

*Comparative International Development Workshop 038-79428D*  
*May 17 ~ May 29, 2008*

**A. COURSE OVERVIEW**

This international real estate development workshop is designed for graduate students in policy, planning, real estate development, business, and construction management with an interest in international development and real estate markets. Students will obtain first-hand knowledge of doing business in international markets.

The main purpose of the workshop is to study and analyze the business environment and opportunities as well as the risks of real estate investment and development in international markets. The topics that will be emphasized include current and potential opportunities for investment and development in Asian real estate markets, financial and market analyses, cultural, political and social-economic considerations of doing business in these markets.

RED 583 – International Real Estate Development Opportunities (see RED 583 syllabus for details) – is the prerequisite for RED 585 (in exceptional cases, requests for waiving RED 583 may be approved by the instructor). Concurrent enrollment of RED 583 and 585 is encouraged and satisfies the MRED international development emphasis requirement. A \$100 lab fee deposit for RED 585 is due by the third week of the spring semester, 2008.

**B. COURSE ORGANIZATION**

The workshop will visit London, Dubrovnik and Zagreb (Croatia), from May 17 to May 29, 2008. During our study tour, we plan to visit major developers, real estate financing institutes, real estate consulting and servicing companies, architects, government agencies in charge of real estate development and land administration, law firms, as well as universities with real estate programs. We plan to meet senior management to learn about major projects, to learn about their company's growth plans and strategy, to learn about local markets and business, legal and political environment. Our student project teams will also present the findings of market research to selected companies we are visiting. We will participate in site tours of interesting residential, office, retail, or industrial development projects.

Each student should choose a topic of his/her own as a course project. The course project may be in the form of an international real estate development case compiled by students themselves. It may also be in the form of an analysis of social/economic/market environments and development opportunities of a particular sector of the international real estate market. A written version of the course report is due on June 15<sup>th</sup>, 2008.

**C. GRADING**

Course Project Report	70%
Participation	<u>30%</u>
	100%

**D. INSTRUCTOR ACCESS**

Professor Yongheng Deng

Office: RGL 201A

Tel: (213) 821-1030

E-mail: [ydeng@usc.edu](mailto:ydeng@usc.edu)

Office hours: Spring semester, Wednesday 2:00 p.m. ~ 4:00 p.m. or by appointment.

Ms. Della Zheng

Co-instructor

E-mail: [diehangz@usc.edu](mailto:diehangz@usc.edu)

USC SPPD International Development Workshop 2008 Itinerary

**London, May 17th-23th, 2008**

(updated 5/14)

**May 17th (Saturday)**

Departure from LAX

**May 18th (Sunday)**

*Check in Hotel*      *Hotel:*      **Hilton London Kensington Hotel**  
*Address:*      179-199 Holland Park Avenue, W11 4UL, London, GB  
*Tel:*      44 (0) 207 605 7602  
*MTR Stop:*      Holland Park Station by Central Line

**May 19th (Monday)**

Free day in London

**May 20th (Tuesday)**

*9:00-10:30am*      *Company:*      **Lehman Brothers**  
*11:00-11:30am*      **Visit Drapers Gardens Office Site**  
*(confirmed)*      *Address:*      25 Bank Street, London E14 5LE  
*Contact:*      Paul De Francisci (Global Real Estate Group Director); Wing Kew Leung  
*Tel:*      Direct line: +44 20 7102 1075; Mobile: +44 7785 345882  
*Fax:*      Fax: +44 20 7067 9653  
*Email:*      [pdefranc@lehman.com](mailto:pdefranc@lehman.com); [wing.leung@lehman.com](mailto:wing.leung@lehman.com)

*11:30am-12:30pm*      *Lunch at Lehman Brother or at the Canary Wharf mall*

*1pm-2:30pm*      *Company:*      **Bank of America, Property Derivatives Group**  
*(confirmed)*      *Address:*      Bank of America, 5 Canada Square, London, E14 5AQ  
*Contact:*      Paul J Ogden (Principal - Property Derivatives); Ricardo Pereira  
*Tel:*      Dealing +44 20 7174 1333  
Direct +44 20 7174 1857  
Mobile +44 7825 732277  
*Email:*      [paul.j.ogden@bankofamerica.com](mailto:paul.j.ogden@bankofamerica.com); [ricardo.a.pereira@bankofamerica.com](mailto:ricardo.a.pereira@bankofamerica.com)

*3pm-5pm*      *Company:*      **Barclays (for CMBS)**  
*(Confirmed)*      *Address:*      5 The North Colonnade at Canary Wharf  
*Contact:*      Hans Vrensen (Barclays for MBS) (Securitisation Research)  
Daniela Tabor  
Christian Janssen; Mark Nichol  
*Tel:*      44 (0)20 7773 3502  
*Fax:*      44 (0)20 7773 2626  
*Email:*      [Hans.Vrensen@barclayscapital.com](mailto:Hans.Vrensen@barclayscapital.com)  
[Daniela.Tabor@barclayscapital.com](mailto:Daniela.Tabor@barclayscapital.com)  
Christian.Janssen@barclayscapital.com; Mark.Nichol@barclayscapital.com

**May 21st (Wednesday)**

*11:30am-1pm*      *Company:*      **Clifford Chance LLP**  
*(confirmed)*      *Address:*      10 Upper Bank Street London E14 5JJ  
*Contact:*      Andrew Carnegie (Partner), Annette Corbett  
*Tel:*      44 (0)20 7006 8110  
*Fax:*      44 (0) 20 7600 5555  
*Email:*      [Andrew.Carnegie@CliffordChance.com](mailto:Andrew.Carnegie@CliffordChance.com); [annette.corbett@cliffordchance.com](mailto:annette.corbett@cliffordchance.com)

*Afternoon*      *Optional tour to The Tate Museum of Modern Art*

**May 22nd (Thursday)**

<i>(confirmed)</i> 7:50am-8:40am	<i>Company:</i>	<b>Royal Haskoning</b> <b>Breakfast meeting in Hilton London Kensington Hotel, Introduction of the Arsenal Regeneration project and King's Cross/St Pancras Regeneration Project, by Dale Thomson</b>
9:30am-11:30am 1pm-2:30pm	<i>Project 1:</i> <i>Project 2:</i> <i>Contact:</i> <i>Tel:</i> <i>Fax:</i> <i>Email:</i>	<b>Tour of Arsenal Regeneration Area and Stadium</b> <b>Tour of St Pancras and surrounding Regeneration Area</b> Dale Thomson 44 (0)20 7340-9684, 7222-2115 44 (0)20 7222-2659 <a href="mailto:d.thomson@royalhaskoning.com">d.thomson@royalhaskoning.com</a>
3:30pm-5:30pm <i>(confirmed)</i>	<i>Company:</i> <i>Address:</i> <i>Contact:</i> <i>Tel:</i> <i>Fax:</i>  <i>Email:</i>	<b>Prudential Property Investment Managers Ltd. (PRUPIM)</b> City Place House, 55 Basinghall Street, London EC2V 5DU Paul McNamara; Will Robson, Henri Vuong, Sarah Chan 44 (0) 20 7548 6649 44 (0) 20 7548 6502 <a href="mailto:paul.mcnamara@prupim.com">paul.mcnamara@prupim.com</a> ; <a href="mailto:will.robson@prupim.com">will.robson@prupim.com</a> ; <a href="mailto:henri.vuong@prupim.com">henri.vuong@prupim.com</a>

**Dubrovnik & Zagreb, May 23th-29th, 2008**

**May 23rd (Friday)**

*Flight* Departure from London, arrival in Dubrovnik

*Check in Hotel*

*Hotel:* **Hotel Kompas**  
*Address:* Setaliste Kralja Zvonimira 56, Dubrovnik 20000, Croatia  
*Tel:* 385 20 352 000  
*Fax:* 385 20 352 146

**May 24th (Saturday)**

*9am-12:00pm*  
*(confirmed)*

*Company:* **G S Hotel & Resorts**  
*Address:* Palace Hotel, Dubrovnik  
*Contact:* Mr. Goran Strok, Chairman and Founder, Klara Cvjetovic, PA  
*Tel:* 385 (0) 20 430 500  
*Fax:* 385 (0) 20 430 470  
*cell:*  
*Email:* [klara.cvjetovic@alh.hr](mailto:klara.cvjetovic@alh.hr)

**May 25th (Sunday)**

*9am-12:00pm*  
*(confirmed)*

*Company:* **G S Hotel & Resorts, Excelsior Hotel Redevelopment**  
*Address:* Excelsior Hotel, Dubrovnik  
*Contact:* Mr. Goran Strok, Chairman and Founder, Klara Cvjetovic, PA  
*Tel:* 385 (0) 20 430 500  
*Fax:* 385 (0) 20 430 470  
*cell:*  
*Email:* [klara.cvjetovic@alh.hr](mailto:klara.cvjetovic@alh.hr)

Free afternoon for sightseeing

**May 26th (Monday)**

*Morning*

*Company:* **Hypo Hotel reconstrucion project - tour for Hotel Lacroma**  
*Address:*  
*Contact:* Limija Hadziosmanovic  
*Tel:*  
*Email:* [lamiji.hadziosmanovic@hypo-alpe-adrea.com](mailto:lamiji.hadziosmanovic@hypo-alpe-adrea.com)

*Afternoon*

*Company:* Arenda Capital  
*Address:*  
*Contact:* Dusan Miletich, President/CEO  
*Tel:*  
*Fax:*  
*cell:*  
*Email:* [dusan@arencap.com](mailto:dusan@arencap.com)

**May 27th (Tuesday)**

*Morning*

*Flight* Departure from Dubrovnik, arrival in Zagreb

*Check in Hotel*

*Hotel:* **Hotel Dubrovnik**  
*Address:* Gajeva 1, 10000 Zagreb  
*Tel:* 385 1 48 63 555  
*Fax:* 385 1 48 65 550

9:30-11:30am  
(confirmed)?

**May 28th (Wednesday)**

**Company:** **HYPO ALPE-ADRIA-BANK d.d.**  
**Address:** Slavenska avenija 6, HR-10000 Zagreb  
**Project:** Applied Ceramics & Strawberry Operating Program  
**Address:**  
**Contact:** Mr. Nika Bracun (is leaving)  
Mr. Dražen Brodarić  
Macroeconomic expert Mr. Stojić, our real-estate expert Mr. Radojković and Mr. Milić from the corporate business  
Jasna Dakic, PR Officer  
Phone: +385 1 6103 508, +385 1 6030 152  
Fax: +385 1 6007 152  
E-Mail: [jasna.dakic@hypo-alpe-adria.com](mailto:jasna.dakic@hypo-alpe-adria.com)  
Hrvoje Stojic (head of Economic Research)  
Aoran Milic (head of Structured Finance)  
Lamija Hadziosmanovic (Estimation/Monitoring Officer)  
385 1 6032 019

**Tel:**  
**Fax:**  
**Email:** [nika.bracun@hypo-alpe-adria.com](mailto:nika.bracun@hypo-alpe-adria.com)  
[Drazen.Brodaric@hypo-alpe-adria.com](mailto:Drazen.Brodaric@hypo-alpe-adria.com)  
[Radojka.Olic@hypo-alpe-adria.com](mailto:Radojka.Olic@hypo-alpe-adria.com), [Drazen.Brodaric@hypo-alpe-adria.com](mailto:Drazen.Brodaric@hypo-alpe-adria.com),  
[Hrvoje.Stojic@hypo-alpe-adria.com](mailto:Hrvoje.Stojic@hypo-alpe-adria.com), [Igor.Radojkovic@hypo-alpe-adria.com](mailto:Igor.Radojkovic@hypo-alpe-adria.com),  
[Zoran.Milic@hypo-alpe-adria.com](mailto:Zoran.Milic@hypo-alpe-adria.com); [lamiji.hadziosmanovic@hypo-alpe-adria.com](mailto:lamiji.hadziosmanovic@hypo-alpe-adria.com)

2pm-4pm

**Company:** **Silverleaf Capital Group / Lemman Brother**  
**Address:** Gajeva 28/II (5 min walk from the main square)  
"Andre Haroche (Managing Director): [aharoche@silverleafcg.com](mailto:aharoche@silverleafcg.com) / +1 (203) 356-1555 (office in Connecticut)  
Ted Muftic: [tmuftic@silverleafcg.com](mailto:tmuftic@silverleafcg.com) / +385 (1) 481 2668 (office in Zagreb) "  
Sasha El Khalifa(Operations Director, Croatia): [selkhalifa@silverleafcg.com](mailto:selkhalifa@silverleafcg.com)  
Office: + 385 1 4812 763  
**Contact:** Mobile: + 385 98 357 923

**May 29th (Thursday)**  
Departure from Zagreb