



Tuesday, May 6, 2008

Announcements

- [Upcoming BREC Organized Events:](#)
 - [May 9 - BREC Second Year Send-Off](#)
- [Upcoming Industry Organized Events:](#)
For free tickets on select events, please contact Ryan Bermudez (ryan_bermudez@mba.berkeley.edu) and provide your mailing address and phone number.
 - [May 20 - East Bay Brownbag: Forming and Managing Commercial TICs](#) *NEW*
 - [May 20 - Infrastructure Program 2008](#) *NEW*
 - [May 21 - SF Breakfast Tour: SOMA Grand](#) *NEW*
 - [May 22 - YLG Learn From the Best](#)
 - [May 28 - What Happens to Entitled Projects Due to Expire?](#)
 - [May 29 - South Bay Brownbag: Developing Spec Office Projects in Silicon Valley](#) *NEW*
 - [Jun 12 - Green Series Program: Land Use and Climate Change](#)
- [Other Announcements:](#)
 - [May 8 - Green Developer Speaker Series: Integrated Design Associates \(IDeAs\)](#) *NEW*
 - [ULI Graduate Student Fellowship](#)
 - [PREA Scholarship Opportunity](#)

Upcoming BREC Organized Events:

BREC Second Year Send-Off / Farewell

Friday, May 9th, 2008
Location TBD

Join us to say congratulations, farewell and thank you to our wonderful BREC members and second-year class, and celebrate the start of the summer. Please confirm your attendance by emailing Suneetha (suneetha_venigalla@mba.berkeley.edu).

Upcoming Industry Organized Events:

East Bay Brownbag: Forming and Managing Commercial TICs *NEW*

Tuesday May 20th, 2008 / 12-1:15pm
Wendel, Rosen, Black & Dean, 1111 Broadway, 24th floor, Oakland

Zack Wasserman Partner Wendel, Rosen, Black, & Dean

Please join us for a lunchtime presentation on the basics of forming and managing commercial tenancies in common (TICs). Zack Wasserman, a partner in Wendel Rosen's Real Estate Group, will discuss issues to consider when forming, investing in, and managing commercial TICs. In addition, Mr. Wasserman will discuss the types of projects or portfolios that might lend themselves to using the commercial TIC concept as an investment vehicle or a management strategy.

Mr. Wasserman works with private businesses and public agencies to negotiate and draft complex real estate and financial structures. He represents clients before a variety of administrative bodies to enable clients to complete some of the region's most intriguing projects. These projects have included the Fillmore Heritage project in San Francisco and the creative vertical subdivision of the Oakland YWCA. In addition, Zack serves as general counsel to local county transportation agencies, as well as to several non-profit corporations and foundations engaged in supporting businesses, technology transfer and scientific development.

Free, for ULI Members only

Register [online here](#).

Infrastructure Program 2008 *NEW*

Tuesday, May 20, 2008/ 4-5:30pm, reception following
Hotel Nikko, 222 Mason Street, San Francisco

Infrastructure 2008: A Competitive Advantage is ULI's report on the importance of infrastructure to a city or a country's economic competitiveness. Globally, the report looks at Western Europe, Asia, and North America with special attention paid to fast growing urban regions in China and United Arab Emirates. Domestically, ULI commissioned research on 23 metropolitan areas - including the San Francisco Bay Area - to determine whether their long range plans are capable of accommodating the large population increases expected over the next 30 years. The report examines funding of infrastructure - a topic of increasing importance as the United States heads towards the next iteration of the Highway Trust Fund.

Presenting the report will be Senior Resident Fellow and ULI/Klingbeil Family Chair for Urban Development Tom Murphy, who has extensive experience in urban revitalization as three-term Mayor of Pittsburg, Pennsylvania and eight-term member of the Pennsylvania State Assembly. For the regional transportation infrastructure priorities perspective, we will hear from Alix Bockelman, Director of Programming and Allocations at the Bay Area's Metropolitan Transportation Commission. Daniel Leavitt, Deputy Director of the California High Speed Rail Authority will brief us on their latest plans, including a bond issue on the November ballot. From the local development and perspective, Jon Knorp of Wilson, Meany, Sullivan will comment on how these infrastructure investments shape private real estate business decisions.

Free copy of Infrastructure 2008: A Competitive Advantage is included.

Moderator: **Kate White**, Executive Director, ULI San Francisco

Keynote: **Tom Murphy**, ULI/Klingbeil Family Chair for Urban Development

Panelists:

Alix Bockelman, Director of Programming and Allocations at the Metropolitan Transportation Commission

Daniel Leavitt, Deputy Director, California High Speed Rail Authority

Jon Knorp, Principal, Wilson Meany Sullivan

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) to check for free ticket availability and provide your mailing address and phone number.*

Register [online here](#).

SF Breakfast Tour: SOMA Grand ***NEW***

Wednesday, May 21st, 2008 / 8-9:30am

SOMA Grand, 1160 Mission Street, 5th Floor Park Level Community Room, San Francisco

Breakfast Tour Program Series

Alexis Wong

President & CEO

AGI Capital

Michael Covarrubias

Chairman & CEO

TMG Partners

Paul Zeger

Principal, President, CEO

Pacific Marketing Associates

Please join us for a tour of the new residential high rise Soma Grand, a place making project located in next to the award-winning new Federal Building. As San Francisco's first service-oriented building featuring the style, service and quality of a boutique hotel, Soma Grand is a landmark residential project. Services are managed by one of the premier boutique hoteliers in the country - Joie de Vivre Hospitality. Located just a short stroll to new restaurants and bars, theatre, opera, and farmer's market, Soma Grand embodies the diversity and value sure to define this rapidly-developing neighborhood.

The project includes 246 residential condo units (217 market rate; 29 affordable) with a 5,000+ square foot park level, a garage with valet, a host of services including twice-a-month housekeeping and on-site amenities including a top of the line fitness facility, community room with chef kitchen and more. The ground-floor retail space will be occupied by Charles Phan of the acclaimed Slanted Door for a new restaurant/lounge. The project is a joint venture between AGI Capital Group, TMG Partners, and Farallon Capital Management.

Participants will enjoy a behind-the-scenes tour of the condominiums while joining members of the development team in a candid conversation about this remarkable project. Developers Alexis Wong and Michael Covarrubias along with Sales and Marketing Consultant Paul Zeger will be on hand to answer questions and discuss Soma Grand's impact on the arrival of San Francisco's Midtown District.

Costs

\$45 Members / \$85 Non-Members

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

\$30 YLG Members / \$65 YLG Non-Members

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

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Register [online here](#).

YLG Learn From the Best

Thursday, May 22, 2008 / 6:00-8:00 PM

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](#).

To register online, [click here](#).

Pre-registration deadline: May 20, 2008

What Happens to Entitled Projects Due to Expire?

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 Partners

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) 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>

South Bay Brownbag: Developing Spec Office Projects in Silicon Valley ***NEW***

Thursday, May 29, 2008 /12-1:15pm

Riverpark Tower: 333 West San Carlos Street, Suite 925 San Jose

The ULI South Bay Committee and the Young Leaders Group Present: Developing Spec Office Projects in Silicon Valley

Steve Dunn

Managing Partner

Legacy Partners Commercial

Legacy Partners Commercial, one of the country's largest privately held real estate companies operating throughout the Western United States, has acquired, developed, or managed 126 million square feet of commercial real estate. Currently, the firm has over 1.6 million square feet of spec office space either under construction or in the development pipeline in San Jose. These include America Center (900,000 SF at Great America Parkway and Highway 237), Legacy on 101 (400,000 SF under construction fronting

highways 101 and 87), and Riverpark Tower II (approx. 316,000 SF under construction in downtown San Jose).

Steve Dunn is the Managing Partner for Acquisitions and Development for Legacy Partners Commercial for the San Francisco Bay Area. Steve will discuss topics such as conditions in the Silicon Valley office market, the viability of spec office development in the area today, and what has changed in regards to obtaining project financing since last year. Case studies will include Riverpark Tower II and the presentation will be followed by a tour of the property.

Free, for ULI Members only

Green Series Program: Land Use and Climate Change

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) 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>

Other Announcements:

Green Developer Speaker Series: Integrated Design Associates (IDeAs) *NEW*

Thursday, May 8, 2008, 6:00 pm - 8:00 pm
Pacific Energy Center: 851 Howard Street, San Francisco, CA

Developing the First Net Zero Energy, Zero Carbon Office Building

In a time of escalating energy prices and increasing climate change regulation, wouldn't it be great if you could move your business into a net zero energy, zero carbon emissions building? Come learn from the founder of one firm that has done just that. We are thrilled to host David Kaneda, founder of Integrated Design Associates, who will be discussing how they conceived and built the Z2 Design Facility at 1084 Foxworthy Avenue in San Jose, CA. In addition to highlighting the building's features, David will relay his experience developing a net zero energy, zero carbon building and what he learned from the process.

David is a professional engineer, a registered architect, a LEED® Accredited Professional the founder of Integrated Design Associates. He has over 18 years of experience in the design and coordination of electrical systems for buildings in a broad range of projects including educational facilities, civic projects, and commercial offices. His specialties include architectural lighting design and sustainable design.

Registration: <http://www.eventbrite.com/event/114752227/emailinvite>

The Green Developer Speaker Series is a monthly lecture series in which experienced professionals discuss the nitty-gritty of taking green building from concept to reality. The series is hosted by Presidio School of Management and Haas School of Business.

ULI Graduate Student Fellowship

Application Deadline (Extended): May 21st, 12:00 PM

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) if you have any questions about the Fellowship or if you would like to speak with previous Fellows before applying.

PREA Scholarship Program

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. *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.

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.