Chazen Real Estate Study Tour
South Africa
March 12 – 18, 2017
Trip Organizers

Seema Hirsch (Y17)  Brian Hinds (B17)  Einat Aldaag (F18)  Mandy Yeung (E18)
Depart from Johannesburg to Cape Town on 3/15/17
Why South Africa?

• Local Culture, Wildlife, and Real Estate Industry

• Gain a better understanding of development in an emerging market with strong trade agreements, healthy growth potential, and a commitment to address issues such as poverty, income-inequality, and unemployment

• Food & Wine!
Sightseeing
Constantia Valley Vineyards
Botanical Garden – Kirstenbosch
Atlantic Seaboard
Shark Diving in Cape Town
Nightlife
Randlords, a rooftop bar and lounge, located on the 22nd floor of South Point Towers
Food

Bobotie
Bobotie

Bunny Chow

Koeksister
Safari Option (not included in base budget quote)

Options to visit Kruger National Park or Pilanesberg Safari: 3/10/17 – 3/12/17
Real Estate Focused Corporate Visits

- Traveling with industry expert Soula Sproxenos and CBS Real Estate Executive-in-Residence Leanne Lachman, who will provide valuable insights and connections.
- Visits to include REITs, RE Private Equity firms, investment management firms, developers, Green Building Council, and exciting development projects such as recently constructed affordable, student, and workplace housing sites.

Melrose Arch mixed-use development
Johannesburg Stock Exchange
Wish List Company Visits (Select List)

Johannesburg Stock Exchange
Centre for Affordable Housing Finance in Africa
PUBLIC INVESTMENT CORPORATION®
SAPOA
inspiring tomorrow’s lifestyles
amdec group
actis
GREEN BUILDING COUNCIL
Rode Property Consultants
Cape Town Community Housing Company (Pty) Ltd.
OLD MUTUAL
### Sample Itinerary

<table>
<thead>
<tr>
<th>Date</th>
<th>Event Details</th>
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</thead>
<tbody>
<tr>
<td>3/12</td>
<td>Arrive at Johannesburg Airport</td>
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<tr>
<td></td>
<td>Group check-in at Hotel</td>
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<tr>
<td></td>
<td>Free Evening</td>
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<tr>
<td>3/13</td>
<td>Visit Johannesburg Stock Exchange and REIT Meetings</td>
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<tr>
<td></td>
<td>Real Estate Meeting</td>
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<td></td>
<td>Possible Company Meetings</td>
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<tr>
<td>3/14</td>
<td>Company visits</td>
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<tr>
<td></td>
<td>Site tours</td>
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<tr>
<td></td>
<td>Networking and mixer event</td>
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<tr>
<td></td>
<td>Social evening dinner</td>
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<tr>
<td>3/15</td>
<td>Visit to Soweto and Apartheid Museum</td>
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<tr>
<td></td>
<td>Flights to Cape Town</td>
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<tr>
<td>3/16</td>
<td>Company visits/Site tours</td>
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<tr>
<td></td>
<td>Sunset cruise on Table Bay</td>
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<td></td>
<td>Group dinner at local waterfront restaurant</td>
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<td></td>
<td>Organized night out</td>
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<tr>
<td>3/17</td>
<td>Company visits/Site tours</td>
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<tr>
<td></td>
<td>Visit winelands region</td>
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<tr>
<td></td>
<td>Organized night out</td>
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<tr>
<td>3/18</td>
<td>Cultural Excursions (Robin Island, Kirsten Bosch Botanical Gardens, Atlantic Seaboard, Shark diving, etc)</td>
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<td></td>
<td>Flights depart for NYC</td>
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<tr>
<td>3/19</td>
<td>Arrive at JFK</td>
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Logistics

• **Total Estimate Cost: $1,900**

  Included:
  - Ground transportation
  - Domestic flights (JNB to CPT)
  - 4/5 star luxury hotel stay (double occupancy)
  - Some meals
  - Admission to some cultural activities
  - Half-day at Constantia Valley Vineyards

  Not Included:
  - International flights ($1,300 - $1,500)
  - Optional Safari trip
  - Personal expenses
  - Other meals/food

• Group of 40 students (including organizers and 2 J-Term Students)
  - Full-time business school students only (no significant others)
  - Students with holds on their accounts are unable to participate

• Students are required to attend the entire study tour
• All company visits are mandatory
Social Contract

• Respect for organizers, meeting/corporate hosts, and peers
• “Make the bell” - At least 5 min. early for every meeting
• Do not skip meetings – they are all mandatory
• Expect corporate visit pre-meeting huddles and post-meeting debriefs with Leanne Lachman, Soula, and peers
• Average of 3 company visits/site tours per day. Will also ensure enough leisure, cultural, and social time.
Tour Selection

• Through Chazen Bidding: http://chazentours.gsb.columbia.edu

• Students without any bid points can sign up for the first-come, first-serve no bid point waitlist, which opens on November 10th at 2PM

• Must be a Real Estate Association (REA) Member. To join the REA, email the club treasurer Will Noyes (wnoyes17@gsb.columbia.edu), who will collect payment and process your membership
Bidding

• **Bidding Period**
  November 10 (Thursday), 2PM through November 17, 4PM

• Bidding results will be available on November 18\(^{th}\) by noon

• Successful bidders will have 48 hours to pay a **non-refundable deposit** in order to secure their spot

• Unsuccessful bidders will have their bid points refunded and will be placed on a waitlist (based on bid amount - highest to lowest). If a student gets a spot on the tour, he/she will be charged this bid amount

• No swapping
Questions?

Please reach out to our student contact Mandy Yeung (cyeung18@gsb.columbia.edu)