



WHARTON REAL ESTATE CLUB

OVERVIEW OF MBA REAL ESTATE CLUB EVENTS – 2009-2010

There are currently more than 50 events planned for this coming year with possibly more. The membership includes more than 190 members and 21 executive board members from both first and second years.

ALUMNI OUTREACH

- We are creating an alumni database for alums across the country and internationally in order to put more in contact for work, social and job opportunities. Alumni will be contacted by current MBAs.

CAREER TREKS

- NYC – Oct. 16 – Empire State Building, Silverstein Properties and 7WTC, Hudson Yards Development Corp.
- NYC – Nov. 6 – PE Focus – Apollo Global Real Estate, Oaktree Capital Management, and DLJ Real Estate Capital Partners
- Washington, D.C. – Nov. 20 – JBG, Carlyle and NAREIT
- Los Angeles, San Francisco – late February 2010
- Brazil/Columbia/Argentina – Spring Break 2010
- Spring – NYC, Boston, D.C., Philly – dates and companies TBD

CASE COMPETITIONS

- Internal Wharton-only Case Competition – November 13. Competition sponsored by PREIT; looked at development opportunities for the Gallery Mall in Center City, Philadelphia
- National Real Estate Competition - UT Austin – November 19. Wharton Team received Honorable Mention

COMMUNITY SERVICE

- Creating a Zell/Lurie community service day where all four real estate clubs will work together this spring to help the community with a real estate-focused activity.

EDUCATION

- Weekly market update highlighting industry articles, economic indicators and CMBS spreads
- Faculty lunches – first one with Prof. Asuka Nakahara, targeting one every six weeks
- Financial Modeling - Josh Kahr - general proforma - September, advanced modeling – January and April
- Financial Modeling – Bruce Kirsch – development proforma - November
- ARGUS class with Dale Vanderlann – November
- Master Classes – taught by WG Alumni or current students:
 - Workouts 101 taught by Elisabeth Wadsworth (WG'07)
 - Debt Master Class taught by Ephram Lustgarten (WG'06)
- Additional classes planned including: Private Equity, Term Sheets 101, Architecture 101, REIT Overview, Special Servicing, Development and Construction

SPEAKERS and TOURS

- Fall Keynote Speaker – Colin Dyer, President and CEO, Jones Lang LaSalle
- Spring Keynote Speaker – John Gray, Senior Managing Director, Blackstone Group
- 10 Rittenhouse Tour – October 23
- Comcast Building Tour – October 28
- Sheldon Crossing – December 4 – Green Construction Tour

- Young Alumni Panel – October 19 – Trump, PREIT, Acadia Realty Trust and Stolz Real Estate Partners
- Finance Panel – November 10– Professionals from US Bank Commercial Real Estate, Cheswold, Llenrock Group and Amerimar Enterprises
- International Panel – November 30 – Brazil focus with speakers from PDG Realty
- Government Panel – January 21 – Discussion of opportunities available (TARP, EDC, FDIC etc)
- Entrepreneurship Panel – February 1 – Speakers TBD
- Development Panel – March – Speakers and date TBD

SUSTAINABILITY

This is a new area for the club and we are trying to partner with other Penn Schools and groups to learn more about this new area. Last year we had 20+ students get LEED certification through a class taught by LEED AP students. Will have a class again this spring.