



## FOUNDERS COUNCIL

The College of Business established the Real Estate Finance and Development Founders Council in spring 2008. The council is charged with furthering the quality, visibility and growth of the college's Real Estate Finance and Development program and providing financial support.

## MEMBERS

- Jeff C. Bailey, '86**  
Bailey Commercial, LLC
- Robert W. Barnes**  
Reata Real Estate Services LP
- Edward Barron III, '79**  
Ed Barron Ventures
- J. Cary Barton**  
Barton, East & Caldwell, L.L.P.
- Chuck Calvin**  
SpawGlass Contractors, Inc.
- W. Plack Carr**  
Milam Real Estate Investors, LP
- Gary Cram**  
Cram Roofing
- Dan Diepenhorst**  
Legacy Mutual Mortgage
- T. Patrick Duncan**  
USAA Real Estate Company
- Sara E. Dysart, '77**  
Attorney at Law
- Walter Embrey**  
Embrey Partners, Ltd.
- Yvonne Fernandez, '85**  
Security Service Federal Credit Union
- Silvia G. Gangel**  
SIGA International Commercial Real Estate
- Brent Given, '85**  
The Bank of San Antonio
- Mark Granados**  
GFR Development Services
- Laurie Griffith**  
Texas Capital Bank
- Larry G. Heimer**  
Bury + Partners, Inc.
- Michael A. Hogan**  
Hogan Real Estate Services
- Gary L. Joeris**  
Joeris General Contractors, Ltd.
- H. Dale Kane**  
First American Commercial Property Group

- Steve Lee**  
Lee Partners, Inc.
- Martha Mangum**  
Real Estate Council of San Antonio
- Lynn Kuckelman Peters**  
LK Design Group
- Kevin Roberts**  
Transwestern
- Jack J. Spector**  
Hixon Properties Incorporated
- Tim Swan**  
Metropolitan Contracting Co., Ltd.
- Arun K. Verma**  
Galaxy Builders Ltd.
- Charles Martin Wender**  
Charles Martin Wender Real Estate & Investments
- Robert L. Worth, Jr.**  
R.L. Worth & Associates, Ltd.

*\*as of Fall 2012*



## LABORATORY FOR LEARNING

UTSA's College of Business is accredited by AACSB International, the Association to Advance Collegiate Schools of Business. The college is one of the 40 largest business schools in the nation with more than 5,700 students.

Nationally ranked and recognized, the college's MBA program was named one of the Top 10 MBA programs in the nation for Hispanics by *Hispanic Business*. *BusinessWeek* ranked the college's part-time MBA #6 in the Southwest and #40 in the nation.

UTSA is one of the premier institutions of higher education in Texas serving nearly 31,000 students. Established in 1969, UTSA is the third largest institution in the UT System.

San Antonio is now the seventh-largest city in the United States and has retained its sense of history and tradition, while carefully managing its cosmopolitan progress.

"Looking back, joining the real estate program is the smartest thing that I've done in college. The people and connections I've made will last a lifetime."

—MARK HERBERT, '10

## UTSA COLLEGE OF BUSINESS REAL ESTATE FINANCE AND DEVELOPMENT PROGRAM

One UTSA Circle | San Antonio, TX 78249 | (210) 458-7333 | [refd@utsa.edu](mailto:refd@utsa.edu)

<http://refd.utsa.edu>



KNOWLEDGE  
FOR A NEW WORLD™

**UTSA®**  
THE UNIVERSITY OF TEXAS AT SAN ANTONIO  
**COLLEGE OF BUSINESS**

## REAL ESTATE FINANCE & DEVELOPMENT



## BUILDING EXCELLENCE





## PROFESSIONALLY INTEGRATED

The UTSA College of Business Real Estate Finance and Development Program (REFD) was established to meet the needs of the real estate community. Through a comprehensive academic and professionally-integrated program, students are prepared for exciting careers managing businesses associated with real estate and the planning, financing, developing and construction of building projects.

The college partners with industry leaders to ensure that the program's academic, outreach and professional development components are well positioned to meet the challenges of this complex business environment. An innovative mentoring program pairs real estate professionals with students to provide career guidance, advice and professional development opportunities.

Students are also encouraged to pursue internship opportunities which are available with major construction companies, real estate developers, property managers and non-profits.

Graduates will be able to explore career opportunities in areas such as financial analysis, commercial construc-

tion, market analysis, mortgage banking, home building, real estate development and real estate investment.

The real estate development, home building and construction industry employs more than 142,000 individuals in San Antonio. It has an economic impact of \$25.8 billion each year, second only to the health care industry as an economic generator. Statewide, over 784,000 individuals are employed in the industry.

"Through my internship at The Weitzman Group, I gained a greater perspective on commercial real estate and learned what it takes to be successful in the real estate industry."

—NICODEMUS ABOWD, '12



## DEGREE PROGRAMS

### UNDERGRADUATE PROGRAM

#### ■ Bachelor of Business Administration Degree in Real Estate Finance and Development

Upper division courses are offered in Principles of Real Estate, Principles of Construction, Mortgage Banking and Real Estate Finance, Principles of Real Estate Investment, Real Estate Appraisal, Real Estate Law and Principles of Real Estate Development.

#### ↔ Minor in Construction Management

Coursework includes Building Technology, Building Construction Estimating, Construction Management and a Construction Management Internship.

#### ↔ Minor in Facility and Property Management

Coursework includes Facility and Property Management Policy, Procedures and Practices, Management of Human Resources and Project Management.

#### ↔ Minor in Finance

### GRADUATE PROGRAM

The graduate real estate degree program offers specialized courses in Real Estate Finance, Real Estate Investment, Real Estate Development and the Essentials of Project and Program Management.

#### ■ Master of Business Administration Degree Real Estate Finance Concentration

#### ■ Master of Science Degree in Finance Real Estate Finance Concentration

#### ■ Graduate Certificate in Real Estate Finance and Development

## FACULTY



**DR. TONY CIOCHETTI**  
Executive Director  
Elmo James Burke Jr. Chair in Real Estate Finance and Development

Ph.D., University of Wisconsin-Madison  
Courses: Real Estate Development, Real Estate Finance, Real Estate Investment



**DR. THOMAS THOMSON**  
Research Coordinator  
Quincy Lee Professor in Real Estate Finance and Development

Ph.D., University of Michigan and the University of California  
Courses: Real Estate Finance, Real Estate Investment, Real Estate Principles



**RAYMOND TESKE**  
Assistant Director  
J.D., South Texas College of Law  
Courses: Real Estate Law, Real Estate Principles

## ADJUNCT FACULTY

**MARTY BRYANT, MS, MAI**  
Course: Real Estate Appraisal

**MARCUS JONES, MBA, CCIM**  
Course: Real Estate Investment

**WILL MCINTOSH, PH.D.**  
Course: Real Estate Finance

**MICHAEL NOLL, MBA, CPM, CCIM**  
Courses: Facility and Property Management Practices and Facility and Property Management Policies and Procedures

**BOBBY J. REYNOLDS, MBA**  
Course: Real Estate Marketing

**LELAND ROCCHIO, MS**  
Course: Principles of Construction for Real Estate Professionals

**ROBERT WEHRMEYER, J.D.**  
Course: Real Estate Development

## STAFF

**LAURA GILLILAND**  
Program Coordinator

## PROFESSIONAL CONNECTIONS

The REFD program has developed powerful connections within the real estate community to offer students much more than a classroom experience. Real estate executives share their insights with students during weekly real estate roundtable dinners, guest lectures in the classroom and by hosting site visits to their projects.

Program participants are active with professional real estate organizations, attend industry meetings and luncheons and host events on the UTSA campus.

The program hosts an annual Real Estate Expo that allows students to meet with representatives from local real estate companies and organizations to discuss career and internship opportunities in their respective fields.

REFD students are encouraged to complete an internship during the course of their program.

## REAL ESTATE ENTREPRENEURS AND LEADERS

Real Estate Entrepreneurs and Leaders, the REFD student organization, hosts monthly meetings with professionals and volunteers with Habitat for Humanity, the Greater San Antonio Builders Association, Graffiti Wipeout and the Animal Defense League.

## COMMUNITY SUPPORT

Scholarship, faculty fellowship and program support have generously been provided by the real estate community.

Endowments:

- Alamo City Building Owners and Managers Association, Inc./Charlotte Rainford Memorial Endowed Scholarship
- The Jesse Baker Endowed Construction Management Scholarship
- Elmo James Burke, Jr. Chair in Real Estate Finance and Development
- Commercial Real Estate Women—San Antonio Endowed Scholarship
- The Warner F. Fassnidge Endowed Scholarship in Real Estate Finance and Development
- Quincy Lee Distinguished Professorship for Excellence in Real Estate Finance and Development Education
- Quincy Lee Memorial Endowed Scholarship
- Real Estate Council of San Antonio Leadership Development Endowment
- San Antonio Chapter of the International Facility Management Association Endowed Scholarship

