

**From:** Joi Ito <[REDACTED]>  
**To:** Epstein Jeffrey <[REDACTED]>  
**Subject:** Joscha  
**Date:** Wed, 30 Oct 2013 22:51:13 +0000

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Hi Jeffrey,

Got a little hiccup. From MIT's perspective, Joscha should be at about \$60K/yr. He wants \$100K. It's going to be tough to pay him that via MIT. You could either gift him money while he is still in Berlin, we could set him to 80% time and he could apply for another visa to work somewhere else and they could pay him the difference, or some other structure if we want to get him \$100K/yr. The other option is to negotiate him down, but I'm not sure if you've promised anything.

What do you think? Is this something you can talk to him about or is this something you'd rather I dealt with.

Also, did Barnaby get back to you about whether we can fund this via Templeton?

- Joi