of course, is a problem that we face throughout the University. It is a very serious matter which requires thoughtful analysis and rational, effective response.

We currently have a special committee studying our enrollment problem. One of the committee's principal tasks will be to determine what is an appropriate enrollment ceiling for the campus, based on our current funding level. In addition, each of our schools and colleges has an academic planning committee or council. There is a similar organization which looks at campus—wide educational needs and priorities. The information generated by these groups is carefully factored into budget allocation decisions.

Budget decisions are neither capricious nor arbitrary. They arise out of a process which insures that faculty have substantial input and any change would require faculty action and endorsement. This system seems to be the most appropriate way to insure that our faculty participate actively in the University's educational program.

I appreciate your taking the time to write and express your concerns.

Irving Shain

xc: Professor James Graaskamp

Robert J. Terry
Metropolitan Life
Real Estate Investments
2021 Spring Rd., #300
Oak Brook, II. 60521

Dr. James Graaskamp 202 N. Breese Terrace Madison, Wisconsin 53705

September 2, 1985

Dear Chief

I enclose for your review a new Metropolitan Life Pension/Real Estate investment product. This innovative concept gives very conservative pension investors a guarantee of principle and interest on their real estate investment from Met which is now rated AAA. In addition it gives them a share in cash flow above our minimum guarantee plus a share in the reversion.

For Metropolitan, we keep the tax benefits and the spread above our guarantee should our asset managers do better on the property than the guarentee. This leads me to conclude that asset management will become very important in our company in the future.

On the personal side, I am getting married on September 28, 1985 to Michelle Seibel who also works here at Met in the real estate area. We became acquainted while writing a PC program to examine rental concessions and quickly reach an approve or disapprove decision based on net effective rent given the present gamut of "creative" concessions now evident for office leasing.

Congratulations on your marriage last year to Jean who I knew back in 1978 while she was in Stanleys class and I was a computer aide.

At present the Chicago office does not need any more people, but I anticipate an increased staff budget for late 1986 given the vast amount of different projects and investment products we are working in. I will stay in touch with you on job possibilities here for students in the future.

Nina Magnus Wisconsin class of 1983 and Katy Russler Wisconsin class of 1983 are still here with me at Metropolitan and are doing a fine job on either land purchase or joint venture development with an occasional acquisition thrown in.

Jeff Moe class of 1978 recently transferred to our Houston office as Manager of acquisitions and joint ventures.

Chief Page two

I was recently promoted to Supervising Appraiser acquisitions joint venture development, land acquisitions, and mortgages.

Well... good bye for now. If you have any comments on this pension product please write or call.

Bob Terr

Richard A. Boots 248 Grand Canyon Drive Madison, Wisconsin 53705

July 9, 1986

Professor James A. Graaskamp 202 N. Breese Terrace Madison. Wisconsin 55705

Dear Chief,

My apologies for the delay in getting this letter to you. I have been busy sending out resumes and so far to no avail. I am, per our conversation, enclosing a brief resume indicating my qualifications and experience in the development field.

As a Project Development Director for Madsen Corporation, I have, over the past five and one-half years, been involved in a full range of real estate development responsibilities. These responsibilities included market research, financial analysis, project feasibility, site location and acquisition, project planning, project financing — both construction and permanent-project design and approvals, and construction coordination of numerous commercial and multi-family projects. Throughout the development process I am required to work closely with government agencies at the local, state, and federal levels, and to maintain the development timetable from initial project feasibility analysis through lease up and turnover to property management.

As a project developer with Madsen, I have developed over 75,000 square feet of commercial office space and 550 units of multifamily housing totaling over \$30,000,000 in debt and equity financing. I was involved in the development of a certified historic preservation project, renovating a former college dormitory to create a Section 8 elderly housing facility. The restoration and repair of this 126-year-old structure required extensive research to determine original design and materials and enable a skillful blending of new construction into the old. In addition to the state housing agencies, I also worked very closely with the state and federal preservation and tax entities.

Professor James A. Graaskamp Page Two

Most recently I have been involved in and completed the development of a 210-unit garden apartment project in Naperville, Illinois, a 35,000 square foot commercial office building in Madison, Wisconsin, analyzing the financial feasibility of potential acquisition projects and the restructuring and refinancing of existing projects under Madsen control. I also have extensive experience in the use of personal computers and have set up and utilized complex analytical formats and spreadsheets for evaluating the financial structuring and feasibility along with the monitoring of specific development projects.

My experience in working with developers in the development field extends back several years. Prior to joining Madsen Corporation, I was a designer and land planner with a Madison engineering consulting firm preparing cost effectiveness studies, feasibility analyses, and municipal land use plans, along with the designing of office parks, residential subdivisions, and multi-family developments. I also taught at Purdue University and directed my own land use consulting practice, advising and assisting developers on all aspects of development.

Chief, I trust this information will give you a brief background of my experience, qualifications and responsibilities as a developer. I certainly will appreciate any insight, leads or assistance you could offer as to potential employment opportunities. Thanks much for your help and I will stay in touch as to what the future brings.

Sincerely.

Richard A. Boots

### GENERAL ELECTRIC CREDIT CORPORATION

JOHN C. DETERDING
VICE PRESIDENT
COMMERCIAL REAL ESTATE OPERATIONS

260 LONG RIDGE ROAD P.O. BOX 8300 STAMFORD, CT 06904 (203) 357-4435

April 30, 1987

Dr. James Graaskamp 4610 University Avenue Suite 105 Madison, WI 53705

Dear Jim:

Once again, I want to thank you for your participation in our Perspectives Seminar in Naples, Florida. As a small token of our appreciation, I am enclosing some pictures taken on site.

Sincerely,

John C. Deterding

JCD:e/3164E Enc.

#### CORPORATE REAL ESTATE SPECIALISTS

STEPHEN J. NARDI PRESIDENT

August 21, 1987

Dr. James Graaskamp UNIVERSITY OF WISCONSIN School of Business Room 102 - Commerce Building Madison, Wisconsin 53706

Dear Dr. Graaskamp:

Jeannine Balsamo advised me of her acceptance in the Graduate Program at the University of Wisconsin - Madison this fall. As I stated previously, I am certain that you will find Jeannine to be an excellent student as well as a fine representation of your program after her completion and the launching of her career in real estate. I have come upon students on numerous occasions who have graduated, and I must compliment you on the quality of professionalism you have been instrumental in bringing to the real estate profession.

Thank you for the consideration given Jeannine. In the event that I can ever be of assistance to you in your endeavors, please feel free to contact me.

With kindest personal regards, I remain

Singerely,

Stephen J. Nardi

SJN/gc

February 1, 1988

Peter H. Gloodt Pannell, Kerr, Forster Certified Public Accountants 150 N. Michigan Avenue Suite 3700 Chicago, IL 60601

Dear Peter:

Congratulations on receiving your MAI designation so quickly in your career. Jean and I still have to take our first exam.

I agree with what you call the discount rate method. The deflation rate method is bologna because it takes credit for value added by project management as well as hard dollar costs. The project as is at the beginning of construction cannot take credit for value added by entrepreneurship until it is successful. Value when completed must be discounted for value created by leasing after completion but before occupancy. In short we are looking for the spread created by the successful combination of capital, labor, and management and not just the arbitrage of declining currency value.

As you may have heard, we scheduled the appraisal procurement seminar for Atlanta on January 8 with over 100 people making deposits in advance. The ice storm made it necessary to cancel, but we have rescheduled for February 12 at the Radisson in Dunwoody, near Atlanta. Looks like most of the people who signed up will be coming to the postponed session, but keep your fingers crossed. I will be testifying at the congressional hearings on the Barmard bill in late February. Any suggestions?

The battle of North Side vs. South Side convention centers may come to a conclusion this week. Rumor has it they will abandon the South Side plans. In the meantime L&H is doing a study for the Concourse to support our original idea. Will keep you posted.

Congratulations again.

Jim Graaskamo

March 9, 1988

Jon D. Hammes Trammel Crow Company 1 Pierce Place 400 W. Tower Itasca, IL 60143

Dear Jon:

On Thursday, April 7, I will be in Chicago to address the Real Estate Section of the Chicago Bar Association at their noon meeting. While in the Chicago area, Bill Strang and I would like to have 15 minutes of your time to describe a three-part real estate facility in the new School of Business Building. We are looking for three sponsors to honor with a Real Estate Research Center, a Real Estate Learning Resources Center, and a Real Estate Teaching Center, three distinct interlocking occupancies custom fitted to the UW Real Estate Program.

Ideally, we would like to catch you in your office some time between 9:00 a.m. and 10:00 a.m. or about 4:30 in the afternoon as we work our way out of downtown Chicago. We will call your secretary in mid March to confirm or perhaps she can suggest an alternative Thursday when we can meet.

Best regards,

James A. Graaskamp Chairman, Real Estate & Urban Land Economics

JAG:bam

Fraser. WP 11-10-87

April 1, 1988

Mr. Peter Bradley 1614 Fordem Avenue, #217 Madison, WI 53704

Dear Peter:

Delighted to relocate you and to put you back on our Alumni list. Should you have time on a Monday or Wednesday, stop by my office in Room 118 to see the type of jobs that are posted for real estate grads, in Wisconsin and around the country.

If you have specific career objectives in appraisal or acquisition work, give me some additional detail so I can keep my eyes open.

Best regards,

Professor James A. Graaskamp Chairman, Real Estate & Urban Land Economics

JAG:mjf

#### ALUMNI BULLETIN FROM THE CHIEF

With deep personal disappointment, we must report that Professor Mike Miles has decided to return to the University of North Carolina in Chapel Hill following the completion of his Visiting Professorship the first week of August. We must further report that Dean Robert Bock of the School of Business has resigned as Dean as of June 30, a further loss of a friend of the Real Estate Department. As a result, the Real Estate Department is both severely understaffed and without prospect of permission to search for or to fund a replacement for at least a year.

Mike Miles came to Wisconsin in the summer of 1983 as a Visiting Professor because it was not possible to go through the tenure process in the summer when appropriate faculty committees do not meet. To be a Visiting Professor, you must have the right to return to your previous assignment, and North Carolina granted him that right in exchange for the right to advance him to full professorship (which they did by December 1983) and to generate funding for a counter offer (which they made in January). Mike Miles bought a house in Madison, which is inconsistent with a Visiting Professorship, but also retained ownership of his home in Chapel Hill, consistent with an intent to return to Chapel Hill, if tenure were not forthcoming.

Although there are rumors that the protracted tenure process was a factor in the decision by Professor Miles, that is decidedly not true. The Executive Committee had approved his tenure application and recommended approval by the Business School Faculty by a vote of 6 - 0 and a full professorship by a vote of 5 - 1. The latter was a vote staged to anticipate a question by the Social Science Division Committee members as to whether the advance by Miles from graduate student to full professorship in seven years had been too precipitous.

Mike Miles chose to withdraw his name from further consideration before the tenure process could be completed by March 27. We had sensed that he was being courted aggressively by North Carolina to return and that he was comparing Business School prospects at Wisconsin with those in Chapel Hill. We had asked him not to make a decision until April but he opted to make an irrevocable decision during my sojourn in Australia. We asked Mike to write a candid explanation to the Real Estate Alumni and he has provided the following:

With great difficulty, my family and I have decided that North Carolina is home. Coming to Wisconsin, I expected a strong university, the oldest and largest real estate program, a great town, and the pleasure of working with Jim, Mike, and Marian. I was not disappointed in any respect and have really enjoyed both the student and faculty interaction. Faculty outside the School of Business have been most supportive and I was confident of receiving an offer to stay permanently.

As an army brat, I've always considered myself a traveler with no true home. I guess seven years in Chapel Hill have produced a home and that is the reason for my decision. I feel a deep commitment to things begun at UNC and a need to see them through. At the same tme, I want to do whatever I can to continue to work with the Wisconsin Program. It is "the program" and I look forward to its continued prosperity.

It should be noted that the basic salary package at Wisconsin is equal to North Carolina's, but the perks and political powers for Mike will be considerably greater there. For example, he will have greater discretion over research funds and seminar fees with which to supplement his income and to fund two Ph.D. candidates at approximately \$10,000 each to carry out his research. He will have the opportunity to help select new finance professors at North Carolina in contrast to his view that the U.W. School of Business Finance Department had been gutted by the loss of Hawk, Cramer, and Senbet on leave to Berkeley. School of Business faculty salary scales cannot compete nationally for Finance Department replacements. Professor Wichern (Statistics) is moving to Texas A & M and faculty in other Business School departments are expected to leave as well. Mike Miles believes academic stature for Real Estate and for himself depends on association with national stars in finance and management. He does not believe the Real Estate Department can set its own national image by serving the industry well and by remaining somewhat aloof from academia. He enjoys interaction with school administrators, with finance associations, and with academic colleagues in other disciplines through a multitude of co-authored articles in multiple publications.

The Real Estate Department must depend on itself to raise funds for research and faculty salary supplements, and Mike Miles felt that we did not have the prospect of Texas or Carolina millionaires endowing our program lavishly. the School of Business has been victimized by the refusal of Chancellor Shain to divert limited resources toward engineering, business, and the other vocational fields where students want to enroll. There is a tradition at Wisconsin to suppress business in favor of loftier intellectual pursuits in the arts and sciences. Only the School of Agriculture has carefully developed its own legislative lobby; Wisconsin businesses remain largely unorganized as a constituency to support adequate funding of the Business School. Since the Business School Faculty has chosen to freeze enrollments, the Business School will never have the bodies to prove its case and never have a constituency on the Board of Regents to acquire facilities and budgets comparable to all the universities which support business to attract endowment. I am sure Mike Miles could sense this and the frustration expressed by Dean Bock in his statement of resignation. Dean Bock indicated that the problems of the Business School exceeded his ingenuity to find solutions.

The loss of Mike Miles will mean the loss of a communication link between the Real Estate Department and the other Business Professors who are critical of the Real Estate program's Ph.D. component, our academic research, and our reluctance to play the game of academic protocol and publication. Mike Miles' gregarious personality, his social radar, and his out of state credentials were already changing faculty misconceptions about the Real Estate Program. Nevertheless, the integrity and effectiveness of the program really depends on the hours of personal dedication to student contact in the classroom of Professor Robbins, the teaching assistants, and the other faculty. The Miles position had been funded with a budget allocation for a Public Policy Course for the general Graduate Business School, income from the Real Estate Chair, and general funds gambled by the Dean to anticipate research grants in the pension area. Therefore, the Miles departure leaves the Department without any budget allocation for even a portion of an assistant professorship and no further income from the Chair until the fall of 1985. No acting Dean will create an assistant professorship for Real Estate, and a new Dean will most likely move to secure his political power base by funding accounting, finance, marketing, and management before he does anything for Real Estate.

Therefore, the only way out for the Real Estate Department is to create its own funds. It will take \$500,000 of capital to fund a much deserved salary supplement for Professor Robbins, an additional assistant or associate professorship, and a Ph.D. research assistantship. We need \$500,000 minimum endowment, and we presently have \$150,000 in hand or pledged. In addition, Professor Graaskamp continues to be the lowest salaried full professor and department chairman in the School of Business even though he will be teaching four courses each semester again to fill the gap left by Professor Miles. Since most of our alumni are only now beginning their careers and their capital accumulation, it will be necessary to find corporate sponsors.

We do not fully understand Professor Miles' choice, but we do perceive that the timing of the decision could not be worse in terms of the momentum and enthusiasm of the alumni, the faltering of the Business School, and the opportunities that were opening up to our Department for a more balanced program of teaching loads, research, services to the industry, continuing education, and upgraded course content. Staff problems will be further compounded by the otherwise happy prospect for a maternity leave for Marian Wolfe and a possible research opportunity for Mike Robbins.

We sincerely hope that these setbacks will not affect the marvelous continuing support of the Real Estate Alumni for the program as typified by the outstanding field trip engineered by Mike Casey of the Chicago Real Estate Alumni this past weekend in Chicago.

Attached to this bulletin are several significant job opportunities for those with several years' experience. In addition, there is a major industrial park development in Phoenix in need of a project manager/executive director. Owners of this partnership would prefer one of our alumni if he/she has appropriate experience. Call Chief at (608) 262-6378.

Please help us find the addresses of the following:

David Agateer

Debra J. Patterson

Liz Bryant

Milwaukee WI

Lawrence M. Gentner

Peter J. Higgins

Douglas Hill

Jim Hoeppner

Robert Hubert

Ken Jaffe

Davis Karl

Donald D. Kaster

Ken Ley

Frederick W. Petri

Chris L. Plantico

Tom Robertson

Joanne Robinson

Richard Torres

Randy Bruce

Champaign IL

James Fourness

Seattle WA

\*100 South Wacker Drive Suite 834 Chicago, Illinois 60606

Telephone: 312 372-5380



### **REAL ESTATE INVESTMENT OFFICE**

Theodore C. Mesjak, Manager

March 8. 1984

Professor James A. Graaskamp 118 Commerce Building University of Wisconsin School of Business 1155 Observatory Drive Madigon, WI 53706

Dear Professor Graaskamo:

Ralph Pelton, Eastern Divisional Manager from our home office in Milwaukee recently spoke with your secretary concerning an opening that we have in our Chicago Real Estate field office for an Assèt Management Analyst. This is a position above entry level for someone with a masters degree in real estate. We would be willing to consider oraduating students who have had some business experience in addition to their education. Preferably, the experience would be in the area of property management or real estate, however, this is not completely necessary.

The obsition of Real Estate Analyst, Asset Management, will involve work in the management of real estate assets contained in Northwestern Mutual's large portfolio. He or she will be based in the Chicago Real Estate Office and will work along side experienced field personnel, eventually becoming responsible for specific properties in which Northwestern Mutual has an equity interest. These properties include joint ventures, wholly owned properties, and those in which a type of debt equity combination financing has been structured. Asset management work involves liaison between our company and the on-site management firms as well as supervision of those firms. The person will be responsible for drafting and negotiating management and operating agreements, leasing guidelines, budgeting, coordinating all reports to our home office and, in general, overseeing the entire operational aspects of completed real estate projects.

This position is available immediately and interested graduates and/or students should forward their resumes and covering letters to me at the above address in Chicago.

dional/Manager



## SECURITY PACIFIC MORTGAGE CORPORATION

SECURITY PACIFIC PLAZA
333 SOUTH HOPE STREET, LOS ANGELES, CALIFORNIA 90071
TELEPHONE (213) 613-5313

March 12, 1984

Mike Miles Real Estate & Urban Land Economics School of Business 1155 Observatory Drive Madison, WI 53706

#### Dear Mike :

I enjoyed talking with you last Thursday morning. The program certainly seems to be in good hands with Mike Robbins and yourself at the helm while the Chief is off frolicking around the South Seas.

As I mentioned to you on the phone, Robert LeMoine of English & Continental is seeking someone to assist him in an analyst role. Responsibilities and requirements of the position would include:

- Investment analysis
- Cash flow analysis
- Using The IBM Personal Computer
- Performing marketing studies
- Development feasibility analysis

As you and I both know, nobody handles these tasks better than a UW real estate graduate. In addition to gaining valuable experience assisting Mr. Lemoine in the above tasks, the indidual receives the opportunity to work alongside of one of the most well connected players in the Los Angeles marketplace. Mr. LeMoine was one of top L.A. brokers while he was Director of Institutional Investments for Merrill Lynch Commercial Realty.

English & Continental is a British realty investment firm developing new and acquiring and developing existing commercial property on the West coast. Compensation would be in the neighborhood of \$30,000. I would be happy to forward resumes of spring graduates seriously interested in working in Los Angeles.

Mike Miles March 12, 1984 Page 2

I would also appreciate your sending of a few R.E. program brochures to me so I could forward them to other prospective employers.

Thank You,
Rob Curtis

Robert H. Curtis

1983

FLASH! FLASH! FLASH!

As a result of the momentum on the Real Estate Chair, we have made arrangements to attract Mike Miles to the U.W. campus. Because the Tenure Committee doesn't meet in the summer, he'll have title of Visiting Professor until formal arrangements can be completed. Mike, Elston and four children plan to move to Madison this summer for teaching in the fall. However, to negotiate financing it was necessary to lend him to the Dean one-half time to improve the business policy course for the MBA program. He'll teach Residential Finance in the fall, and Equity Investment in the spring. In addition we will initiate an Institute for Pension Fund Real Estate Research.

# Hunt to replace Graaskamp tough

By Jennifer Riddle

**Business reporter** 

Real estate professionals from throughout the country are rallying behind UW-Madison's efforts to find a successor for James Graaskamp, the real estate and urban land economics department chairman who died in April.

But Graaskamp's shoes are proving tougher than most to fill, those involved with the search say, in part because of Graaskamp's own stature in the field. The selection of a new leader for the department is made even more difficult, searchers say, because the choice will help determine whether UW-Madison's real estate program can maintain its nationwide reputation.

"It's one of the biggest challenges facing the school this year," said Bill Strang, associate dean for external relations at UW-Madison's School of Business. "Probably, the future hangs on it. The reputation of academic departments is based on the reputation of the faculty. Whether we end up with a strong or weak reputation will depend on whether we gain a strong or weak faculty member."

A major hurdle the university must overcome is an industry bias toward development hotspots in California and New York, said Dianne Orbison, a vice president of real estate with Mutual Service Insurance Co. in St. Paul and a former Graaskamp student.

"The glamour in the industry is on the coasts and not in Madison," Orbison said. "Real estate is becoming so internationalized and I don't think the Wisconsin market has much of an international flavor. If people want to be on the cutting edge, they're often out in L.A. and New York, monitoring the trends."

Still, if any school has the reputation to attract top-notch real estate faculty members, it is UW-Madison, she said. And beyond the reputation is a nationwide network of real estate professionals eager to continue the school's tradition of excellence.

Orbison, a member of the committee appointed to select a new

department leader and president of the university's 900-member real estate alumni group, said she has received dozens of letters and phone calls of support in the weeks since Graaskamp's death.

"People say one of the things that we have to do is make sure we have a program that will carry on the multi-disciplinary tradition that Graaskamp started," Orbison said. "We have to find somebody who is good academically. But we also want to find somebody who will be able to relate to industry."

Already, Prudential Insurance Co. in Newark, N.J. has offered to lend the university two executives (both former Texas professors) from its real estate department to help teach classes at UW-Madison. Several private developers also have offered to fill in, Orbison said.

To help permanently fill the void Graaskamp left, the university expects to hire two and possibly three faculty members for the real estate department, Strang said. The department, with about 50 undergraduates, 70 master's students and seven Ph.D. students, now has full-time faculty members, including interim department leader Michael Robbins, an assistant professor, and Dowell Myers, an assistant professor.

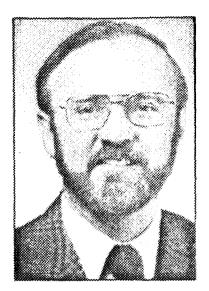
Rod Matthews, a Madison attorney and a former Dane County Board chairman, serves as a senior lecturer for the department.

"I suppose that the strategy may be to hire the most senior person first and then let that new person decide what they will do next," Strang said. The department aims to bring at least the first person on by the fall semester of 1989, he said.

"We know that we can't replace Graaskamp, so what we're hoping to do is build more of a team approach," Orbison said. "We want to get the best that we can. It will be an exhaustive search."

Key to the success of the search will be the outcome of alumni efforts to raise \$500,000 for a professorship in Graaskamp's name, Orbison said.

"In the private sector, business professors can make so much



**Bill Strang** 

more than most universities can afford to pay," she said. "And if a person is in the real estate field, the salaries are just tremendous. So, we are trying to work with the school to come up with options that will entice them."

In addition to the program's reputation and the supplemental income provided by the endowment, a strong drawing card for the university is expected to be the new School of Business building planned for completion by the fall of 1991. The real estate alumni group is hoping to raise \$450,000 for a portion of the estimated \$26-million structure.

Another major selling point for potential faculty members may be the quality of the students the department attracts. For years, Orbison said, UW-Madison has managed to attract not only some of the best and brightest undergraduates, but highly motivated real estate professionals who are interested in pursuing advanced degrees.

Ultimately, however, one of the university's strongest drawing cards may be Madison's "quality of life," a concept Graaskamp and other real estate faculty members such as Dowell Myers have spent years defining and quantifying, Orbison said.

"I think that, depending on the lifestyle that a professor wants, Madison may be very desirable," she said. "This was one of the things that Graaskamp had been theorizing on, that the cost of doing business in some big cities gets to be so high that there will be a resurgence of . . . cities like Madison."