



Monday, February 25, 2008

Inside

Announcements

- Upcoming BREC Organized Events:
 - [Feb 29 – PIR: The SWIG Company](#) *NEW*
 - [Mar 31 – Spring Firm Night](#)
 - [Apr 2-4 – Policy Advisory Board Meeting](#) *NEW*
- Upcoming Industry Organized Events:
Please contact Ryan Bermudez (ryan_bermudez@mba.berkeley.edu) to check for free ticket availability.
 - [Feb 26 - SF Brownbag with Laurence Pelosi: Global Capital Flows into Real Estate](#)
 - [Feb 26 - Real Estate Insider Speaker Series](#) *NEW*
 - [Feb 27 - SF Breakfast Tour: The Montgomery](#) *NEW*
 - [Feb 28 - East Bay Breakfast Tour: Belvedere Homes-Vallejo](#)
 - [Feb 28 – NAIOP/BOMA/CREW Lunch](#)
 - [Feb 29 - SF Brownbag: The Residential Mortgage Market: Will We Reach the Bottom?](#)
 - [Mar 6 - East Bay Program Series: Developing Multiple Product Types](#) *NEW*
 - [Mar 7 - SF Breakfast Tour: 185 Post](#) *NEW*
 - [Mar 12 - Demystifying Green Certification Systems and Policies](#) *NEW*
 - [Mar 12-13 – DevelopGREEN Conference: Sustainable Solutions for Commercial Real Estate](#)
 - [Mar 18 - East Bay Breakfast Tour: The Rose Garden](#) *NEW*
- Other Announcements:
 - [Mar 3 – Jeff Johnson, former CIO of Equity Office Properties - Presentation](#) *NEW*
 - [Recent Real Estate Reports – Helpful for Interview Prep](#)
 - [Tutor Request](#)

Upcoming BREC Organized Events:

PIR Program: The SWIG Company *NEW*

Friday, February 29, 2008

Executive: Tomas Schoenberg

If you would like to be selected to for a PIR visit and have not already done so, email Debra Underwood (Underwood@haas.berkeley.edu) in a **Word Document Format**:

- Your **focus statement**
- A statement about **two informational interviews** you have already conducted and any impact they had on your focus
- Your **first and second visit choices**

Upcoming PIR participants:

Date	Executive	Company
February 29 th	Tomas Schoenberg	The SWIG Company
March 7 th	Tom Sullivan	Wilson Meany Sullivan

Spring Firm Night

Monday, March 31, 2008 / 6 pm - 9 pm
KPMG Building: 55 2nd Street, San Francisco

Berkeley Real Estate Firm Nights are always well-attended networking events. This will be a great opportunity to meet some of the firms looking to hire you. Please review the attached contact list and email Matt Bernstein (matthew_bernstein@mba.berkeley.edu) if you have any contacts to add (from internships, interviews, etc.).

Policy Advisory Board Meeting ***NEW***

Wednesday, April 2-4, 2008
Pebble Beach

The Fisher Center's Policy Advisory Board meets twice a year at Pebble Beach to discuss industry trends and hear from noted experts on economic and public policy matters. This private meeting is held for our board, faculty associates and a few guests invited by the Fisher Center. Our Spring 2008 meeting begins the evening of April 2 and concludes at lunch on Friday, April 4. Please see the attachment for more details.

Upcoming Industry Organized Events:

SF Brownbag with Laurence Pelosi: Global Capital Flows into Real Estate

Tuesday, February 26, 2008 / 12:00 pm-1:15 pm
101 California St., 26th floor (RREEF office)

Laurence Pelosi
Executive Director
Morgan Stanley

Over the past few years, capital from around the globe has been flowing into real estate, particularly in the US, at record levels. With the recent volatility in the real estate capital markets broadly, how might those capital flows change? How do international and emerging market real estate opportunities currently compare to US? How do you think about raising capital in this environment? Laurence Pelosi, an Executive Director at Morgan Stanley Real Estate, will join us to discuss these topics.

Mr. Pelosi currently focuses on Morgan Stanley's residential investments, including master planned communities, large scale urban development and multifamily acquisition and development, primarily in the Western United States. Laurence is also involved in the firm's public/private real estate partnerships with governmental agencies. Prior to joining Morgan Stanley, Mr. Pelosi served as Director of Acquisitions at Lennar in the San Francisco Bay Area where he focused on the company's urban projects, from the redevelopment of the Hunters Point Naval Shipyard and Treasure Island to traditional infill developments.

Free, for ULI Members only

Register now: <http://www.uli.org/register/index.cfm?id=3320>

Real Estate Insider Speaker Series ***NEW***

Tuesday, February 26th, 2008 / 11:50 am-1:00pm

Wharfish Building, 185 Berry Street at Third Street, Suite 6000, San Francisco

Going to Great Lengths ... and New Heights. How was 175,000 square feet approved and constructed on top of the fully occupied Berry Street Building in China Basin? The Berry Street Building is a 230,000-square-foot, three-story office building built in 1992. The building accommodates R&D, lab, clinical and office use. The Berry Street Building Addition will increase the project by 175,000 square feet by adding two multi-use floors on top of the existing building. Mike Freeman of McCarthy Cook & Company can explain the story better than anyone. Join us for a members-only lunch (on us) and an in-depth discussion about the Berry Building, McCarthy Cook's involvement and what it means for China Basin. Enter from Third Street (across from the ballpark).

Register Now: For NAIOP Members ONLY

<https://www.naiopsfba.org/web/do/event/registration;jsessionid=E68B6750D672993D5FBE9B8FD1E6E167?id=45>

SF Breakfast Tour: The Montgomery ***NEW***

Wednesday, February 27th, 2008 / 8:00 am-9:30 am

74 New Montgomery (enter on Jessie Street)

Alan Mark

President

The Mark Company

Mike Kelly

Principal

MK Equities Group

The Montgomery

Please join us as we revisit The Montgomery, an office to condo conversion project, located in the heart of San Francisco's financial district. The historic high-rise office building, built in 1914, is currently undergoing renovations under the leadership of developers New Urban Properties, that will transform it into 107 residences, including a new penthouse level with four luxury modern residential units, and ground floor retail. The project includes a seismic retrofit and complete interior renovation. The residences incorporate contemporary interiors, and a variety of residential products ranging from junior one bedrooms to two bedroom plus residences.

Costs

\$40 Members / \$70 Non-Members

\$20 Public Members / \$50 Public Non-Members

\$30 YLG Members / \$60 YLG Non-Members

\$10 Student Members / \$20 Student Non-Members

*** Please contact Ryan Bermudez (ryan_bermudez@mba.berkeley.edu) to check for free ticket availability.*

Sponsors get 1 - 6 free tickets based on level of support. See sponsor benefits:

<http://www.ulisf.org/Content/10068/preview.html>

Register Now: <http://www.uli.org/register/index.cfm?id=3344>

East Bay Breakfast Tour: Belvedere Homes-Vallejo

Thursday, February 28th, 2008 / 8:30 am-10:00 am

Belvedere Sales Office: 1103 Sonata Drive, Vallejo

Gary Mandarich

President

Mandarich Developments

Belvedere is a new luxurious gated condominium community nestled within the rolling foothills of the Northgate area of Vallejo. Belvedere consists of 336 homes for active adults, age 55+. Belvedere's architectural style, influenced by the Belvedere Palace and other historical buildings in Vienna, Austria, offers Old World charm with modern convenience.

Residents may choose from four elegant floor plans ranging in size from 1,160 to 1,593 square feet. These single-story condominium homes feature gourmet kitchens with granite countertops, full appliance packages (including washer, dryer, and refrigerator), and living rooms with built-in entertainment center and fireplace. Each home is accented with soaring 10-foot ceiling. Belvedere's 10,000 square foot resort-style clubhouse features an indoor swimming pool and Roman-style spa, aerobics room, fully equipped gym, TV media center, library, game room, an outdoor patio, and a catering kitchen for special events.

Please join Gary L. Mandarich, President of Mandarich Developments, for a tour and presentation of Belvedere Homes and experience the vision Mr. Mandarich has brought back from his personal visit to Vienna, Austria. Mr. Mandarich has built his reputation in Vallejo with other communities such as Hyde Park, Tiara, The Bluffs, and Visage.

Costs

\$40 Members / \$70 Non-Members

\$20 Public Members / \$50 Public Non-Members

\$30 YLG Members / \$60 YLG Non-Members

\$10 Student Members / \$20 Student Non-Members

*** Please contact Ryan Bermudez (ryan_bermudez@mba.berkeley.edu) to check for free ticket availability.*

Sponsors get 1 - 6 free tickets based on level of support. See sponsor benefits:

<http://www.ulisf.org/Content/10068/preview.html>

Directions: From 1-80, exit on Columbus Parkway, turn right on North Ascot Parkway, left on Vienna Drive, right on Sonata Drive.

Register now: <http://www.uli.org/register/index.cfm?id=3262>

NAIOP/BOMA/CREW Lunch

Thursday, February 28, 2008

Luncheon 11:30 a.m. to 1:30 p.m.

Location: Hornblower Yachts, Pier 3, San Francisco

Commercial Real Estate in a Flat World: The Implications of Economic Globalization for the U.S. and the Bay Area with Futurist David Pearce Snyder

Snyder has been in the forecasting business for more than 30 years, during which he has built an impressive track record with a private and public sector clientele, while compiling a multi-million item database of trends and projections. Snyder uses this database to create detailed scenarios — "instant pre-plays" — of the most probable combinations of economic, technologic and social realities that specific industries, institutions, or individual communities or nations are likely to encounter during the next 5 to 15 years. Drawing on his nearly 20 years experience as lifestyles editor of The Futurist magazine, David enriches his statistical projections and expert forecasts with insights and anecdotes of the human comedy, creativity — and distress — arising from society's adaptation to changing economic circumstances and new technology. Special thanks to our event sponsors: McCarthy Cook & Company and Hanson Bridgett Marcus

Vlahos & Rudy LLP. The boat will remain docked for this event. There is limited onsite parking. Please consider walking or taking public transportation to this event.

SF Brownbag: The Residential Mortgage Market: Will We Reach the Bottom?

Friday, February 29, 2008 / 12:00 pm-1:15 pm
101 California Street, 26th Floor, RREEF Office, San Francisco

Matt Anderson
Partner
Foresight Analytics

Hope Nadji
Director
RREEF

The housing and mortgage markets have been dragged down by over-production and credit issues, making headlines around the world. Will we reach bottom, and if so, when? Join Hope Nadji of RREEF and Matt Anderson of Foresight Analytics for a presentation and discussion on the housing and mortgage markets in the Bay Area, California and the nation.

Free, for ULI Members only

Register now: <http://www.uli.org/register/index.cfm?id=3313>

East Bay Program Series: Developing Multiple Product Types *NEW*

Thursday, March 6, 2008/ 4-5:30pm
Scott's Seafood, 1333 N California Blvd., Walnut Creek, CA

EastBayProgram Series
Developing Multiple Product Types: Homebuilding, Retail, Apartments & Office

Bob Burke
Senior Vice President
Shea Properties

Don Hofer
Vice President of Community Development
Shea Homes

The JF Shea Company was founded over 125 years ago as a plumbing supply store but it has grown to be the parent company of Shea Homes and Shea Properties---a fully integrated developer of multiple real estate product types including for sale housing, age restricted housing, apartments, retail, office and industrial developments. Please join us for a special reception and presentation with Bob Burke of Shea Properties and Don Hofer of Shea Homes. Mr. Burke and Mr. Hofer will share their lessons learned in their career path and discuss the advantages of developing mixed-use communities and buildings all within one privately held organization.

Costs

\$20 Members / \$50 Non-Members
\$10 Public Members / \$30 Public Non-Members
\$15 YLG Members / \$40 YLG Non-Members
\$5 Student Members / \$10 Student Non-Members

*** Please contact Ryan Bermudez (ryan_bermudez@mba.berkeley.edu) to check for free ticket availability.*

Sponsors get 1 - 6 free tickets based on level of support. See sponsor benefits:
<http://www.ulisf.org/Content/10068/preview.html>

Register Now: <http://www.uli.org/register/index.cfm?id=3341>

Information Page: <http://www.uli.org/events/index.cfm?id=3341>

SF Breakfast Tour: 185 Post *NEW*

Friday, March 7, 2008 / 8-9:30am
San Francisco, CA (Exact Location TBD)
** Please check back at our website: www.ulisf.org **

Alan V. Chamorro
Senior Vice President
Grosvenor

Koonshing Wong
Architect
Brand + Allen Architects

185 Post

Originally built in 1907, and after having been stripped of its historic fabric in the 1970's, 185 Post Street was fully renovated inside and out, including a seismic upgrade, completely new building systems, and a new, ultra-modern exterior window wall system. The modern glass exterior is semi-opaque allowing the older façade to "shadow" through the façade. The building is designed to both enhance and complement the surrounding Union Squaredistrict's historic look and feel.

The 26,200 square foot property, located at the corner of Post Street and Grant Avenue, was purchased vacant, rehabilitated and the ground floor was subsequently leased to DeBeers Jewellers for their San Francisco flagship retail store. Opening is slated for later this year. With its contemporary ground lobby, the upper floors are designed for individual full floor tenants who are seeking high, Union Square identity and offer the highest standards of quality and security.

Please join us in this special tour led by Alan Chamorro of Grosvenor and architect Koonshing Wong, who will be on hand to answer questions and will discuss the development's impact on the community.

Costs

\$40 Members / \$70 Non-Members
\$20 Public Members / \$50 Public Non-Members
\$30 YLG Members / \$60 YLG Non-Members
\$10 Student Members / \$20 Student Non-Members
*** Please contact Ryan Bermudez (ryan.bermudez@mba.berkeley.edu) to check for free ticket availability.*

Sponsors get 1 - 4 free tickets based on level of support. See sponsor benefits:
<http://www.ulisf.org/Content/10068/preview.html>

Register Now: <http://www.uli.org/register/index.cfm?id=3361>

Demystifying Green Certification Systems and Policies *NEW*

Wednesday, March 12, 2007 / 11:30 am to 1:30 pm
The City Club of San Francisco, 155 Sansome Street, San Francisco

ULI San Francisco and CREW are pleased to present:
Demystifying Green Certification Systems and Policies

Mayor Gavin Newsom's Green Building Task Force has recommended one of the most progressive green building standards for private sector development for any city in this county. If adopted, all new commercial and residential development will have to abide by increasing LEED® and GreenPoint Rated standards over the next five years, ultimately requiring them to meet LEED® Gold or comparable ratings by 2012.

Please join us for an informative session that will provide insights into green building policy decisions in California's cities: what is mandated and what is driving the policy decisions. Panelists Laura Rodormer, Division Manager for Green Consulting Services at Swinerton Builders; Bill Worthen, Senior Associate with Simon & Associates; and Tenaya Asan, Programs Manager at Build it Green, will provide an overview of San Francisco's proposed green policy initiatives as well as a wealth of knowledge on LEED® and the GreenPoint rating system for residential development. Special attention will be paid to the green certification process itself, particularly what resources are available and how certification is achieved. Our expert panelists will include:

- Laura Rodormer, Division Manager, Green Consulting Services, Swinerton Builders
- Bill Worthen, Senior Associate, Simon & Associates
- Tenaya Asan, Programs Manager, Build it Green

ULI and CREW Members: \$55

ULI and CREW Non Members: \$75

*** Please contact Ryan Bermudez (ryan_bermudez@mba.berkeley.edu) to check for free ticket availability.*

Register now: <http://www.crewsf.org/i4a/pages/index.cfm?pageid=3437>

CO-SPONSORED BY THE HOME BUILDER ASSOCIATION OF NORTHERN CALIFORNIA www.hbanc.org

DevelopGREEN Conference: Sustainable Solutions for Commercial Real Estate

Wednesday, March 12 – Thursday, 13, 2008
The Renaissance Glendale Hotel & Spa, Glendale, Ariz.

Join NAIOP for our inaugural DevelopGREEN: Sustainable Solutions for Commercial Real Estate conference. DevelopGREEN will unite industry professionals representing a variety of segments in commercial real estate who are passionate about further developing sustainable solutions and renewable resources. Innovative programs will be offered featuring information and education on the advantages of building sustainable projects, "how-to" strategies to develop financially successful green projects and much more.

Registration Fees

NAIOP Member: \$595

Developing Leader Member: \$495 (Available to members who are 35 years of age or under)

Non-Member: \$795

Project Tour: \$45

*LEED-NC Exam Preparation Course:

Early Online Registration: \$390 before February 26

Regular Online Registration: \$475

*Space is limited to 30 registrants on a first-come, first-served basis.

Attendee Registration

* Register online: <http://www.naiop.org/conferences/developgreen/registration.cfm>

* Fax - Complete the Attendee PDF form and fax it to (703) 904-7003

* Phone - Call NAIOP at (703) 904-7100

For more information, go to: <http://www.naiop.org/conferences/developgreen/>

East Bay Breakfast Tour: The Rose Garden *NEW*

Tuesday, March 18, 2008/ 8-9:30am

Exact Location TBD-730 Camino Ramon, Danville, CA

Brad Blake

CEO

Blake Hunt Ventures

Rose Garden

Blake Hunt Ventures' development team will lead a tour of the Rose Garden, Danville's first mixed-use retail, office and residential project, which is scheduled for completion in phases throughout 2008. The presentation and tour will cover the project's 10-year evolution; the challenges of developing in a restrictive, affluent community; the unique retail merchandising mix strategy; and costs and rents.

Participants are advised to wear closed-toe, flat-soled shoes.

Costs

\$40 Members / \$70 Non-Members

\$20 Public Members / \$50 Public Non-Members

\$30 YLG Members / \$60 YLG Non-Members

\$10 Student Members / \$20 Student Non-Members

Sponsors get 1 - 6 free tickets based on level of support. See sponsor benefits:

<http://www.ulisf.org/Content/10068/preview.html>

The last day to pre-register online is March 14, 2008

*** Please contact Ryan Bermudez (ryan_bermudez@mba.berkeley.edu) to check for free ticket availability.*

Register Now: <http://www.uli.org/register/index.cfm?id=3330>

Other Announcements:

Jeff Johnson, former CIO of Equity Office Properties - Presentation

Monday, March 3, 2008 / 4-6:00 pm

Location: C135

Jeff Johnson, current Principal and Co-Founder of Lakeshore Holdings and former Chief Investment Officer and Chairman of the Investment Committee for Equity Office Properties Trust, will come speak on Monday March 3rd from 4:00 – 6:00 pm. Mr. Johnson will speak about the Blackstone/EOP transaction as an example of applied finance/investments in real estate, the aftermath of the EOP deal, opportunities in today's environment, and his current work with Lakeshore Holdings.

To attend the presentation, sign up in CareerNet under workshops. Jeff Johnson's bio is attached.

Recent Real Estate Reports – Helpful for Interview Prep

Report Titles:

- "2008 Real Estate Capital Markets Industry Outlook"
- "Real Estate Private Equity Funds: Five Keys to Success"

- "Closing the Talent Gap in the Real Estate Industry"

To access these reports, go to:

http://www.deloitte.com/dtt/section_node/0%2C1042%2Csid%25253D2232%2C00.htm

* Sourced by Abtin Jalali

Tutor Request

If anyone is interested in helping a Cal alumna learn how to use the HP-12C for real estate math and earning some extra \$ in the process, please see below for details:

I am currently taking a commercial real estate appraisal class at another school. I am having trouble with some of the real estate mathematics around the time-value of money (i.e. net present value, internal rate of return, etc.). We are using the HP 12C calculator. So how does this involve you? I'll explain. I am looking for a tutor for real estate math and I am willing to pay for those services. The person in the dept. with whom I spoke thought you might know a student, perhaps in the RE club, who might be interested in making some extra cash.

If you are interested in this opportunity, please contact Sheryl Joy directly at sherylj@sonic.net or (510) 428-1361.

BREC Website Link: <http://www.berkeleyrealestateclub.org>

The Berkeley Real Estate Club Newsletter is a news service provided by the Berkeley Real Estate Club. Please direct all questions, comments, and future news items to Catherine Cho, Vice President of Communications at catherine_cho@mba.berkeley.edu.