



Tuesday, April 22, 2008

**Announcements**

- [Upcoming BREC Organized Events:](#)
  - [Apr 30 – Walking Tour of San Francisco](#)
  - [TBD - Look out for BREC Celebration Drinks](#)
  
- [Upcoming Industry Organized Events:](#)  
*For free tickets on select events, please contact Ryan Bermudez ([ryan\\_bermudez@mba.berkeley.edu](mailto:ryan_bermudez@mba.berkeley.edu)) and provide your mailing address and phone number.*
  - [Apr 23 – Staying Alive: Learning From Past Downturns](#)
  - [Apr 29 – What's Next for CMBS? Capital Markets Update](#) \*NEW\*
  - [May 5 – SAVE THE DATE: 19<sup>th</sup> Annual NAIOP Real Estate Challenge Final Presentation](#)
  - [May 22 - SAVE THE DATE: Learn From the Best](#)
  - [May 28 - What Happens to Entitled Projects Due to Expire?](#) \*NEW\*
  - [Jun 12 - Green Series Program: Land Use and Climate Change](#) \*NEW\*
  
- [Other Announcements:](#)
  - [May 6 - 13th Annual Fisher Center Real Estate Conference – Volunteers Needed](#)
  - [ULI Graduate Student Fellowship](#) \*NEW\*
  - [PREA Scholarship Opportunity](#) \*NEW\*
  - [ICSC Scholarship Opportunity](#)

**Upcoming BREC Organized Events:****Walking Tour of San Francisco**

Wednesday, Apr 30, 2008 / 10:00 AM – 12:00 PM  
 255 California Street, Suite 200 (Tour Start)

We are very lucky to have Bill Cumberlich of the CAC Group as our tour guide. The tour will start at the offices of the CAC Group, at 255 California Street, Suite 200, where there will be an orientation and aerial overview of the buildings on the tour. Plan to arrive ten minutes before 10:00am. The tour will end at noon followed by an optional lunch with Bill. Please sign up in CareerNet under workshops if you would like to attend.

**Rebuilding Together – April Rebuilding Day Volunteer Event**

Saturday, April 26, 2008  
 Oakland, CA (specific site, TBD)

*April Rebuilding Day:*

Join BREC and Berkeley Real Estate Alumni Association (BREAA) in volunteering for Rebuilding Together's Rebuilding Day, which involves renovating homes and community centers throughout Oakland. Each year, thousands of volunteers come together to help restore the homes of their low-income neighbors. These homes and community facilities have fallen into disrepair.

This will be a great opportunity to give back to the community and connect with real estate professionals within the BREAA network. If you are interested in participating, please complete the attached form and e-mail it to Jesse Nelson at [jesse\\_nelson@haas.berkeley.edu](mailto:jesse_nelson@haas.berkeley.edu). Jesse will coordinate volunteers from our group. Partners, family and friends of our group are also welcome.

### Look out for BREC Celebration Drinks

Coming soon: Farewell to the Class of 2008 and Cheers to a Great Summer celebration! Details TBD.

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## Upcoming Industry Organized Events:

### Staying Alive: Learning from Past Downturns

Wed Apr 23, 2008 / 4-5:30pm  
Hyatt Regency San Francisco, 5 Embarcadero Center

Please join an esteemed panel of senior developers who have been in the industry for at least 30 years and hear their stories on how they battled the downturns of the 70s, 80s and 90s and what they did to survive. Join us for a cocktail reception immediately following.

#### Speakers include:

Tom Hart, Executive Vice President, Shorenstein Company  
Hal Ellis, Managing Principal, Ellis Partners  
Peter Bedford, CEO, Bedford Investments  
Will Thompson, Principal, Thompson Dorfman

#### Costs

ULI Member/ Non-Member  
Private \$55/ \$85  
Public \$35 / \$65  
YLG \$40 / \$70  
Student \$15 / \$30

*\*\* Please contact Ryan Bermudez ([ryan\\_bermudez@mba.berkeley.edu](mailto:ryan_bermudez@mba.berkeley.edu)) to check for free ticket availability and provide your mailing address and phone number.*

**Registration:** <http://www.ulisf.org/cal.php?event=1&oid=1000000678&ogid=9996&event=1>

### What's Next for CMBS? Capital Markets Update **\*NEW\***

Tues Apr 29, 2008 / 11:45 a.m. - 1:00 p.m.  
Port Commission Hearing Room, 2<sup>nd</sup> floor, Ferry Building, San Francisco.

**Speaker:** Clay Sublett

The CMBS industry continues to be in gridlock but for how long? Who is lending money these days? How does the global CMBS market compare to last year? What is the long-term impact of this market correction?

Join us at the Real Estate Insider (REI) lunch event to hear more about what deals are getting done and how in these uncertain times. The event features Clay Sublett, director of CMBS from KeyBank Real Estate Capital.

Attendance is limited to first come, first served members-only registrations and space is limited. Clay's REI event last year sold out quickly. Members, go to member login tab on NAIOP's website (<http://www.naiopsfba.org/>) to register.

## **SAVE THE DATE: 19th Annual NAIOP Real Estate Challenge Final Presentation**

Monday, May 5<sup>th</sup>, 2008  
Four Seasons Hotel, San Francisco

**Matt Bernstein** (FTMBA 09), **Trey Clark** (FTMBA 09), **Erin O'Mahoney Cubbison** (MA Architecture/Landscape Architecture 08), **Steve Park** (EWMBA 09) and **Jean Yoon** (FTMBA 09) are representing the UC Berkeley team for the NAIOP Golden Shovel Challenge. This annual challenge between Cal and Stanford brings together students to create a development proposal that will bring home the coveted Golden Shovel. This year's project is the Pier 90-94 Backlands development site, a 44 acre site located within the Port of San Francisco's 278 acre Pier 80-96 Maritime complex.

Please save the date to support our classmates! You must be a NAIOP member to attend the event. If you have any questions about membership, please contact Abtin Jalali ([abtin\\_jalali@mba.berkeley.edu](mailto:abtin_jalali@mba.berkeley.edu)).

## **SAVE THE DATE: Learn From the Best**

Thursday, May 22, 2008  
The Westin San Francisco Market Street: 50 Third Street, San Francisco

The Learn from the Best (LFTB) Guest Mentor series has been one of the most successful programs in the San Francisco district since it was launched in Fall 2005. LFTB was created by the San Francisco Young Leaders Group (YLG) and is now being implemented by YLG chapters across the country. The premise is simple: take 200 Young Leaders and 20 senior regional real estate veterans, pair them into groups of 10, and let them chat for 20 - 25 minutes about informal topics such as tips on success, the state of the industry, trends, etc. Young leaders rotate tables a total of three times, allowing for a broad mix of insights. The result is a mutually rewarding experience, but one which allows the next generation to learn from the pros. Past participants include senior executives from RREEF, Spieker Properties, AMB, MacFarlane Partners, Millenium Partners, as well as major municipal agencies throughout the Bay Area. See a list of [past mentors](#).

## **What Happens to Entitled Projects Due to Expire? \*NEW\***

Wed, May 28th, 2008 / 4:00 pm-5:30 pm (4:00-5:30 program, 5:30-6:30 reception)  
The Washington Inn: 495 10th Street, Oakland

With the market slowdown and the challenges of building in Oakland, many approved residential and commercial development projects have been approved -- but their entitlements are expiring. How many projects are in this predicament? What should developers and investors do? What are the City's plans with such projects? Please join us for a lively discussion with public and private sector leaders regarding expiring entitlements in Oakland, followed by a networking reception.

Moderator: John Protopappas, CEO, Madison Park REIT

### **Panelists:**

Gary Patton, Deputy Director, City of Oakland Planning Department  
Daniel Cushing, Senior Vice President, Brandywine Realty Trust  
Jim Ellis, Principal, Ellis Parnters  
Michael Ghielmetti, President, Signature Properties

**Registration Fees** (Member/ Non-Member)

Private \$55 / \$95

Public Sector/Nonprofit \$35 / \$65

Young Leader (under 35) \$40 / \$75

Student (full-time) \$15 / \$30

*\*\* Please contact Ryan Bermudez ([ryan\\_bermudez@mba.berkeley.edu](mailto:ryan_bermudez@mba.berkeley.edu)) to check for free ticket availability and provide your mailing address and phone number.*

Register here: <http://www.ulisf.org/cal.php?event=1&oid=1000000693&ogid=9996&event=1>

## **Green Series Program: Land Use and Climate Change \*NEW\***

Thu, Jun 12th, 2008 / 4:00 pm-5:30 pm

Hotel Nikko, 222 Mason Street, San Francisco

A growing body of research is proving a direct link between land use and climate change, including ULI's recently released "Growing Cooler" report. Ed McMahon, ULI Senior Resident Fellow on Sustainable Development will share his research and the latest evidence linking development patterns and green house gas emissions. To discuss the implications of this research for California will be Michael Zischke of Cox, Castle & Nicholson, who represented San Bernardino County in the lawsuit by Attorney General Jerry Brown against a master planned community. Alex Quinn of EDAW will discuss the design and planning implications and Therese McMillan, Deputy Executive Director for Policy at the Metropolitan Transportation Commission, will discuss how climate change is informing regional transportation investments. This program will also analyze the longer term impact of current real estate investment trends, with particular attention paid to the role of climate change.

### **Moderator:**

Jay Paxton, Managing Director, Ellman Burke Hoffman & Johnson

### **Panelists:**

Ed McMahon, Senior Resident Fellow for Sustainable Development, ULI

Therese McMillan, Deputy Executive Director for Policy, Metropolitan Transportation Commission

Alex Quinn, Senior Planner, EDAW

Michael Zischke, Partner, Cox, Castle & Nicholson

Registration includes free copy of "Growing Cooler" report.

### **Registration Fees:** (Member/ Non-Member)

Private: \$55/ \$95

Public Sector/Nonprofit: \$35/ \$65

Young Leader (under 35): \$40/ \$75

Student (full-time): \$15/ \$30

*\*\* Please contact Ryan Bermudez ([ryan\\_bermudez@mba.berkeley.edu](mailto:ryan_bermudez@mba.berkeley.edu)) to check for free ticket availability and provide your mailing address and phone number.*

Register online: <http://www.ulisf.org/cal.php?event=1&oid=1000000691&ogid=9996&event=1>

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## **Other Announcements:**

### **13th Annual Fisher Center Real Estate Conference**

Tuesday, May 6, 2008 / 8:00 am - 5:00 pm

The St. Francis Hotel (at Union Square) in San Francisco

The Fisher Center is pleased to offer our real estate students (members of BREC and UREC) the opportunity to attend our upcoming conference free of charge in exchange for helping us out on the day of

the event. Volunteers will not miss any of the program and no assistance is needed before the conference.

Volunteers are needed for the following:

- VOLUNTEER LIAISON & CHECK-IN: Coordinate duties of other volunteers - must arrive at the hotel by 7 am
- DOOR MONITORS: Stationed at ballroom doors to check that attendees have nametags to enter - must be in place by 7:30 am
- GREETERS: Stationed along the hallway and near the Registration Area to help direct incoming attendees and distribute continuing education forms before the conference - must arrive by 7:30 am
- SPEAKER & A/V LIAISON: Stay in the ballroom near the doors to assist speakers and coordinate with the A/V technician as needed - arrive by 7:30.
- QUESTION RUNNERS: Roam the aisles during the presentations to collect question forms from the audience and give to the session moderator. You can request a particular session (morning or afternoon) but will be assigned in the priority responses are received and as needed.

THE PERKS:

The tasks are easy and you won't miss any of the terrific program. Plus, you'll be able to enjoy complimentary continental breakfast, snacks, and (if you're there all day) lunch, as well. This an excellent day for networking!

THE OBLIGATIONS:

Before the conference, all volunteers must familiarize themselves with the question runner tasks and any other volunteer duties requested and assigned. (*Detailed instructions for tasks are attached.*) Upon arrival at the conference, check in with the student liaison coordinating volunteers.

TO VOLUNTEER:

Please sign up by e-mailing Thomas Randle ([randle@haas.berkeley.edu](mailto:randle@haas.berkeley.edu)) from your Haas/Berkeley e-mail account. (If you do not have a Haas e-mail account, you'll need to let me know how you are affiliated with the real estate program at Berkeley.)

FURTHER INFORMATION:

The Agenda and conference information is listed in our website: [www.haas.berkeley.edu/realestate](http://www.haas.berkeley.edu/realestate). Business casual attire is suggested.

If you need any additional information, please give Thomas Randle a call at (510) 643-6107.

## **ULI Graduate Student Fellowship \*NEW\***

The Graduate Student Fellowship Program provides the highest level exposure to the ULI experience for exemplary graduate students of real estate and design programs, while seeding ULI with tomorrow's industry leaders. Through this program, students will be provided with a passport to participate in ULI events and educational activities at a very formative point in their careers.

One student pursuing an MBA with a Certificate in Real Estate from the Haas School of Business and one student pursuing a Masters Degree from the College of Environmental Design (CED) will be selected each year for a two-year appointment, starting in the second year of study, by the Graduate Student Fellowship Selection Committee.

Please see the attached document for further details on the opportunity. Please contact Debra Underwood ([underwood@haas.berkeley.edu](mailto:underwood@haas.berkeley.edu)) if you have any questions about the Fellowship or if you would like to speak with previous Fellows before applying.

## **PREA Scholarship Program \*NEW\***

*Pension Real Estate Association (PREA) Scholarship Program for real estate students, both graduate and undergraduate, for the 2008-09 academic year.*

The competitive program awards scholarships ranging from \$500 to \$5,000. Details about the scholarship program, including application materials, are available at the following link:

[www.sms.scholarshipamerica.org/prea](http://www.sms.scholarshipamerica.org/prea). The application deadline is **May 10th, 2008**.

The Pension Real Estate Association awards scholarships on an annual basis to promising students studying real estate at the undergraduate and graduate levels. These scholarships are awarded through our own scholarship program and financial need will be considered in determining the amount of each award. Potential recipients who demonstrate no need will be eligible to receive the minimum award. PREA also partners with the Robert A. Toigo Foundation to grant a PREA/Toigo scholarship which is awarded to minority and women students

PREA was founded in 1979 with a mission to serve its members through the sponsorship of objective forums for education, research initiatives, membership interaction, and the exchange of information. In keeping with this mission, PREA established a scholarship program in 1994 to promote the understanding of institutional investment in real estate.

### **ICSC Graduate Student Scholarship**

Two \$10,000 USD scholarships are available to full time graduate students, who are also [ICSC members](#) and indicate a preference for a career in retail real estate. The recipients of these scholarships will be known as ICSC Foundation Student Scholars. The scholarship award check will be made out jointly to the student and to the university the ICSC Foundation Student Scholar indicates s/he will be attending full-time during the next academic year to be maintained on account. The funds will be applied to tuition, then books and then real estate/retail curriculum-related expenses in accordance with university policies. All applications are confidential and will be reviewed by the ICSC Foundation Scholarship Committee and ICSC staff only. Up to two (2) scholarship awards will be announced May 2008 at RECon, The Global Real Estate Convention in Las Vegas, NV.

[Click here](#) to complete the online application for the scholarship. Deadline is April 30<sup>th</sup>.

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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](mailto:catherine_cho@mba.berkeley.edu).