
[MIT Center for Real Estate, Back-to-School Day 2015](#)

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The MIT Center for Real Estate (MITCRE) hosted its Alumni West Coast Back-to-School day in January 2015. Held at the Pier 1 headquarters of [Prologis](#) (in their graciously-donated meeting space), the event gave attendees the opportunity to hear from current MIT faculty on latest research and to hear from alumni and industry leaders on the important work they are stewarding. Patrick Kennedy '85 of Panoramic Interests and Professor Albert Saiz, Director at MITCRE, opened the event.



When the Money Meets the Developer:

A More "Scientific" Look at Joint Venture Terms Between Institutional Money Partners and Managing Partners in Real Estate Development

David Geltner
MIT Center for Real Estate

Prepared For
Back-to-School Day: San Francisco
Prologis Headquarters, January 24, 2015

Leveraging Skills, Developing Innovation

Sessions panelists included alumni and industry leaders, who spoke to the complexities of large real estate ventures and on current real estate market innovations.

The panel "Ballot Box Entitlements" (moderated by Ted Horton '87) explored the role that the voter plays in helping bring large-scale real estate projects online. The session featured Mary Murphy of Gibson Dunn, Alexa Arena of Forest City Enterprises and Diane Oshima of the Port of San Francisco, as well as MIT alum Libby Seifel.

In her presentation "IT Infrastructure & Asset Value Premia", Dr. Andrea Chegut, Research Associate at MITCRE, explored the developing role of IT infrastructure in commercial development and how developers are rethinking the technology footprint of their projects.

The session "JV Profit Splits Fairness Framework", presented by MITCRE faculty Tod McGrath and David Geltner, examined the fairness of joint-venture relationships between institutional money partners and managing partners in real estate development.

Crowdsourcing + Microfinance = Crowdfunding



Industry veterans (from both sides of real estate deals) discussed the usefulness and application of Professor Geltner's research on a broad variety of recent real estate deals.

"Crowdfunding for Real Estate Equity", whose panelists included Bonnie Burgett of Sourced Capital, Adam Hooper of Real Crowd, Rodrigo Nino of Prodigy Network and Tom Lockhard of Fundrise looked at the emergence of crowdfunding as a powerful tool in the promotion and financing of healthy development.

Full event agenda is available [here](#).

Founded in 1983 by an MIT alum Charles "Hank" Spaulding (CE '51), MITCRE provides tomorrow's real estate practitioners with a foundation to help traverse and transform a complex and global real estate market. More about the program can be found [here](#).