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About AUREO

20th ANNUAL CONFERENCE - PURDUE UNIVERSITY July 30 thru Aug 2, 2000

Conferences

Attendance: 104 registered AUREO members. Total attendance w/ guests: 116

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West Lafayette, Indiana



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- **Host:** [Purdue University](#).
- **Location:** West Lafayette, Indiana (126 miles southeast of Chicago, 65 miles north of Indianapolis)
- **Registration:** Please print out, complete, and mail the registration form. Conference fee is \$325 before June 28, 2000 and \$350 after June 28, 2000. Full refunds will be given until 6/28/00, and after 6/28/00 Purdue conferences will withhold \$50 for processing. Registration fees are transferable between individuals! Note that registration fee includes all meals for the conference (see agenda)!
- **Lodging:** A block of rooms is available at the [Union Club Hotel](#) (phone 800-320-6291) on campus and [University Inn](#) (phone 800-777-9808) located off campus. Room rate for the Union Club is \$88/single. Rate for University Inn is \$65/double or \$70/king. Mention the AUREO conference when calling either hotel.
- **Agenda:** *A great program is shaping up for Purdue!* [Look what's in store!](#)
- **Questions or input:** Contact [Stan Mithoefer](#), Purdue University, phone 765-494-1727.
- **Transportation:** You may fly directly into Purdue, or into Indianapolis or Chicago:
 - [Purdue Airport](#) (on campus in West Lafayette, IN), (Airport code: LAF), serviced by United and Northwest. From the Purdue Airport, the Union Club Hotel and University Inn both have shuttles. Just use the courtesy phone in the lobby and they will pick you up.
 - [Indianapolis Airport](#) (Indianapolis, IN), about 1-hour drive from campus (Airport code: IND). From Indianapolis you may either rent a car (see Indianapolis Airport website), or use [Lafayette Limo](#) which is a bus shuttle for \$19 a person each way between Lafayette and Indianapolis. You can catch the shuttle at the ground transportation center. This building is located outside and across the street from the number 2 baggage claim, which belongs to Northwest Airlines.
 - Chicago, O'Hare or Midway airport, about a 2 1/2 hour drive from campus (Airport code: MDW or MDIA)

code: ORD or MDW). From Chicago you would need to rent a car.

- **Dress:** Business casual
- **Local Weather**
- **Leisure Time:** [Lafayette Dining Guide, Parks and Recreation, Attractions Indiana Beach on Lake Shafer](#) - waterpark and rides (great for kids!)
[Indianapolis Attractions](#)
[Brickyard 400 - Indianapolis](#)
[City of Chicago](#)

Purdue 2000 Conference Program

Sunday, July 30, 2000

- 2:00 - 5:00 Registration - East Foyer, Stewart Center
- 2:30 Walking Tour of Campus (optional)
- 3:30 Walking Tour of Campus (optional)
- 5:00 - 6:00 Load buses for Reception at Voinoff
- 5:00 - 6:30 Golf Putting Contest for ALL Attendees
- 5:00 - 6:30 Cash Bar
- 6:00 Dinner - Voinoff, Purdue's Pete Dye Golf Course
Welcome to Purdue - Joanie Comstock (to be confirmed)
Welcome to AUREO Conference - Stan Mithoefer, AUREO Vice President
Introduction of New Members
Putting Contest Results - Greg Deason, Purdue Research Foundation, Associate Dir of Real Estate

Monday, July 31st

- 7:00-8:00 Breakfast Buffet - North Ballroom - Purdue Memorial Union (PMU)
- 8:00-8:30 **President Beering - Welcome Attendees to Purdue University.** *North Ballroom - PMU*
- 8:45 - 10:00 **Presentation: Exercising Due Diligence in Accepting Gifts** - When is a Real Estate Gift not a Gift, or at least not as much as expected? Learn what is being done to minimize this risk.
Keith Miles, Asst. VP & Assoc. Gen. Counsel, University of Nebraska Foundation.
Holly A. Hardy, Manager of Real Estate and Mineral Investments, William Marsh Rice University.
- Presentation: Negotiation** - Negotiating skills are important in Real Estate transactions. Learn how to sharpen your skills from the experts.
Dr. John Elliott, JD, Pepperdine University.
- Roundtable: Policies and Procedures** - Are your Real Estate office policies and procedures as good as they could be to maximize productivity and promote teamwork? Share your policies and learn from others.
Anne Dorrian, Director, Real Estate & Property Management, Ohio State University, Facilitator
- 10:00-10:15 Morning Break - Stewart Room 213
- 10:15 - 11:30 **Presentation: Faculty Housing** - A hot topic lately on the AUREO ListServe. Learn how other institutions are handling this sensitive issue.
Jody Winter, Director of Special Projects, George Washington University.

Presentation: Writing and Evaluating RFP's - Request for Proposals (RFP's) are an important tool in the professional Real Estate office. What

are the key components? When should they be used?

Susan Weinberg, Director of Real Estate , University of Minnesota

John Armstrong, Director of Real Estate , Real Estate Division, University of Guelph

Roundtable: Working with Institution Development Staff to Attract Appropriate Property Gifts - Effective working relation between the

Real Estate office and the University Development office can pay big dividends. Is your relationship as good as it can be?

Elaine Felde, Director of Gift Property Administration , Gift Property Administration, UCLA Foundation, Facilitator

12:00

Lunch - North Ballroom - PMU

Speaker - Kent Burns, Executive Vice President and Treasurer

1:15

Group Photo - front of PMU

1:30 - 2:45

Presentation: Real Estate Trends - The new millennium is just beginning. What changes are on the horizon in Real Estate?

Lynn Coyne, University Director of Real Estate, Real Estate Department, Indiana

University Real Estate Department, Chairperson

Jeff Fisher, Director, Center for Real Estate Studies, Indiana University

Presentation: Appraisals - Ordering, Understanding, and Evaluating

- Valuations can change dramatically based on the type of appraisal requested, the given assumptions, and other factors. Find out how to get what you're really looking for.

Nancy Buchanan, MAI, Real Estate Manager , Real Estate and Foundation Services, Virginia Commonwealth University

Roundtable: Use of Foundations and Subsidiaries for Acquiring & Holding Properties - Foundations can play a very significant role in

assisting campus expansion. Learn from others how they are using foundations.

David Chadwick, Director of Real Estate, University of Colorado - Foundation, Facilitator

Panel member: Keith Miles, Asst. VP & Assoc. Gen. Counsel , Legal Department,

University of Nebraska Foundation

3:15

Load buses for afternoon special events

3:15-4:45

Special activities at:

- Food Science/Vet School

- Flight Simulator

- Research Park/Incubator

- Athletics

- Residence Halls

5:30-6:30

Purdue Real Estate bus tour (optional)

6:00

Leave for The Trails

6:15-8:00

Cash Bar

7:00

Dinner at The Trails

8:00

Featured Speaker - NASA Astronaut Guy Gardner. Guy will share his views on life in space. Guy is a motivational, educational and entertaining speaker. Guy has flown two missions as pilot of the Space Shuttle. He was the initial Program Director of the Joint U.S. & Russian Shuttle - Mirspace program. His humorous and informative presentation, video and Q & A will give you a great opportunity to understand and relate to our space program. For more information on Guy Gardner go to his web site at www.guygardner.com.

Tuesday, August 1st

7:00-8:00

Breakfast Buffet - North Ballroom - Purdue Memorial Union (PMU)

8:00 - 8:15

Registration - North Ballroom - Purdue Memorial Union (PMU)

8:00 - 9:15

Presentation: Student Housing Privatization - A lot of interest has been generated in privatization of student housing. Do you understand this alternative sufficiently? Could it be of value to your university?
Linda G. Anderson, Greg Strickler, Anderson Strickler LLC. Linda and Greg are a leading national figures in privatized student housing. A prominent student housing consulting firm, Anderson Strickler has also developed over 6,500 beds of student housing.
Moderator: John Majeroni, Director, Real Estate Department, Cornell University

Presentation: How Institutions are Using Their RE Department Home Pages - your-university-re.edu! Are home pages of value to university real estate offices? What are the most effective ways to use them?

Jeffrey H. Potter, Director, Real Estate Administration, Duke University

Roundtable: Unusual Properties-Foreign, Timeshares, Partial Interests - Foreign, Timeshares, Partial Interests. Sooner or later these and others will be presented to you for consideration. Then what?
Beverly Cormican, Assistant Vice President for Business, Emory University, Facilitator

9:15-9:30

Morning Break - Stewart Room 213

9:30 - 10:45

Presentation: Campus Expansion Issues - Is your campus growing? Does your campus need any more space for growth? If your answer to both of these is Yes, this session is for you!

Howard Harrell, Chairperson, Director, Real Estate, Real Estate, North Carolina State University

John Davis, Director of Real Estate, John Hopkins University.

Stan Mithoefer, Director of Real Estate, Purdue Research Foundation

Presentation: Facilities Use Agreements - Universities' terms for use of space are unique. Standard lease language is not always the best solution. Learn more about these agreements and how they could help you.

Darryl R. Chaney, Director of University Real Estate, University Real Estate, Georgia State University

Neal Lessenger, former Director of Real Estate, University of Washington

Roundtable: Ground Leases - Ground leases have been around a long time. Are you using them as much as you should? Are your terms sufficiently beneficial to the university?

11:00 - 12:00

AUREO Annual Business Meeting - Room 204, AUREO Planning Committee

12:00

Lunch - North Ballroom - PMU

12:30 - 1:30

Showcase Presentations

- Public/private housing projects at the University of Maryland presented by Joan Millane, Assistant Vice President, Asset Management;

- Using the Geographic Information System (GIS) for mapping properties at Georgia Institute of Technology presented by John Holcombe, Projects Director and Adrian Feagin, Project Analyst, Capital Planning and Space Management

2:00

Load buses for Conner Prairie

3:15 - 5:00

Free time at Conner Prairie

5:00 - 6:00

Cash Bar

6:00

Dinner

7:00

Hoosier Hospitality - Square Dance Package

8:00 - 8:30

Return to Campus

Wednesday, August 2nd

7:30-8:30

Breakfast Buffet - North Ballroom - Purdue Memorial Union (PMU)

8:30 - 9:45

Presentation: Eminent Domain and Condemnation - You have the power, should you use it? Learn about some of the pit falls. It is not as easy as it looks.

*Darryl R. Chaney, Director of University Real Estate, Georgia State University
Ken Levy, Special Assistant, Attorney General, State of Georgia*

Presentation: Sale and Purchase Contracts - Examples and Discussion of Content - Sale and Purchase Contracts: Terms, Terms, Terms. Do your contracts have the appropriate terms in them?

*Gene Pitcher, Director, University Office of Real Estate Planning and Services, University of Illinois
Dennis McConaha, Assistant Director, Real Estate Planning and Services, University of Illinois*

Roundtable: Real Estate Software - The options are numerous and time consuming to explore, learn from the experiences of others.

Eric Bymaster, Assistant Director of Real Estate, Purdue Research Foundation Real Estate Office, Facilitator

9:45-10:00

Morning Break - Stewart Room 213

10:00 - 11:15

Presentation: The Deal that Rocked the World: The Trammell Crow - University of Pennsylvania Experience. Almost 4 years ago in a move that attracted national attention, the University of Pennsylvania outsourced all of its Real Estate functions and most of its facilities function to a large, private development company -- the Trammell Crow Company. The two individuals directly responsible for implementing the arrangement will speak to us about the experience, lessons learned, what has worked, and what hasn't.

*Presenters: John J. Greenwood, Sr. VP, the Trammell Crow Company.
Tom Lussenhop, Managing Director for Institutional Real Estate, University of Pennsylvania.
Moderator: John Majeroni, Director, Real Estate Department, Cornell University*

Presentation: Leases - Institution as Landlord - The institutions role as landlord. What are the issues to be considered?

Joe Maguire, Director, Real Estate, Office of the Treasurer, MIT Real Estate Office

Roundtable: Negotiating for Purchase or Sale - Negotiating the Purchase or Sale. Thousands of dollars can be saved on every deal you make. What are others doing to maximize their savings?

Colin Gage, Director, Business Services, Business Services, University of Missouri - Kansas City, Facilitator

11:15 - 12:00

Final Conference Wrap-up

1pm

Check-out time Union Club

Past Conferences

Send comments regarding this website to the [AUREO WEB ADMINISTRATOR](#)

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