

Second Annual Colvin Case Study Challenge

On Saturday, December 9th, the Colvin Institute of Real Estate Development awarded **Christopher Tringali** and **Kevin Turner** from SUNY Buffalo first prize in the Second Annual Colvin Case Study Challenge for their project, Delaware North Building, Buffalo, New York. The team beat out an initial 21 entries and three other semi-finalists.



Christopher Tringali (left) and Kevin Turner (right)

Second place was awarded to **Jainam Shah** and **Vandana Vishnubhotla** from New York University for their project Via Verde, South Bronx, New York; Third place to **Ines Andrade**, **Michal Najder**, and **Logan Walker** from the University of Illinois at Urbana-Champaign for 1K Fulton, Chicaco, Illinois; and an honorable mention to **John Mullaney**, **Pierre Stassart**, and **Cameron Welbig** from the University of St. Thomas for A-Mill Artist Lofts, Minneapolis, Minnesota.

Students presented to a panel of judges: **Susanne Cannon**, Managing Principal, Cannon-Affiliates; **Mukang Cho**, CEO and Managing Principal, Morning Calm Management; **Michael Johnson**, President and CEO, UrbanCore Development, LLC; and **Bob Wulff**, Emeritus Director, Center for Real Estate Entrepreneurship, George Mason University.

The Colvin Intercollegiate Case Study Challenge is a national retrospective written case study competition that challenges teams to document a recent innovative real estate project within its own metropolitan region. Projects are judged on the depth of understanding of markets, project valuation, finance, urban design, entitlement processes, and operational issues by leading real estate professionals.

Fall 2017 Capstone Competition

On December 16th, eight MRED students [pictured below] presented their feasibility studies for their capstone projects to a panel of industry judges: **Van Anderson**, Senior Vice President, Revere Bank; **Gerald Joseph**, Founder and Principal, Joseph Development Company; **John Lin**, President and CEO, CapStar Commercial Realty; and **Anthony Waddell**, Vice President of Real Estate Development, Mid-Atlantic, Preservation of Affordable Housing.

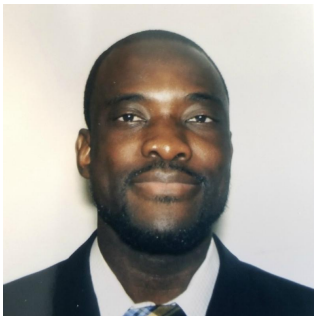


Buqian Wen, Katie Sipos, Ariel Higgins, William Combs, Deborah Bonner, Jennifer Chorosevic, Thomas Parker, Robert Grooms

Congratulations to **Jennifer Chorosevic** who took first place for her project, Dyeworks Park, Chicago, Illinois; **Thomas Parker** won second place for The Hilltop, Bladensburg, Maryland; Third place was awarded to **Ariel Higgins** for The Starboard, Bladensburg, Maryland, and an honorable mention went to **Katie Sipos** for Telegraph Hill, Bladensburg Maryland. The Bladensburg projects were mentored by **Tim Pula**, Vice President of Community Development, Beatty Development. **Daniel Henson** mentored dual degree student Robert Grooms, whose project was located on the East Side of Baltimore, and Dr. Susanne Cannon, mentored Ms. Chorosevic's project located on the South branch of the Chicago River.

The Colvin Capstone Case Competition is a bi-annual competition in which graduating MRED students work on a semester-long development proposal in an assigned city. Dual degree students such as Ms. Chorosevic and Robert Grooms select projects that also are the subject of their architecture thesis. The projects are judged on the following criteria: financing, market analysis, entitlements, environmental impacts, construction, economic/social impacts, visual communication and oral presentation skills.

MRED Alumni Profile: Kofi Minta



Kofi Minta, MRED class of 2015, incorporated his own business, KOM INVESTMENTS, LLC in Texas where he currently serves as President and CEO. Kofi founded the company in March 2016 as a boutique hotel development consulting firm. The company offers hotel developers and investors guidance throughout the development process from concept inception through operational profitability. Kofi's company facilitated \$50 Million in development in contracts to date, with three hotels currently in the pipeline for development in Texas and Colorado, and

provided consulting for the closing of a \$30 Million medical office portfolio.

Kofi is involved with Toastmasters Houston and Dallas, NAIOP Houston, Houston Metropolitan Chamber of Commerce, Houston Area Urban League, and Iota Phi Theta Fraternity, Inc.

The MRED program provided exposure to real estate development and added more specific knowledge for him on the hotel development side, to his previous experience and knowledge in hotel operations. The MRED elective course required that students look at hotel comparable studies and branding, which he uses daily in market analysis research. Kofi notes that "the courses *Development Law* and *Negotiations* provided an overview of

contractual issues in real estate development, which I find myself using almost daily." He also noted that the elective course *Entrepreneurship for Real Estate Developers*, was pivotal in the creation of his company's marketing and business plans.

