



# **The Complexities of Mixed Use**

**2:30 pm – 5:15 pm**  
**Thursday, October 15, 2015**  
**Piper Auditorium, Gund Hall**

**MDes Real Estate & the Built Environment**  
**Harvard University Graduate School of Design**  
**48 Quincy Street, Cambridge, MA 02138**



**Harvard University**  
**Graduate School of Design**

# Agenda

*For each segment, the speaker will present for 20 minutes and then the floor will open for a panel discussion.*

Time	Speaker	Program
2:40 - 2:50 pm	<b>Bing Wang</b> Harvard GSD	Introduction
2:50 - 3:10 pm	<b>Raymond Torto</b> Harvard GSD	Presentation
3:10 - 3:25 pm	Response from panelist & Q / A	
3:25 - 3:45 pm	<b>Mark Weld</b> Clarion Partners	Presentation
3:45 - 4:00 pm	Response from panelist & Q / A	
4:00 - 4:20 pm	<b>John B. Hynes III</b> Boston Global Investors	Presentation
4:20 - 4:35 pm	Response from panelist & Q / A	
4:35 - 5:05 pm	<b>Panel Discussion with audience participation</b> Moderated by Bing Wang & Donald Conover	
5:05 - 5:15 pm	<b>Bing Wang</b> Harvard GSD	Closing Remarks



## Bing Wang

**Harvard University Graduate School of Design**  
Associate Professor in Practice of Real Estate and  
the Built Environment

Bing Wang is Associate Professor in Practice of Real Estate and the Built Environment at Harvard University Graduate School of Design (GSD). She is Co-Director / Coordinator for Real Estate and the Built Environment, MDes program at the GSD and a faculty Co-Chair for the GSD Advanced Management Development Program and for the joint GSD-HBS Real Estate Management program. Dr. Wang's writings and research are published in academic books and journals. She is the author and editor of *The Architectural Profession of Modern China* (2011), *Prestige Retail: Design and Development* (2014), *Global Leadership in Real Estate and Design* (2015) and *Understanding China's Real Estate Market: Development, Finance and Investment* (2016 forthcoming).

Dr. Wang's academic research and pedagogical focus are reinforced by her multidisciplinary professional practice. She worked as an investment consultant at Lehman Brothers and is one of the founding principals of KaiLong REI and YoungYou Investments LLCs, private equity companies based in Shanghai, focusing on investments in real estate and equity investments in media production respectively. Her design firm, HyperBina Design Group, has undertaken projects of both architectural and urban scales.

*The order of speakers' biographies follows the sequence of speakers' presentations*



## **Raymond G. Torto, Ph.D., CRE**

**Harvard University Graduate School of Design**  
Lecturer in Urban Planning and Design

Raymond Torto is currently a Lecturer on market research and urban economics at Harvard University Graduate School of Design.

Dr. Torto has successfully performed in various policy and management positions in the academic, business and government arenas as a Professor of Economics, Department Chairman and Director of a Public Policy Institute at the University of Massachusetts and as a government official in the City of Boston. After gaining valued experience in these sectors, he built upon his knowledge and expertise by becoming a founding principal of Torto Wheaton Research (TWR), an internationally recognized commercial real estate research company. TWR was acquired by CBRE and is now branded as CBRE Econometric Advisors. Torto served as CBRE's Global Chief Economist from 2008 to 2014.

Dr. Torto is active in many real estate organizations including service as Treasurer, Vice Chairman and Chairman of the Pension Real Estate Association (PREA) and as a Director on the PREA Board. He is also a Senior Fellow of the Real Estate Research Institute and a Fellow of the Homer Hoyt Advanced Studies Institute, as well as a member of Urban Land Institute, American Real Estate Association and Counselors of Real Estate.

Dr. Torto is a co-recipient with Bill Wheaton of the 2007 James A. Graaskamp Award for Real Estate Research Excellence. Torto has authored four books (He is working on the 5th) and numerous academic and professional articles on economics and commercial real estate. He is a frequent speaker at industry events and is often quoted in the global real estate press.

Dr. Torto holds a Ph.D. in Economics from Boston College.



## **Mark Weld**

**Clarion Partners**  
Managing Director

Mark Weld, equity partner and Managing Director, is the head of Clarion Partners' New England regional headquarters in Boston, Massachusetts. He has been responsible for directing all private market acquisition activities in the New England area and also serves as portfolio manager on behalf of a number of public and private separate account clients investing in all major property types and markets throughout the United States. Mr. Weld's recent investment activity includes high-rise, market dominant office acquisitions and development projects in Houston, Seattle, Washington DC and New York with an aggregate value in excess of \$3 billion. Additionally he oversees a portfolio of ten market dominant regional malls and 50 power shopping centers throughout the country, including the Natick Mall in suburban Boston.

Clarion investments in the Boston area marketplace have included One Federal Street, Museum Towers, Waltham Woods and 101 Arch Street as well as numerous development and value-add projects, often with local partners. The firm's more recent acquisitions include 100 Franklin Street, 1 Liberty Square, 10 Brookline Place and the Seaport Office Portfolio, as well as current development projects, Longwood Center (Life Sciences), Westwood Station (Mixed Use) and 411 D Street in the Seaport District (Multi-Family Residential).



## **John B. Hynes III**

**Boston Global Investors**  
CEO and Managing Partner

John B. Hynes III is the CEO and Managing Partner of Boston Global Investors (“BGI”). He has spent the last 32 years in the Boston real estate business from brokerage to local commercial development and several international multi-use projects. Under Mr. Hynes’ direction and leadership, BGI and its partners have successfully developed over 25 million square feet of space in the last decade with an aggregate value in excess of \$10 Billion.

Currently, Mr. Hynes is focusing on the development of the 6M SF mixed-use Seaport Square project which is to be completed within this decade. John is a resident of Boston, is married with 5 grown children and is a graduate of Harvard College where he captained the 1980 hockey team.




## **Donald E. Conover**

### **Conover & Associates**

Founder

Donald E. Conover is the Founder of Conover & Associates LLC, a strategic advisory firm focused on global real estate challenges, workplace change and the rigors of the procurement process. The firm is currently engaged with a New England owner / developer on the capitalization of a major new mixed-use project and recently completed work with a global financial services firm on significant procurement opportunities. Don was an Executive Vice President of State Street Corporation, responsible for global site strategy, procurement services, workplace design, sustainability and special projects. Mr. Conover joined State Street in 1998 to launch and manage The Tuckerman Group. As Chairman & CEO, he grew this start-up real estate investment firm to \$1.2 billion AUM. In 2002, he was appointed head of the integration of the Deutsche Bank Global Services acquisition. Mr. Conover was appointed head of Global Realty in 2004. In 2007, he was named co-chair of the integration of the IFIN acquisition.

Don was appointed head of Global Procurement in 2009. Finally, he was appointed co-chair of the Global Flex Workplace Initiative in 2010. Prior to joining State Street, Mr. Conover was the Chairman & CEO of Greystone Realty Corporation, a real estate investment firm which he founded and grew to \$2.3 billion AUM. This followed strategic roles at Eastdil Realty Corporation and Greenwich Associates. Mr. Conover is a Director of the YMCA of Greater Boston and is Chairman of the Properties Committee. He has served on a number Boards, including the Boston Chamber of Commerce, the Metropolitan Boston Housing Partnership and the Massachusetts Business Roundtable. Don has also served on several Advisory Boards, including Columbia University, The Nature Conservancy and The Trust for Public Land. Don holds an MBA from The University of Chicago and a BS from Boston University.



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