



Monday, November 17, 2008

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 - [Society of Industrial and Office Realtors \(SIOR\) Scholarship](#)
 - [Green Developer Speaker Series](#) *NEW*

Upcoming BREC Organized Events:

Real Estate Speaker Series

Mondays, 4-6 PM
C220

Please see below for the scheduled list of guest speakers and topics.

Date	Topic	Guest Speakers	Company
11/17/08	REITs – Multifamily	Connie Moore	BRE
11/24/08		<i>No Class – Thanksgiving</i>	
12/1/08	Sustainable Development	Will Fleissig	Urban Villages
12/8/08	Real estate and vineyards	Dick Wollack (Co-CEO)	Premier Pacific Vineyards

BREC Officer Elections – Call for Platforms! *NEW*

Are you interested in shaping the future of the Berkeley Real Estate Club? Are you interested in gaining additional visibility among real estate professionals? Interested in strengthening relationships with Berkeley Real Estate Alumni and spearheading new real estate programs at Haas? How about landing a top internship or full-time job in the real estate industry?

If your answers to these questions are yes, then a leadership role in BREC is for you. As Co-Presidents, Ryan and I have gained a tremendous amount through our involvement with BREC. We encourage you to reach out to us and to other members of the leadership team (listed below) to inquire about our experiences.

As evidenced by the success of ACRE, on and off campus recruiting opportunities, and the enthusiasm of the incoming class - the real estate program's momentum is poised to continue. It is our hope that many of you are excited to take on leadership roles within the club.

Because BREC is officially under the MBAA umbrella, leadership positions are only open to MBA students. However, we do have liaison positions from other graduate departments that have been a key factor in BREC's goal to create a unified club across UC Berkeley real estate students.

Platforms:

In your platform, briefly (less than one page) address the following:

- Which role(s) are you interested in? BREC Co-President, BREC VP, or both?
- For non-MBA's – are you interested in serving as a BREC liaison?
- What programs/positions are you most interested in? (Opportunities Forum, Firm Night, Membership & Finance, Alumni, Corporate Sponsorship, Careers, Website, Education, Golf Tournament ... a new program?)
- What is your motivation for wanting to be part of the BREC leadership team?
- What other roles outside of BREC do you intend to take on that will require a significant time commitment?
- What ideas do you have for improving BREC?

Deadlines / Process:

- *Co-President Position: 5PM on Wednesday, November 19th*
 - o The Co-President election will occur first to allow those who were not elected as Co-President to still assume leadership positions within the club
 - o If you are considering running for the Co-President position, please submit an individual platform
- *VP-President Positions: 5PM on Wednesday, November 26th*

Please email your platform to Suneetha Venigalla (suneetha_venigalla@mba.berkeley.edu).

2008 BREC Leadership Team:

Ryan Bermudez - Co-President (ryan_bermudez@mba.berkeley.edu)
Suneetha Venigalla - Co-President (suneetha_venigalla@mba.berkeley.edu)
Eliot Bencuya - VP of Membership/Finance (eliot_bencuya@mba.berkeley.edu)
Matt Bernstein - Co-VP of Careers (matthew_bernstein@mba.berkeley.edu)
Fritz Van de Kamp - Co-VP of Careers (fritz_vandekamp@mba.berkeley.edu)
Catherine Cho - VP of Communications (catherine_cho@mba.berkeley.edu)
Tony Duynstee - VP of Education (tony_duynstee@mba.berkeley.edu)
Abtin Jalali - VP of External Relations (abtin_jalali@mba.berkeley.edu)
Jean Yoon - VP of Student Outreach (jean_yoon@mba.berkeley.edu)
Eric Ramm - EW MBA Liaison (eric_ramm@mba.berkeley.edu)
Debbie Koski - Goldman School of Public Policy Liaison (dkoski@berkeley.edu)
Richard David - Boalt School of Law Liaison (rmdavid@berkeley.edu)
Robin Ried - Dept. of City and Regional Planning Liaison (robinried@berkeley.edu)

Real Estate Electives Info Session *NEW*

Tuesday, November 18, 2008 / 12:30 – 1:30 PM
C220

Many of you are curious to hear more about the various real estate electives available throughout the UC Berkeley programs and the Real Estate Certificate. Please join us for an overview and Q&A session with classmates who have taken these courses. In addition, Professor Bill Falik will also join for a portion of the session to provide an overview and answer questions regarding his spring class, Business and Legal Issues in Real Estate Development.

Berkeley Finance Conference – Real Estate Panel *NEW*

November 21, 2008 / 8:30am – 6:30pm
Haas School of Business

The Haas School of Business Finance Club is hosting its 2nd Annual Berkeley Finance Conference where professionals, academics and students come together to discuss the recent major events in the financial markets and their lasting effects on current and future leaders. Our guests will hear from distinguished speakers who have a close view of the deleveraging in the financial industry. Guests will have an opportunity to hear the views of our distinguished panels and understand the impact of the turmoil on the different financial sectors such as Investment Banking, Private Equity, Investment Management, Corporate Finance and Real Estate. Furthermore, attendees will have an opportunity to interact and network with business leaders and other guests during our catered lunch and networking reception. We invite you to join us at the only finance conference of its kind on the West Coast.

Keynote Speaker:

- Rohit Bhagat, Chief Operating Officer, Barclays Global Investors

Featured Speaker:

- Mark Zanolli, Managing Director, J.P. Morgan

Panel Discussions:

- Investment Management
- Venture Capital
- Investment Banking
- Corporate Finance
- Private Equity
- ***Real Estate*** - *Navigating the Real Estate Cycle, Where will the new opportunities be?*
4:00 pm - 5:30 pm - Wells Fargo Room

The panel will bring together real estate professionals from diverse perspectives - Lending, Development, Private Equity and Asset Management - to discuss how the current environment fits within the generally accepted cyclical nature of the real estate industry. Panelists will contrast the current cycle with past cycles, and explain how their companies are adjusting to current conditions. Lastly, with each downturn comes an opportunity. To this end, the panelists will share their beliefs regarding the opportunities that are likely to develop.

** Panelists: David Gimpelevich Acquisitions & Finance, GLL Partners*

** John R. Williams Managing Partner, Carmel Partners*

** Laurence Pelosi Executive Director, Morgan Stanley Real Estate*

** Michael Coen - Managing Director, GE Real Estate*

Moderator: Nancy Wallace - Haas School of Business, UC Berkeley

How to Register:

Conference tickets can be purchased online at: www.berkeleyfinanceconference.org

Registration: Students: \$25

Fall Firm Night

Monday, November 24, 2008 / 6:00 – 8:30 PM

950 Mason Street, The Fairmont Hotel – Crown Room, San Francisco, CA 94108

Firm Nights are always well-attended networking events. We expect all BREC members to attend. Attached is a copy of the invitation that you can use to invite additional contacts. Please contact Matt (matthew_bernstein@mba.berkeley.edu) or Fritz (fritz_vandekamp@mba.berkeley.edu) with any questions.

UC Berkeley Fisher Center for Real Estate 31st Annual Real Estate & Economics Symposium – Volunteer Opportunity ***NEW***

Monday, November 24th, 2008

The Fairmont Hotel, 950 Mason Street, San Francisco, CA

From Thomas Randle and the Fisher Center provided below:

We are 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. 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) 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. Business attire is suggested.

Thomas will confirm all volunteers via email. In the meantime, if you need any additional information, please give Thomas a call at (510) 643-6107.

BRECFast – Save the Date *NEW*

Date: TBD (early December) / 8-9 AM
Faculty Club (Breakfast nook)

BRECFasts are a great way to catch up with BREC members and discuss current real estate trends. This time, BREC members who attended the ULI Conference in Miami will share their key takeaways from the conference. Please RSVP to Suneetha (suneetha_venigalla@mba.berkeley.edu) if you plan to attend.

ACRE Program Overview *NEW*

From Cathy Garza, ACRE Program Coordinator:

The goals of the ACRE Program are to:

- Provide students with an understanding of the unique structure and characteristics of the real estate industry, and
- Provide students with access to real estate professionals.

The PIR program brings 8 – 10 real estate professionals to the Haas School of Business between February and April to hold office hours with ACRE students. These professionals conduct half-hour informational interviews on Friday mornings usually followed by lunch nearby.

Many of you are starting to get or already have an understanding of the different segments and careers available to you in the real estate industry. If you need additional resources for this, refer to the industry descriptions on the BREC website or in the Careers in Real Estate book published by ULI, talk to your career coaches and BREC 2nd years, and/or make an appointment to talk to me.

If you are interested in participating in ACRE, and specifically in the PIR program in the Spring, you will need to complete the following steps by the end of the fall semester:

- *Focus Statement submission with associated advising discussion with me*
- *Two (2) informational interview(s) or shadow visit(s) related to your focus*
- *Possible revision of the Focus Statement based on your informational interviews*

Sample Focus Statements are included at the end of this email. Your Focus Statement should include:

- Job Function
- Product Type
- Location
- and possibly, company type, size or other 'soft' criteria that is important to you in a job

In the Focus Statement meeting we will discuss your focus, how your previous work experience and Haas activities are relevant, your resume and targets for informational interviews. Feel free to also bring suggestions for PIR participants. Your focus statement and resume will be provided in advance to the industry executives you meet with.

Generic Sample Focus Statements for Development: I am a first year MBA student at UC Berkeley pursuing a career in real estate development in the San Francisco Bay Area. Commercial development interests me because it is entrepreneurial and involves many different disciplines such as politics, finance, marketing and law. I am particularly passionate about office development because of the unique leasing, architectural, and governmental issues. My extensive background in financial analysis, due diligence and sales as a commercial lender has prepared me well to become a project manager and work successfully with all involved parties.

Generic Sample Focus Statements for Acquisitions (Finance): I am a first year MBA student at UC Berkeley pursuing a career in real estate investing in New York. In particular, the acquisitions field interests me because of the ability to work on numerous transactions across many different product types. My extensive background in M&A, financial analysis, due diligence and transaction execution has prepared me well to become an associate at a real estate private equity fund.

Upcoming Industry Organized Events:

FWA & CFA Presents: Economic and Real Estate Outlook

Monday, November 17 / 11:30 AM - 1:30 PM
Le Meridien Hotel, 333 Battery Street, San Francisco

The Financial Women's Association Of San Francisco Presents: "Economic and Real Estate Outlook"
An Industry Leadership Series Event in conjunction with - CFA Society of San Francisco

Join us to hear a presentation by the venerable local economist Ken Rosen, Chairman of Rosen Consulting Group & Rosen Real Estate Securities, as well as Chairman of the Fisher Center for Real Estate and Urban Economics and Professor Emeritus at the Haas School of Business at the University of California. Professor Rosen will address the outlook for real estate and the economy with particular emphasis on the newly elected administration.

About the Speaker

Kenneth T. Rosen is Chairman of Rosen Consulting Group - a real estate market research firm, and Chairman of Rosen Real Estate Securities - a REIT money manager with approximately \$500 million in assets under management. Rosen Real Estate Securities has the government of Singapore (GIC) as a passive minority partner. In addition, Mr. Rosen is Chairman of the Fisher Center for Real Estate and Urban Economics and Professor Emeritus at the Haas School of Business at the University of California, Berkeley. He is also serving as a special advisor on real estate for the World Economic Forum which is held in Davos, Switzerland each year.

In prior business ventures, Mr. Rosen was Chairman, Founder and Portfolio Manager of Lend Lease Rosen Securities, a \$3 billion REIT money management firm which he sold in 2004. He also co-founded Regional Data Associates (RDA) in 1976, a leading real estate forecasting firm. RDA was sold to Chase Manhattan Bank in 1982 and became part of the Chase econometric forecasting system. In 1985, he joined Salomon Brothers Inc. as a consultant/managing director and founded the firm's Real Estate Research Department, which was recognized as Wall Street's leading real estate research group.

Mr. Rosen received his Ph.D. in Economics from the Massachusetts Institute of Technology in 1974, and a B.A. with highest honors from the University of Connecticut in 1970. He was a Professor of Economics at Princeton University from 1975 – 1979. In addition, he was a Professor at the Haas School of Business at the University of California, Berkeley from 1979 - 2004. He has been a trustee of the Urban Land Institute, and is currently a member of the board of directors of several private corporations that are involved with real estate finance and development. He has authored over 100 articles and four books on real estate and real estate finance.

Cost: Fees: Members - \$40; Guests / Non-members - \$65
See the following link to register. <http://www.fwasf.org/event20081117.asp>

East Bay Brownbag: Green Leasing

Tue, Nov 18th, 2008 / 12:00 pm-1:30 pm
Wendel, Rosen, Black & Dean LLP: 1111 Broadway, 19th Floor, Oakland, CA
(12th Street BART station)

Brownbag lunches provide an opportunity for an informal interchange in an intimate setting with a local real estate leader who will discuss hands-on real estate issues, for ULI members only. There is no cost and attendees provide their own lunches.

Please join Donald Simon and Aleka Skouras Eisentraut for a discussion of green leasing in the real world. Landlords, tenants and brokers will walk away with a clearer understanding of the potential applications and strategies, related LEED certification issues, and general state and local policies and mandates impacting green leasing. For those who want to better understand the marketing potential of green leases (even in a down economy), sample business issues, pitfalls and benefits of green leasing to both landlords and tenants, this is a must-see presentation.

About the Speakers

Donald Simon, a partner in the Green Business practice at Wendel Rosen, is a co-founder and general counsel for the U.S. Green Building Counsel – Northern California Chapter, President of Build It Green, co-host and director of West Coast Green, and 2008 recipient of the USGBC-Northern California Chapter David Gottfried special achievement award. Donald frequently speaks and writes on green building, green leasing and sustainability issues, and recently prepared and presented a white paper to the California Air Resources Board proposing a structure to include green building/energy efficiency credits in the cap and trade market in connection with the State's implementation of AB 32.

Aleka Skouras Eisentraut is an attorney at Wendel Rosen whose practice focuses on real estate transactions, including green building and green leasing, and climate change. She is a frequent lecturer on green leasing and climate change issues, serves on the local advisory committee of the USGBC – Northern California Chapter, and is a director of Urban Releaf, an urban forestry non-profit located in Oakland, CA.

Free, for ULI Members

South Bay Program: Silicon Valley Spec Office *NEW*

Friday, November 21, 2008 / 11:30 am-1:00 pm
Sheraton Palo Alto, 625 El Camino Real

Moderator:

- **Drew Arvay**, Managing Partner, NAIBT

Speakers:

- **Steve Dunn**, Senior VP, Legacy Partners
- **Matt Lituchy**, Senior VP Acquisitions, Jay Paul Company
- **Mollie Ricker**, Vice President, Dostart Development Company

Please join us for an engaging discussion led by real estate authority Drew Arvay and a panel formed by some of the most prominent leaders in Silicon Valley's commercial arena. This elite panel will discuss the risks and rewards of acquiring, developing and managing Spec Office investments in today's uniquely challenging market. The audience will learn how these experts position their portfolio properties to remain competitive throughout dynamic real estate market cycles.

Cost

\$45 Members / \$85 Non-Members

\$15 Public Members / \$45 Public Non-Members

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

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

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

Deadline to pre-register is Wednesday, November 19th.

Please login to register or call Customer Service at 800/321-5011.

Emerging Trends in Real Estate 2009

Thu, Dec 4th, 2008 / 7:30 am-12:30 pm
Hotel Nikko, 222 Mason St, San Francisco

What will be the big story in 2009? One of the most sought after forums of the year will explore the local, national and global real estate outlook.

7:30 – 8:00 Breakfast and Registration

8:00 – 9:30 Emerging Trends 2009

Hear the highlights and get your special advance copy of Emerging Trends in Real Estate 2009®, a trends and forecast publication with a 30-year history, and the most highly regarded and widely-read forecast report in the real estate industry. Emerging Trends in Real Estate 2009®, undertaken jointly by ULI and PricewaterhouseCoopers, provides an outlook on U.S. investment and development trends, real estate finance and capital markets, property sectors, and metropolitan areas. The report draws on formal and informal surveys of real estate executives and market experts around the country, including survey responses from over 400 real estate executives and personal interviews with over 150 industry leaders. Findings will be presented by Jonathan Miller of Pricewaterhouse Coopers, who brings more than 25 years of communications and marketing experience in the real estate industry, including counseling many leading executives. A panel of local real estate leaders will respond to Mr. Miller's comments and provide a Bay Area perspective.

Keynote: Jonathan Miller, PricewaterhouseCoopers representative and Emerging Trends author

Residential – Condos - Kim Diamond, Senior Manager, Pulte Homes

Office - Jerry Nickelsburg, Economist, UCLA/Anderson

Retail - John McNellis, Partner, McNellis Partners

9:30 – 9:45 Break

9:45 – 11:00 Changing Business Models: Adapting to the Times – What Should Your Business Strategy Be Given the Financial Crisis?

Innovative individuals from the Bay Area's leading development and financing sectors will present on how they are adapting their business models to the turbulent times.

Moderator: Rick Dishnica, President, The Dishnica Company

Rick Holliday, President, Holliday Development

Mike Covarrubias, Chairman and CEO, TMG Partners

Rocky Fried, Managing Member, Farallon Capital Management

Tom Sullivan, Managing Partner, Wilson Meany Sullivan

11:00 – 11:15 Break

11:15 – 12:30 Break-out Session Room 1: Green Building and Your Bottom Line

From new construction to renovations, green design is becoming increasingly the standard across real estate sectors. Hear from experienced professionals the financial realities of building green.

Michael McCone, Vice President of Development, Intracorp

Jeffrey Draeger, Owner, Draeger Construction

Lynn Simon, President, Simon & Associates

Break-out Session Room 2: The New America Dream: Growing Demand for Walkable Urban Neighborhoods

Chris Leinberger, nationally renowned metropolitan land use strategist, consultant, developer, teacher and author, who will discuss the ideas presented in his book, *The Option of Urbanism - Investing in a New American Dream* (Island Press, 2008.) For 20 years, Mr. Leinberger was managing director and co-owner of RCLCo, the largest independent real estate advisory firm in the country. He is founding partner of Arcadia Land Company. Leinberger's experiences in and observations from metropolitan areas around the

country offer meaningful guidance as the Bay Area and California wrestle with issues of growth, development and transportation.

Chris Leinberger, Brookings Institute Fellow, Director of University of Michigan Graduate Real Estate Program

Registration Fees

\$90 Members / \$130 Non-Members

\$45 Public Members / \$70 Public Non-Members

\$60 YLG Members / \$95 YLG Non-Members

\$25 Student Members / \$35 Student Non-Member

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

*** Please contact Bao Vuong (bao_vuong@mba.berkeley.edu) to check for free ticket availability and provide your mailing address and phone number.*

Joint CREW and ULI SF Breakfast Tour: California Academy of Sciences *NEW*

Tuesday, December 16th, 2008 / 9:00 am-10:30 am

Meeting Location TBD, Golden Gate Park

Kang Kiang

Mark Cavagnero Associates

Todd Lukesh

Sustainability Engineer

Webcor Builders

Jean Rogers

Sustainability Consultant

ARUP

Don Young

Project Manager

California Academy of Sciences

Pritzker Prize Laureate Renzo Piano's design for the new California Academy of Sciences is at the forefront of green building design. A close collaboration between client, architects and engineers has yielded innovative strategies to help preserve the natural integrity of the Golden Gate Park, conserve water and energy, reduce pollution, maximize natural ventilation and light, and use environmentally friendly building materials. The new LEED-Platinum certified Academy houses 18 million natural history specimens and over 10,000 living specimens. The building includes aquaria, a planetarium, rain forests, research laboratories, public exhibit space, an organic cafe, and administrative offices all under a 2 ½ acre undulating green roof. Please join ULI San Francisco and CREW SF for an interactive tour of San Francisco's newest destination. Tour leaders include Don Young, the CAS Project Manager, Todd Lukesh, Sustainability Engineer for Webcor Builders, the project's general contractor, and Jean Rogers, Ph.D., Sustainability Consultant for ARUP, the multi-disciplined engineering and sustainability consultants for the project from its inception, and Kang Kiang of Mark Cavagnero Associates, who was formerly with local architect Chong Partners, now Stantec, where he was involved in the CAS project for over 7 years.

Costs

\$45 Members / \$85 Non-Members

\$15 Public Members / \$45 Public Non-Members

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

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

Sponsors get 1 - 4 free tickets based on level of support.

*** Please contact Bao Vuong (bao_vuong@mba.berkeley.edu) to check for free ticket availability and provide your mailing address and phone number.*

The last day to pre-register online is December 12, 2008.
Please [login to register](#) or call Customer Service at 800/321-5011.

ULI Workshops in San Francisco *NEW*

ULI Workshops are intensive one- and two-day programs designed to provide real estate professionals with the latest best practices in development, design, finance, marketing, and other real estate disciplines. Workshop instructors are experienced practitioners who present practical, up-to-date information through a combination of lectures and real-world case studies. These interactive programs present a unique networking opportunity and provide students with a venue to share experiences with recognized experts.

For more information or to register, please visit www.uli.org/workshops or call Customer Service at 800/321-5011.

December 1-2, 2008

[Crafting Successful Public/Private Partnerships](#)

San Francisco, California

January 12-13, 2009

[Advanced Pro forma Modeling Using Excel](#)

San Francisco, California

ULI Real Estate School:

January 5-8, 2009

[Real Estate Development Process: Part I](#)

San Francisco, California

January 12-15, 2009

[Real Estate Development Process: Part II](#)

San Francisco, California

Other Announcements:

ULI's Gerald D. Hines Student Urban Design Competition *NEW*

The ULI Gerald D. Hines Student Urban Design Competition is a graduate-level annual competition that is intended to provide an interdisciplinary learning experience for real estate and design students in the United States and Canada. Self-formed student teams are asked to provide an urban design and a financial feasibility strategy for a large-scale real life site that ULI has identified somewhere in the United States. Through the formation of multidisciplinary teams, the program encourages cooperation and teamwork among future real estate professionals and the many allied professions, such as architecture, landscape architecture, urban planning, historic preservation, engineering, real estate development, finance, psychology, law, and others.

This year's site, to be announced on January 19, 2009, will be large scale and present complex challenges, needing practicable, innovative solutions that reflect responsible land use. The solutions incorporate design, planning, market potential and feasibility, and development strategies. The submission to the competition will be presentation drawings, tables, schedules, and text.

The seventh annual ULI Gerald D. Hines Student Urban Design Competition is part of the Institute's ongoing effort to raise interest among young people in creating better communities, improving

development patterns, and increasing awareness of the need for multidisciplinary solutions to development and design challenges. This competition is an ideas competition; there is no guarantee or expectation that any of the submitted schemes will be applied to the site. The winning team receives \$50,000 and the finalist teams \$10,000 each.

** If you are interested in getting in touch with teams from the Department of City and Regional Planning, please email Robin (robinried@berkeley.edu) **

Competition Schedule and Stages

The competition will be conducted in three stages.

Stage 1: The Application stage

Students put together their teams following criteria outlined elsewhere on this Web site and submit an application to verify their eligibility. The application form on this Web site is sent to ULI with the names and qualifications of all team members. ULI reserves the right to disqualify teams or to limit the number allowed to participate in the competition (in accordance with the provisions described in the next section).

Applications must be submitted by 5:00 p.m. E.S.T. Friday, December 5, 2008. All teams will be notified by E-mail no later than Friday, December 12, 2008, as to their eligibility to participate.

Stage 2: The Competition stage

In this stage, each team develops a response to the urban design problem posed. Instructions for on-line access to the project briefing materials will be emailed to all team leaders on Monday, January 19, 2009. The briefing materials will include a comprehensive problem statement, background information on the site, market information, any relevant existing design proposals, maps, etc. Teams will also be given a specific list of required presentation materials. All schemes being submitted to ULI must be postmarked by 5 p.m. E.S.T. on Monday, February 2, 2009. The jury will meet in mid-February to choose four finalist teams and any number of honorable mentions. The finalists will be announced the week of February 23, 2009.

Stage 3: The Finalist Presentation

This final stage involves the four finalist teams. From Friday, February 27, to Wednesday, April 1, 2009, student finalist teams will have the opportunity to expand their original schemes and respond in more detail to the problem posed by the competition. On or around March 6, 2009, one member of each team will be brought to the city where the site is located, with expenses paid, and will have the opportunity to tour the site and meet with select individuals in order to revise and enhance their presentations. On Wednesday, April 1, 2009, the entire team, at ULI's expense, will return to the site city, and on Thursday, April 2, 2009, present its program to the jury as well as to invited guests, other students, and appropriate participants. That day will culminate in the announcement of the winner during an evening event.

Please see the following website for more information: <http://udcompetition.uli.org/>

Society of Industrial and Office Realtors (SIOR) Scholarship

Scholarship Value: \$2,000

Application Deadline: Thursday, November 20, 2008

The SOCIETY OF INDUSTRIAL AND OFFICE REALTORS is the leading professional commercial and industrial real estate association. With more than 3,200 members in more than 590 cities in 23 countries, SIOR represents today's most knowledgeable, experienced, and successful commercial real estate brokerage specialists.

SIOR has certified more than 2,800 of its members with the prestigious SIOR designation, a professional symbol of the highest level of knowledge, production, and ethics in the real estate industry. Real estate professionals who have earned the SIOR designation are recognized by corporate real estate executives, commercial real estate brokers, agents, lenders, and other real estate professionals as the most capable

and experienced brokerage practitioners in any market. SIOR designees can hold the following specialty designations: industrial, office, sales manager, executive manager, or advisory service.

SIOR also includes associate members who include corporate executives, developers, educators, and other involved in the commercial real estate industry.

*The scholarship is to be awarded to the student at the Annual SIOR Christmas Luncheon in San Francisco on Thursday, December 11, 2008.

Society of Industrial and Office Realtors: <http://www.sior.com/index.asp>

Please complete the attached application form and copy of transcripts to Thomas Randle at the address below by **Thursday, November 20, 2008**

Thomas Randle
Scholarship Administrator
Fisher Center for Real Estate & Urban Economics
University of California, Berkeley
Haas School of Business, F602, #6105
Berkeley, CA 94720

Green Developer Speaker Series: California Academy of Sciences *NEW*

Thursday, December 2, 2008, 6:00 pm - 8:00 pm
Pacific Energy Center: 851 Howard Street, San Francisco, CA

This speaker series will focus on the California Academy of Sciences, which is expected to be the world's largest and most visited LEED certified building. Representatives from the Academy, Webcor, ARUP, and other important organizations that were involved in the origination, design, planning, construction, and operation of the building will be in attendance.

Registration: If you are interested in joining the mailing list for the Green Development Speaker Series, email ari_frankel@mba.berkeley.edu and then look for the email invitation. An RSVP is free, but required as there is limited seating.

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.

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.