



2 REAL ESTATE 0 **IMPACT** 2 5 CONFERENCE

FEBRUARY 7, 2025

HOSTED BY:

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WELCOME

WHAT DOES THE FUTURE HOLD?

Welcome to the **13th Annual Real Estate Impact Conference**. This year, we gather to explore the future of real estate together. Engage with insightful presentations, interactive panels, and connect with fellow professionals. Let's shape the future of real estate together.

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SCHEDULE

12:00 PM **REGISTRATION & NETWORKING**

1:00 PM **GLOBAL INVESTMENT INSIGHTS**

RANA GHORAYEB

CDPQ/Ivanhoé Cambridge, Executive Vice-President and Head of Real Estate

ALFONSO MUNK

Hines, Managing Partner, Global Co-Head, Investment Management

2:15 PM **NETWORKING BREAK**

2:45 PM **REAL ESTATE RESEARCH INITIATIVE**

3:00 PM **WHAT DOES THE FUTURE HOLD FOR CITIES?**

ANDY GLOOR

Sterling Bay, CEO

JOSHUA SIREFMAN

Michigan Central, CEO

JOE FURST, MODERATOR

Place Projects, Managing Principal

4:00 PM **NETWORKING BREAK**

4:30 PM **THE DOMESTIC OUTLOOK**

LAUREN HOCHFELDER

Morgan Stanley, Co-Chief Executive Officer of Morgan Stanley Real Estate Investing and Head of MSREI Americas

JAY MANTZ

Rialto Capital Management, President

5:45 PM **NETWORKING RECEPTION**

Music provided by students from the Frost School of Music

**SCAN TO TEXT
QUESTIONS FOR SPEAKERS**



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RANA GHORAYEB

Executive Vice-President and Head of Real Estate, CDPQ/Ivanhoé Cambridge

Rana Ghorayeb has been Executive Vice-President and Head of Real Estate of CDPQ since May 2024, where she is responsible for the real estate strategy and investments of Ivanhoé Cambridge, which has assets of over \$77 billion. As part of her duties, she is a member of CDPQ's Executive Committee and Investment-Risk Committee. She also sits on the Board of Directors of CDPQ Infra, a subsidiary that acts as principal contractor for major public infrastructure projects.

From 2019 to 2024, Rana was President and Chief Executive Officer of Otéra Capital, at that time a CDPQ subsidiary specializing in commercial real estate financing, with a portfolio worth nearly \$30 billion. She joined CDPQ in 2012 as Senior Vice-President of the Infrastructure team, where she led international investments and asset management.

Prior to joining CDPQ, Rana was Vice President of Acquisitions at JP Morgan Asset Management in London, where she was responsible for real estate investments in several European countries. She has also worked in New York, where she held the position of Senior Associate - Transactions at TIAA, a major US pension fund.

Rana holds a Bachelor of Arts in Urban Planning and a Master of Engineering in Construction Management, both from Concordia University, as well as a Master of Science in Finance from New York University.



ALFONSO MUNK

Managing Partner, Global Co-Head, Investment Management, Hines

Alfonso Munk is responsible for developing investment strategy for North and South America that aligns with the firm's global views and meets the demands of the world's most savvy investors. He is a member of the firm's Executive Committee and Investment Committee.

In this role, Alfonso works cross-functionally with geographic CIOs in Hines' European and Asia Pacific regions. He is committed to enhancing and growing the Americas investment business, attracting and cultivating talent, and positioning Hines as the world's preeminent vertically integrated fund manager. Alfonso provides a significant track record of achievement for investors with more than 20 years of diverse experience in real estate investing activities throughout the U.S., Europe, and Latin America.

Alfonso joined Hines in 2019. A strong proponent of education, his philanthropic contributions focus on building leaders for the future. He is passionate about promoting education for children and college students and ensuring companies are led by diverse individuals. He is a member of the Advisory Board at the Center for Real Estate Finance at Cornell University's SC Johnson College of Business, and the University of Miami business school real estate program. He serves on the Executive Committee of the Zell-Lurie Real Estate Center at the Wharton School. He serves in multiple capacities with Urban Land Institute (ULI), including as a Global Exchange Council member, a ULI Governing Trustee, and a member of the ULI Southeast Florida / Caribbean Advisory Board.

Alfonso holds a Bachelor in Business and Hospitality Administration from Cornell University and a Master of Business Administration from the Wharton School of the University of Pennsylvania with a concentration in finance and real estate. He divides his time between the firm's Houston headquarters and Miami and is fluent in Spanish, French, Portuguese, Italian, and English.

WHAT DOES THE FUTURE HOLD FOR CITIES?

3:00 PM



JOE FURST, MODERATOR

Managing Principal, Place Projects

Joe Furst is Founder and Managing Principal of Place Projects, a Miami-based real estate investment firm, operating partner and place marker creating lasting value in urban neighborhoods through thoughtful development, planning and content creation. Joe has a proven track record of co-creating developments, working alongside community leaders and policymakers to reimagine real estate to strengthen the connection between people and the places they share. Place Project's current real estate portfolio includes several residential, commercial and large scale neighborhood revitalization projects throughout Florida, including Wynwood, West Palm Beach, Doral and St. Petersburg. Joe is on the University of Miami's Master of Real Estate Development + Urbanism Advisory Board.



ANDY GLOOR

CEO, Sterling Bay

As CEO of Sterling Bay, Andy Gloor oversees a national real estate portfolio of \$20 billion in existing and future real estate assets. In recent years, and under Andy's leadership, Sterling Bay has strategically expanded its portfolio across the country, developing and managing world-class creative office, residential, industrial, and life science properties in over a dozen markets. Andy oversees a team of 150 professionals and leads the firm's award-winning philanthropic initiative, SB Cares, supporting hundreds of nonprofits, including Misericordia, Lurie Children's Hospital of Chicago, and Cara Collective.



JOSHUA SIREFMAN

CEO, Michigan Central

Joshua Sirefman is the Chief Executive Officer of Michigan Central, developing an ambitious and multidisciplinary plan to tackle pressing mobility challenges with solutions that will unlock a more sustainable and human-centered future.

Previously, Joshua co-founded and served as president of Sidewalk Labs. He also founded and led a development services firm that oversaw complex, large-scale projects for corporate, nonprofits, and government entities, including creating Cornell University's tech program in New York City and developing its Roosevelt Island campus. Additionally, Joshua served as a key member of the economic development team of former New York City Mayor Michael R. Bloomberg and oversaw U.S. development for Brookfield Properties.

A native of New York, Joshua's career started in Detroit through his work with Islandview Village Development Corporation and the Detroit Economic Growth Corporation.

He sits on multiple boards, including the New York Restoration Project, Fist & Heel Performance Group, and the University of Michigan's Taubman College Urban Tech Program Advisory Board.

Joshua earned a master's degree in Urban Planning from the University of Michigan and a bachelor's degree from Wesleyan University.



LAUREN HOCHFELDER

Co-Chief Executive Officer of Morgan Stanley Real Estate Investing and Head of MSREI Americas, Morgan Stanley

Lauren Hochfelder is a Managing Director of Morgan Stanley, Co-Chief Executive Officer and Head of the Americas for Morgan Stanley Real Estate Investing, the global private real estate investment management arm of Morgan Stanley with \$57 billion of gross real estate assets under management.

Lauren joined Morgan Stanley Real Estate in 2000. She has served as Co-CEO of MSREI globally since February 2022 and as Head of the Americas since 2016. She previously served as Deputy Chief Investment Officer and Co-Head of Acquisitions of MSREI Americas. She has sourced, underwritten, structured, executed and overseen principal investments across all real estate asset classes, return parameters and capital structures, and has also been involved in numerous corporate MGA transactions involving both public and private companies.

Lauren graduated magna cum laude and with distinction from Yale University with a B.A. in Ethics, Politics & Economics.

Lauren is a member of the Board of Directors of The 92nd Street Y, for which she also serves on the investment committee.



JAY MANTZ

President, Rialto Capital Management

Jay Mantz joined Rialto Capital Management, LLC in 2011 and serves as President. Rialto Capital Management, together with its affiliates, is an integrated real estate investment and asset management company that invests and manages assets throughout the capital structure in real estate properties, loans, and securities. As of June 2024, Rialto has c. \$21 billion of assets under management and currently controls/manages over \$120 billion of commercial mortgage loans.

Prior to Rialto, Jay worked for Morgan Stanley from 1993 to 2011. At Morgan Stanley, Jay was the Head of Real Estate Investing from 2000 to 2005, co-head of the Real Estate Department in 2006, and served as Global Co-Head of Morgan Stanley's Merchant Bank Group, which included the Morgan Stanley Real Estate Investing Funds, the Morgan Stanley Infrastructure Fund and other Private Equity Funds from 2007 to 2009. Jay was selected to be a member of Morgan Stanley's Management Committee in 2008.

Jay graduated class valedictorian from the Questrom School of Business at Boston University and earned his MBA from The Wharton School of the University of Pennsylvania. Jay is on the University of Miami's Master of Real Estate Development + Urbanism Advisory Board and the Dean's Advisory Board of the Questrom School of Business and the Nolan School of Hotel Administration at Cornell University.



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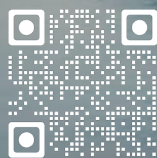
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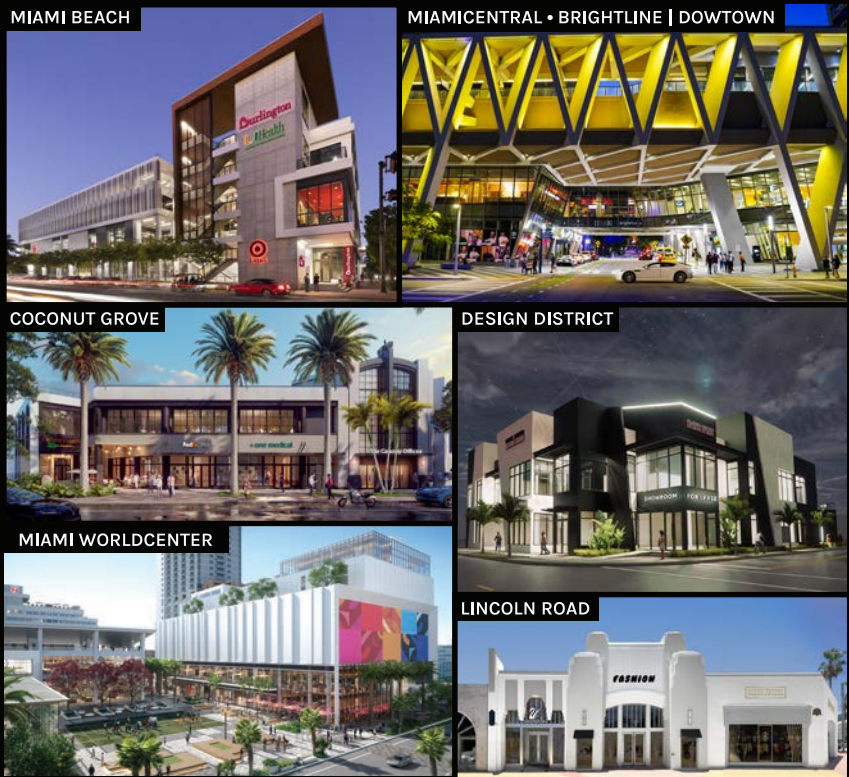
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