



Research Sponsor Membership



WHY BECOME A RESEARCH SPONSOR?

Our Research Sponsors provide added support for our core missions. Their financial support is essential to our attracting and retaining the very best faculty at Wharton to educate the future leaders of the industry and to ensure that our dynamic research agenda encompasses topics of interest to those on the profession’s front line. They also support and help plan the Zell/Lurie Center’s annual meetings—the preeminent gatherings for real estate leaders.

ACCESS TO EXCLUSIVE PROGRAMMING

Research Sponsors take part in select small group programs — roundtable discussions, special lectures, and purely social events — with some of the nation’s most influential leaders. Previous guests include Joshua Harris of Apollo Global Management, New York Islanders’ Owner Jon Ledecky, New York’s Mayor Michael Bloomberg, Governor Chris Christie, Jamie Dimon, David Bonderman of TPG Capital, architect Robert A.M. Stern, James Seppala of The Blackstone Group, Léon Bresler of Aermont Capital LLP, CNN’s Fareed Zakaria, Senator Marco Rubio, Michael J. Cavanagh of the Comcast Corporation, Professor Jacques deLisle from the University of Pennsylvania, and Sam Zell. Research Sponsors gather annual for exclusive dinner events before the Members’ Meeting.

Research Sponsors gathered at Aquavit in New York City on April 10, 2023. The dinner featured a conversation with Jon Gray, President and Chief Operating Officer of Blackstone, and Roy March, Chief Executive Officer of Eastdil Secured. In addition to meeting in the Spring, on November 6, 2023 Research Sponsors met at Gabriel Kreuther Restaurant in New York. The dinner featured a conversation with Hamid R. Moghadam, Co-Founder, Chairman and CEO of Prologis, and David O’Connor, Board of Directors, Prologis.

Prior to this year’s Fall Members’ Meeting, Research Sponsors dined at the Franklin Institute in Philadelphia. This year’s dinner included a talk by Greg Davis, Managing Director & Chief Investment Officer, Vanguard. Greg Davis spoke on “An Investment World in Which Capital Has a Cost.”

UNIQUE RELATIONSHIPS WITH OUR STUDENTS

Research Sponsors enjoy a special relationship with Wharton students. In addition to the opportunity to connect with students through the Career Mentor Program, and through access to the online student resume book, only Research Sponsors are invited to participate in the Ballard Executive Visitor program. Each year, the Center invites 10 to 15 Research Sponsors to come speak with our students from the five Penn real estate clubs (Wharton MBA, Wharton Undergraduates, Penn Carey Law, Weitzman School of Design, and Penn Women in Real Estate).

The speaker and students talk over an informal lunch provided by the Center. Afterwards, the speaker typically offers office hours to individual students who meet with the professional for one-on-one sessions of 10 to 20 minutes. These lunch meetings provide lasting value to our Research Sponsors and to our students.

OVERVIEW: The Benefits of Research Sponsorship

- Access to exclusive small group programming domestically and abroad.
- Close ties with Wharton students the Ballard Executive Visitor Program.
- Executive Committee Members are chosen from our Research Sponsors.
- The Opportunity to add up to five Associate Members from your firm for \$500 each per year.
- The opportunity to bring up to five guests outside your firm to most events.

ZELL/LURIE REAL ESTATE CENTER FALL MEMBERS' MEETING 2023

THURSDAY, OCTOBER 26 AND FRIDAY, OCTOBER 27, 2023

RESEARCH SPONSOR DINNER: THE FRANKLIN INSTITUTE

DAY MEETING: THE INN AT PENN, PHILADELPHIA

THURSDAY, OCTOBER 26, 2023

(RESEARCH SPONSORS, EXECUTIVE COMMITTEE MEMBERS & SPECIAL GUESTS ONLY)

- 6:00 to 7:00 p.m.** **Registration, Cocktails, Hors d'oeuvres**
- 7:00 p.m.** **Dinner at The Franklin Institute, 222 N 20th St, Philadelphia, PA 19103**
- 7:45 p.m.** **Fireside Chat: An Investment World in Which Capital Has a Cost**
Featured Speaker: Greg Davis, Managing Director & Chief Investment Officer, Vanguard
Facilitator: Asuka Nakahara, Associate Director, Zell/Lurie Real Estate Center at the Wharton School

FRIDAY, OCTOBER 27, 2023

- 8:00 to 9:00 a.m.** **Registration, Networking Breakfast**
Lobby Area
- 9:00 to 9:10 a.m.** **Welcoming Remarks**
Woodlands Ballroom
Joe Gyourko, Martin Bucksbaum Professor, Real Estate, Finance, Business Economics & Public Policy; Nancy A. Nasher and David Haemisegger Director of the Zell/Lurie Real Estate Center at the Wharton School
Ronald J. Kravit, Senior Managing Director, Cerberus Capital Management; Chair, Advisory Board, Zell/Lurie Real Estate Center at the Wharton School
- 9:10 to 9:30 a.m.** **State of the Center: Thanking Outgoing Board Members and Sam Zell Comments**
Joe Gyourko & Maisy Wong
- 9:30 to 10:30 a.m.** **Panel: What Would Sam Zell Make of the Public Real Estate Markets?**
Moderator: **Andy Jonas**, Global Co-Head of the Real Estate Department, Goldman Sachs
Panelists: **Matt Lustig**, Chairman of Investment Banking, North America; Head of Real Estate & Lodging, Lazard
David Helfand, Chairman & CEO, Equity Commonwealth
Jami Passer, Chief Investment Officer, EDENS
- 10:30 to 10:50 a.m.** **Networking Break**
- 10:50 to 11:50 a.m.** **The Ina and Lew Heafitz Keynote Speaker: Kartik Hosanagar on Artificial Intelligence**
Kartik Hosanagar, John C. Hower Professor, Professor of Operations, Information and Decisions, Wharton Operations Information and Decisions Department
- 11:50 to 1:00 p.m.** **Lunch**
- 1:00 to 2:00 p.m.** **Panel: Wharton on the Economy**
Maisy Wong, James T. Riady Associate Professor of Real Estate; Assistant Director, Grayken Program in International Real Estate, Zell/Lurie Real Estate Center at the Wharton School
Panelists: **Itamar Drechsler**, Ervin Miller-Arthur M. Freedman Professor, Professor of Finance, Co-Director, Rodney L. White Center for Financial Research, the Wharton School
Joe Gyourko
Peter Linneman, Albert Sussman Professor Emeritus of Real Estate, the Wharton School

- 2:00 to 2:10 p.m.** **Networking Break**
- 2:10 to 3:10 p.m.** **Moderated Conversation: Real Estate Investment Going Forward: Fundamentals, Policy and Geopolitical Forces**
Facilitator: Joe Gyourko
Kathleen McCarthy, Global Co-Head of Real Estate, Blackstone
- 3:10 to 3:15 p.m.** **Closing Comments: Ron Kravit**

ZELL/LURIE REAL ESTATE CENTER SPRING MEMBERS' MEETING 2023

THURSDAY, APRIL 20 AND FRIDAY, APRIL 21, 2023

DINNER & DAY MEETING: THE RITTENHOUSE HOTEL

THURSDAY, APRIL 20, 2023

6:00 to 7:00 p.m.

Registration, Cocktails, Hors d'oeuvres

Grand Salon, Reception area outside Grand Ballroom

Research Sponsors' Reception (Research Sponsors, Executive Committee Members & Special Guests Only)

Parkview Suite, 4th Floor

7:00 p.m.

Dinner

Grand Ballroom

7:30 to 7:45 p.m.

Awards: Recognition of student and faculty award winners

7:45 to 8:30 p.m.

Featured Speaker: Patrick T. Harker, President and Chief Executive Officer, Federal Reserve Bank of Philadelphia

"Monetary Policy and Housing"

FRIDAY, APRIL 21, 2023

8:00 to 9:00 a.m.

Registration, Networking Breakfast

Grand Salon & Grand Ballroom

9:00 to 9:10 a.m.

Welcoming Remarks

Grand Ballroom

Joe Gyourko, Martin Bucksbaum Professor, Real Estate, Finance, Business Economics & Public Policy; Nancy A. Nasher and David Haemisegger Director of the Zell/Lurie Real Estate Center at the Wharton School

Ronald J. Kravit, Senior Managing Director, Cerberus Capital Management; Chair, Advisory Board, Zell/Lurie Real Estate Center at the Wharton School

9:10 to 10:10 a.m.

Panel: Commercial Real Estate Debt: Resizing, Repricing and Other Changes

Moderator: Joe Gyourko

Panelists: Spencer B. Haber, Chief Executive Office & Founder, H/2 Capital Partners LLC

Philip Mintz, Partner and Chief Investment Officer, US Real Estate Equity Business, Apollo

Miriam Wheeler, Partner and Managing Director, Head of Real Estate Financing Group, Goldman Sachs

10:10 to 10:30 a.m.

Networking Break

10:30 to 11:30 a.m.

Panel: Has the Definition of 'Good Real Estate' Changed?

Moderator: Asuka Nakahara, Associate Director, Zell/Lurie Real Estate Center at the Wharton School

Panelists: Jeff Blau, Chief Executive Officer of Related Companies; Chairman and Founding Partner of energyRe

Jon E. Bortz, Chief Executive Officer, Chairman of the Board, Pebblebrook Hotel Trust

Gillian Cho

- 11:30 to 11:40 a.m. Networking Break**
- 11:40 a.m. to 12:30 p.m. Keynote Speaker: Professor Michael Platt, “Using Neuroscience to Develop Better Leaders, Teams and Innovation”**
Michael Platt, James S. Riepe University Professor, Professor of Marketing, Psychology, and Neuroscience
- 12:30 to 1:30 p.m. Complimentary Networking Lunch**
- 1:30 to 2:30 p.m. Panel: Investment Strategies and Structures: How Will Covid and the Fed Change What We Do?**
Moderator: Ronald J. Kravit
Panelists: David Helfand, President and Chief Executive Officer, Equity Commonwealth
Sonny Kalsi, Co-Chief Executive officer, BentallGreenOak
- 2:30 to 2:50 p.m. Networking Break**
- 2:50 to 3:50 p.m. Panel: Moderated Conversation: Challenges and Opportunities in Real Estate Capital Markets**
Facilitator: Maisy Wong, James T. Riady Associate Professor of Real Estate;
Assistant Director, Grayken Program in International Real Estate, Zell/Lurie Real Estate Center
D. Michael Van Konynenburg, President, Eastdil Secured
- 3:50 to 4:00 p.m. Closing Comments**
Ronald J. Kravit

GRAYKEN PROGRAM IN INTERNATIONAL REAL ESTATE
ZELL/LURIE REAL ESTATE CENTER AT THE WHARTON SCHOOL
WEDNESDAY, MAY 24, 2023
THE ROYAL AUTOMOBILE CLUB

WEDNESDAY, MAY 24, 2023

- 12:00 to 1:00 p.m.** **Registration & Lunch**
- 1:00 to 1:10 p.m.** **Welcoming Remarks Joe Gyourko**, Martin Bucksbaum Professor of Real Estate, Finance and Business Economics & Public Policy, Nancy A. Nasher and David J. Haemisegger Director, Zell/Lurie Real Estate Center at the Wharton School
- 1:10 to 2:10 p.m.** **Moderated Conversation: General Sir Mark Carleton-Smith**,
Former Chief of the General Staff of the British Army
Geopolitical Risk: Making Sense of a Disrupted World
Facilitator: Ian Marcus, Senior Advisor, Eastdil Secured
- 2:10 to 3:00 p.m.** **The Economy: the US and European Perspective**
Moderator: Catherine Hong, Managing Director, Portfolio Solutions Group, Morgan Stanley
Panelists:
Alex Brasier, Managing Director – Deputy Head of the Blackrock Investment Institute
Joe Gyourko
Katharine Neiss Principal, Chief European Economist, PGIM Fixed Income
Anders Nielsen, Managing Director, Head of EMEA Investment Strategy, Blackstone
- 3:00 to 3:20 p.m.** **Break**
- 3:20 to 4:10 p.m.** **The Future of Cities**
Moderator: Peter Papadakos, Managing Director, Green Street
Panelists:
Enrico Sanna, Chief Executive Officer, The Office Group
Michael Kovacs, Founding Partner, Castleforge
Lord James Palumbo of Southwark, British Entrepreneur
- 4:10 to 5:00 p.m.** **Guillaume Poitrinal**, Founding Partner & Chairman, ICAMAP, ***How Carbon Reduction Strategies Are Essential to Solving Climate Change Issues and Are Pro-Economic Growth***
- 5:00 to 5:10 p.m.** **Closing Comments**

**GRAYKEN PROGRAM IN INTERNATIONAL REAL ESTATE
ZELL/LURIE REAL ESTATE CENTER AT THE WHARTON SCHOOL
WEDNESDAY, OCTOBER 4, 2023
THE RAFFLES HOTEL
THE PALM BALLROOM**

WEDNESDAY, OCTOBER 4, 2023

12:00 to 1:00 p.m. Registration & Lunch

1:00 to 1:10 p.m. Welcoming Remarks

Joe Gyourko, Martin Bucksbaum Professor, Real Estate, Finance, Business Economics & Public Policy; Nancy A. Nasher and David Haemisegger Director of the Zell/Lurie Real Estate Center at the Wharton School

Alan Miyasaki, Senior Managing Director & Head of Asia Acquisitions, Blackstone

1:10 to 2:10 p.m.

Panel: How Different are Asian Markets?

Moderator: Joyce Lo, Director, Lazard Asia Limited

Panelist: Henry Chin, Global Head of Investor Thought Leadership & Head of Research, Asia Pacific, CBRE

Jonathan Hsu, Co-Head of Asia Life Fund; Head of Indirects - Fund-of-Funds, ALF; Director, Portfolio Management, M&G Asia

Kian Sin Toh, Head of Real Estate Investment, AIA Investment Management

2:10 to 3:10 p.m.

Fireside Chat: What's your Climate Price? Using AI to Forecast Markets

Facilitator: Maisy Wong, James T. Riady Associate Professor of Real Estate; Assistant Director, Grayken Program in International Real Estate, Zell/Lurie Real Estate Center at the Wharton School

Speaker: Parag Khanna, Founder & CEO, Climate Alpha

3:10 to 3:30 p.m.

Networking Break

3:30 to 4:30 p.m.

Panel: Where Are We in the Cycle?

Moderator: Mark Fogle, Partner, Head of EQT, Exeter APAC

Panelists: Andrew Burych, Managing Director, Brookfield Asset Management

Charlene Huang, Co-Head APAC – Multi-Manager Real Estate, Real Estate and Private Markets, Deputy Country Head, Managing Director, UBS Asset Management Singapore

Phi Q. Le, Partner, Co-Head, PAG Real Assets

4:30 to 4:45 p.m.

Closing Comments

Joe Gyourko, Martin Bucksbaum Professor, Real Estate, Finance, Business Economics & Public Policy; Nancy A. Nasher and David Haemisegger Director of the Zell/Lurie Real Estate Center at the Wharton School