



# COMMERCIAL REAL ESTATE LAUNCH PROGRAM

SUMMER '22

**A 9-week comprehensive course covering the foundations of the commercial real estate industry taught by industry veterans.**

This program is designed for those with one to five years of experience and looking to advance their career in commercial real estate. This program is ideal for working professionals and soon-to-be graduates. Classes can be attended remotely and in-person (recommended).

**Sponsored by:**





## About the program

The program commences June 6, 2022, and is limited to 30 students.

The Foresite Launch program is a hybrid program. It includes live lessons which can be attended virtually or in person at our office in San Antonio, online modules, and real-world assignments taught by industry veterans. The coursework is based on actual commercial real estate training Foresite provides to their team.

- Learn about the different aspects of Commercial Real Estate such as leasing, investment sales, title, entitlements, and property management.
- Get hands-on experience with contracts, property valuation, and lease abstracts.
- Connect with top industry professionals and network with peers seeking a career in commercial real estate.

The program is open to upperclassmen in college as well as new commercial real estate professionals looking for training. Students from more than ten universities and five brokerage firms have participated in this program and have gone on to enjoy successful careers in commercial real estate.



# MEET THE INSTRUCTORS.

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## ANDREW BAUMGARDNER

Andrew has 20+ years of experience in commercial real estate law and is a partner at Jackson Walker. He has represented some of the area's largest clients including Whataburger in their recent sale.



## DIANE WHITE, CPA

Diane is a partner at ATKG and brings many years of accounting experience and deep knowledge of the real estate, construction, retail, and professional services. She is also involved in CREW, RECSA and NAWBO.



## STEVE LIN

Steve is a Registered Professional Engineer (PE) in the State of Texas and is currently a Senior Project Manager at CDS Muery. His portfolio includes In-N-Out Burgers, the Rivera Luxury Apartments, CVS Pharmacies, CST Brands Cornerstores, among others.



## RICK HOLLAND

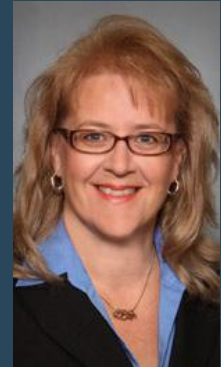
Rick is the Vice President of Investments for Fulton Development Group, a multifamily development company headquartered in San Antonio.



# MEET THE INSTRUCTORS.

## KIM GATLEY

Kim is the Senior Vice President and Director of Market Research at REOC San Antonio. In addition to leasing, sales and development services, she has been tracking and reporting on local commercial real estate data and trends for more than three decades. She has spoken at various real estate industry forums including, Texas A&M Real Estate Center, and the San Antonio-South Texas CCIM Chapter.



OFFICE

## MATT PROFFITT

Matt is the Senior Vice President of Security Service Title Company. He also serves on the board of Trustees of the Texas Land Title Association (TLTA) PAC, as well as serves on the Legislative and Regulatory committees. Proffitt serves as the Chair of the Planning Commission for the City of San Antonio.



TITLE

## CHAD KNIBBE, CCIM

Chad has over 15 years experience underwriting thousands of shopping centers during his career as an investment sales agent and now co-owner of Foresite Commercial Real Estate



SALES

## BETHANY BABCOCK, MBA

Bethany has 18 years experience managing, selling and leasing office buildings and retail centers and is now the co-owner of Foresite Commercial Real Estate

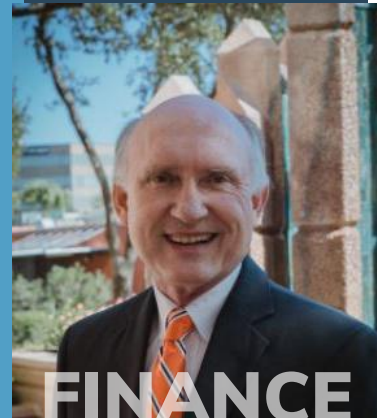


LEASING

# MEET THE INSTRUCTORS.

## STEVE MCALLISTER

Steve McAllister joined D. Ansley Company, Inc. in 1989 after spending seven years with a large Texas-based mortgage banking firm. Steve is responsible for originating debt and equity investments on all commercial property types and has arranged over \$2 billion of mortgage loans while at D. Ansley Company as a correspondent for a number of insurance companies across the United States. Steve has over 34 years of commercial mortgage banking.



**FINANCE**



## MELISSA RAMIREZ

Melissa Mota Ramirez is the Assistant Director of the Land Development Division for the City of San Antonio. She is responsible for land-use management through the administration of the Zoning process and Subdivision regulations and also serves as the Administrator for the Unified Development Code. In this role, she oversees the review process of Master Development Plans, Rights Determinations, Platting, and Street Engineering, among other responsibilities.

**GOVERNMENT**

## BARCLAY ANTHONY

Barclay is the CEO and second generation owner of the Sea Island Shrimp House chain, and assisted with the expansion and development of Tiagos Grill restaurants.

In addition to operating a successful chain of restaurants, Barclay has gone on to develop several successful retail centers.



**RETAIL**



## MELISSA CHAMRAD

As the founder of Duke Development, Melissa has been involved in master planning and strategic visioning for real estate projects and has executed projects from concept to build-out. She advises owners and investors in developing office, retail, restaurant, mixed-use, and multi-family projects. Her contributions range from negotiating land contributions, financial analysis and project financing to managing ground-up entitlement, design and execution through construction.

**DEVELOPMENT**

# PROGRAM FORMAT



The program is designed to maximize impact by combining knowledge, application, independent thinking, and networking.

## 1 INSTRUCTOR SESSIONS

Industry veterans share their expertise in easy-to-understand classes available to students to attend in person or virtually. Classes are held for one hour twice a week. 12pm CST on Monday and Tuesday.

## 2 CURRICULUM

Weekly online modules with reading, videos, quizzes, and essay discussions to learn topics and vocabulary common in the industry. Each week students will be expected to complete 2-4 modules in this self-guided learning format.

## 3 ASSIGNMENTS

Weekly assignments will help students apply their knowledge obtained in the weekly sessions and curriculum to take them the lease abstracting, market research, valuing a shopping center, and preparing an investment package.

## 4 RESEARCH TOPICS

Each week, students will be given research questions that will require them to look outside the curriculum to obtain answers to industry questions. This critical skill is necessary for industry professionals in this ever-changing environment.

## 5 IMMERSION

Students are welcomed to the program as part of the Foresite Team for the 9-week program. As such, they can access our staff and agents for questions and discussions and join us for our weekly deal meetings each Tuesday at 9 am CST.

## 6 NETWORKING & MENTORSHIP

Students are encouraged and provided opportunities to network with their peers, the Foresite team, instructors, sponsors, and scholarship providers. Scholarship recipients will have the opportunity to meet their sponsor in person or virtually.

# TENTATIVE PROGRAM



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Class schedules are tentative - pending confirmation of schedules with instructors

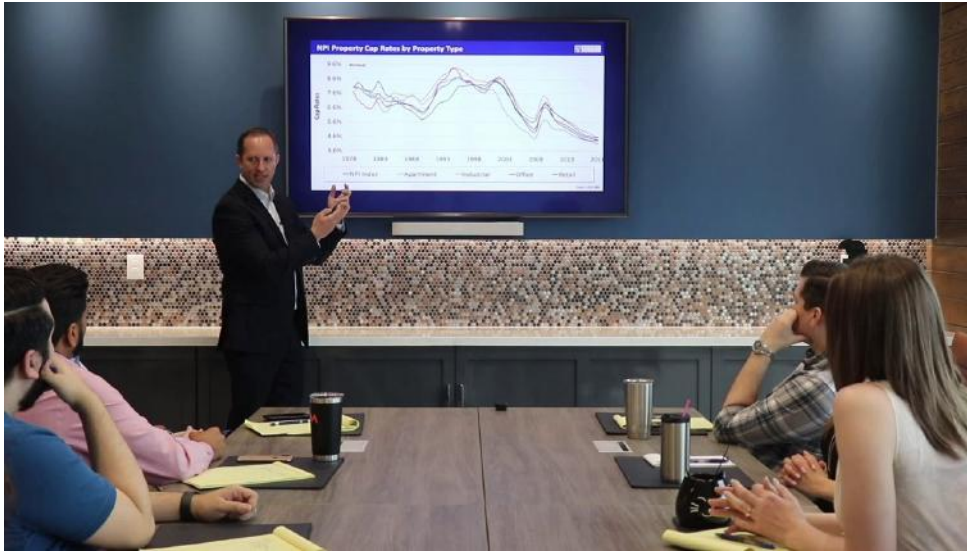
	<b>MONDAY CLASS 12CST</b>	<b>TUESDAY DEAL MEETING</b>	<b>RESEARCH TOPIC</b>	<b>ASSIGNMENT</b>	<b>THURSDAY CLASS 12CST</b>	<b>CURRICULUM</b>
<b>WEEK 1</b>	INTRO LUNCH & MEET SPONSORS	9AM CST	LEASE TYPES & CAM	LEASE ABSTRACTING	COMMERCIAL LEASES 101 BETHANY BABCOCK	MODULES 1-4
<b>WEEK 2</b>	INTRO TO BROKERAGE BETHANY BABCOCK	9AM CST	CPI & DEPRECIATION	SUBMARKET STUDY	ACCOUNTING 101 DIANE WHITE	MODULES 5-8
<b>WEEK 3</b>	ENTITLEMENT PROCESS STEVE LIN	9AM CST	INTEREST RATES & ZONING	PREPARE LETTER OF INTENT	TITLE INSURANCE MATT PROFFITT	MODULES 9-13
<b>WEEK 4</b>	DEVELOPMENT SERVICES MELISSA RAMIREZ	9AM CST	CMBS AND 2008 CRISIS	LOAN QUOTES	DEVELOPMENT PROCESS MELISSA CHAMRAD	MODULES 14-19
<b>WEEK 5</b>	HOLIDAY NO CLASS	NO MEETING	DUE DILLIGENCE DOCUMENTS	RETAIL RECONCILIATION	INTRO TO MULTI FAMILY RICK HOLLAND	MODULES 20-22
<b>WEEK 6</b>	INTRO TO OFFICE KIM GATLEY	9AM CST	CAP RATES AND IRR	PREPARE PURCHASE AGREEMENT	INTRO TO RETAIL BARCLAY ANTHONY	MODULES 23-26
<b>WEEK 7</b>	LEGAL101 ANDREW BAUMGARDNER	9AM CST	SALE LEASEBACKS	UNDERWRITING ASSIGNMENT	FINANCING STEVE MCALISTER	MODULES 27-29
<b>WEEK 8</b>	UNDERWRITING 101 CHAD KNIBBE	9AM CST	COMMERCIAL FINANCING	UNDERWRITING ASSIGNMENT	UNDERWRITING 102 CHAD KNIBBE	MODULES 30-32
<b>WEEK 9</b>	UNDERWRITING 103 CHAD KNIBBE	9AM CST		PREPARE INVESTMENT OFFERING	FINAL PROJECT RECAP / END OF PROGRAM SOCIAL	



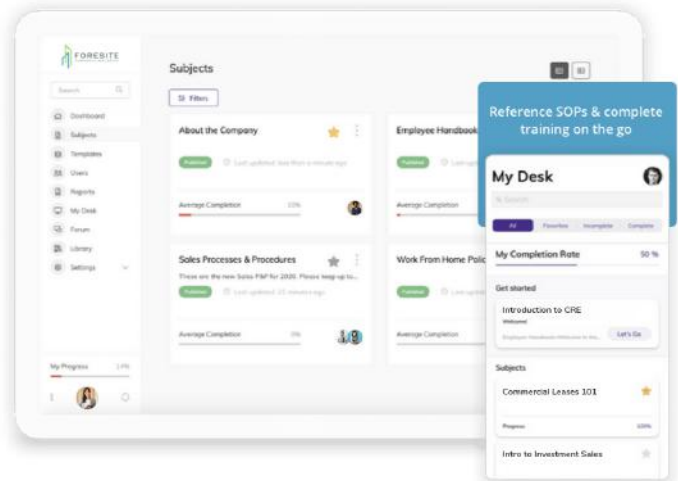
# TOPICS COVERED.



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- Introduction to CRE
- CRE Etiquette and Communications
- Meet the Players
- Inbound Sales
- CRE Math 101
- Commercial Leases 101
- Landlord Representation
- Tenant Representation
- Property Management 101
- Property Accounting
- Business Development
- Business Etiquette & Communication
- Creating a Submarket Report
- Entitlement Process



- Value of Representation
- Office Systems & Tech
- Commercial Title Insurance
- Foresite Marketing
- CRE Macro Economics
- Tenant Improvements 101
- Leasing Templates
- Accounting for Non-Accountants
- Intro to Investment Sales
- Inv. Sales 101 - Pricing & Risk
- Inv. Sales 102 - Leverage
- Inv. Sales 103 - Cashflow Model
- Intro to Multi-Family Investments
- Legal 101 for CRE professionals



We are looking to identify the next class of up and coming commercial real estate professionals and assist them in acquiring valuable knowledge and connections.

## WHO CAN APPLY?

- Recent Graduates
- Upperclassmen
- Graduate Students
- Former Military
- Stay at home parents returning to the workforce
- New Commercial Real Estate Professionals
- Current professionals looking to expand their knowledge

## WHAT DOES IT COST?

The cost of the program is \$1,900. **Thanks to our generous sponsors, students are eligible for scholarships that cover 100%.** The cost covers workbooks, classes, networking events, lunch during class time, and onsite childcare for those who need it\*

\*Lunch will be provided for students attending classes in person at our office in San Antonio. Onsite childcare is also available during class time at no additional cost. (advance notice required)

## HOW TO APPLY.

1

**Visit the website below or scan the QR code to apply.**

<https://qrco.de/bcjslC>

2

**Upload your resume and your cover letter and provide the link to your LinkedIn profile (create one if needed) so that we can get to know you.**

3

**The class size is limited to 30 students.  
The selected students will be announced in May.**



# SPONSORS

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## Platinum Sponsors



## Gold Sponsors



## Silver Sponsors



## Bronze Sponsors



For information on sponsorships and scholarships for students please contact:

Bethany Babcock  
bbabcock@foresitecre.com  
(210) 816-2734

# PROGRAM LEADERSHIP

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## **Bethany Babcock**

Co- Chair Foresite Training Program

Bethany has worked in commercial real estate for eighteen years. She serves as the founder and managing broker for Foresite Commercial Real Estate and is also a board member for Adult and Teen Challenge of Texas.

bbabcock@foresitecre.com  
(210) 816-2734



## **Chad Knibbe, CCIM**

Co-Chair Foresite Training Program

Chad is the co-owner and President of Foresite Commercial Real Estate and leads the group's investment sales division. Chad also works to assist agents in developing commercial properties for their clients.

cknibbe@foresitecre.com  
(210) 816-2734



## **Alexandria Tatem**

Administrator Foresite Training Program

Alexandria (Alex) Tatem is the Head of Research and Operations for Foresite and was also Foresite's 2022 Top Investment Sales Agent.

atatem@foresitecre.com  
(210) 816-2734







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