



Berkeley  
Real Estate Club

# Newsletter

*1<sup>st</sup> Half of September 2009 – Back-to-School-Edition*

## Table of Contents

- [General Announcements](#)
    - [BREC Membership Dues](#)
    - [ACRE \(Accelerating Careers in Real Estate\) and Cathy Garza](#)
    - [Real Estate Speaker Series](#)
    - [UT Austin Real Estate Challenge Applications](#)
  - [Upcoming BREC Organized Events](#)
    - [Real Estate Opportunities Forum](#)
    - [BREC kick-off meeting](#)
    - [Buchanan Street Partners Challenge for Children](#)
    - [EW+MBA “Ice Cream” Social](#)
    - [Real Estate Competition Panel](#)
    - [BBQ Dinner and Drinks](#)
    - [Real Estate Career Panel](#)
    - [ULI & NAIOP Joint Event: How to Maximize Your Membership](#)
  - [ACRE News and the Career Corner](#)
    - [San Francisco Business Times – Special Offer!](#)
    - [2<sup>nd</sup> Year Students: Internship Download with Cathy Garza](#)
    - [Disclaimer](#)
  - [Upcoming Industry Organized Events](#)
    - [Industry Event Disclaimer](#)
    - [Urban Land Institute – San Francisco](#)
      - [ULI Event Registration](#)
      - [ULI Event Ticket Requests](#)
      - [SF Brownbag: Why Not thrive in Turbulent Times?](#)
      - [California’s Land Use & Climate Change Program Series Part Two](#)
      - [Breakfast Tour: 10<sup>th</sup> and Mission Family Housing](#)
      - [Staying in the Game with Michael Lynch](#)
      - [2009 ULI Fall Meeting & Urban Land Expo](#)
    - [NAIOP](#)
      - [Capital Markets Outlook: 2010 and Beyond](#)
    - [United States Green Building Council \(USGBC\)](#)
      - [USGBC Website](#)
  - [Other Announcements](#)
    - [BREC Calendar Look-Ahead \(October, November, December\)](#)
    - [GSMI Event: The Sustainable Buildings Series: Retrofits](#)
-

# General Announcements:

## **BREC Membership Dues (1<sup>st</sup> and 2<sup>nd</sup> Years)**

BREC members, I hope that you all had a great summer. The new school year means the start of a new BREC year- and also means that your annual membership fee is required. Thank you to those who paid your fees on Thursday at the club fair. You are great people. To those who haven't (returning BREC members, I'm talking to you)- you have until Monday, September 21.

BREC leadership is pleased to announce a new membership fee structure. The new fees will be as follows:

- \$40 for a 1-year membership;
- \$75 for a 2-year membership;
- \$105 for a 3-year membership.

First year MBAs who signed up on Thursday are able to take advantage of the new two-year price by leaving a check for the remaining \$35 in my mailbox by Sept. 21. Note that only current students (no alumni) are eligible to be members. So, for example, a second year MBA student isn't eligible for a 2-year membership.

To pay, please leave a check payable to the Berkeley Real Estate Club in my mailbox in the MBA Student Lounge. All students who haven't paid by that date will be removed from the BREC distribution list, and you'll miss the BREC September sign up for ULI (a major benefit of being a BREC member). Also, if you've moved over the summer, please email me your new mailing address.

Hope you enjoyed the long weekend,

Ian Sexsmith (VP- Finance and Membership)

## **ACRE (Accelerating Careers in Real Estate) and Cathy Garza**

The ACRE program is available to all graduate real estate students. Cathy Garza, the Program Coordinator, works through Haas Career Services and the Fisher Center to provide job opportunities for students. Cathy is a part-time employee who can be found in the Recruitment Center (3<sup>rd</sup> floor) of Haas every weekday except Wednesday. If you'd like to schedule an appointment, do so through CareerNet or send an email to [cathy\\_garza@haas.berkeley.edu](mailto:cathy_garza@haas.berkeley.edu) suggesting a meeting date/time.

Cathy would like to see all 2<sup>nd</sup> years to hear about your summer experiences and to begin the planning process for your full-time job search.

Please see the [ACRE News and the Career Corner](#) section of the newsletter for additional information.

## **Real Estate Speaker Series!**

Mondays  
4:00 – 6:00 pm  
Hass School of Business, C335

A quick but important plug for the real estate speaker series class. The speaker series is open to all BREC members, and is of particular “can’t miss” status for first year students or those looking to transition into Real Estate. Second year students who did not take the class last year are also encouraged to sign up.

You will gain broad exposure to the real estate industry and hear from the Bay Area’s top executives about the current state of their companies and industries, as well as career advice and their own personal reflections on what it takes to succeed. For anyone looking to get into real estate, or even just looking to become more familiar with the various product types, job functions, and the vocabulary necessary to survive and thrive as an industry professional, this class is for you.

\*\*\*The only requirement for the class is your attendance – there is no work assigned outside of class\*\*\*

The series kicks off at 4pm on Monday, September 14<sup>th</sup>, and runs for the semester on Mondays from 4-6pm, with a few breaks for holidays and industry conferences. Our tentative lineup includes:

Joan Price – Principal at Gensler Architecture (Green Building, Real Estate Services)  
Connie Moore – CEO of BRE Properties (Apartment REIT)  
Amy Neches – San Francisco Redevelopment Agency (Public Private Partnerships, SF Market)  
Stuart Schiff – CEO of Divco (Office Development)  
Brad Wiblin – VP of Bridge Housing (Affordable Housing Development)  
Marc Perrin – Managing Director of Starwood Capital (Hotel / Hospitality)  
Doug Abbey – Founder and CEO of AMB (Industrial REIT)  
Dick Wollack – Founder and Co-CEO of Premier Pacific Vineyards (Wine Real Estate)

For any questions, contact [ari\\_frankel@mba.berkeley.edu](mailto:ari_frankel@mba.berkeley.edu) or [evan\\_schwimmer@mba.berkeley.edu](mailto:evan_schwimmer@mba.berkeley.edu).

## **UT Austin Real Estate Challenge – Applications due September 9<sup>th</sup>!**

For all interested 1<sup>st</sup> year students, Professor Nancy Wallace is still looking for a few competitors to fill out our UT Austin Real Estate Challenge Team. The deadline to apply is Wednesday September 9<sup>th</sup>. To apply you will need to send your resume to Professor Wallace ([Wallace@haas.berkeley.edu](mailto:Wallace@haas.berkeley.edu)) and set up a time to interview.

The UT Austin Real Estate Challenge is a case competition held on November 18-19 in Austin Texas. Competitors will have the opportunity to compete against all the top real estate MBA students in the country including teams from Wharton, Harvard, Stanford, Chicago, Columbia, and other top schools. In addition, the competition is judged by leaders in the Real Estate industry and is a great opportunity to network and meet some high level players in Real Estate.

## **Upcoming BREC Organized Events:**

### **Real Estate Opportunities Forum**

Thursday September 10, 2009

5:30 – 6:00 pm: Networking and light hors d'oeuvres

6:00 – 8:00 pm: Presentations and Alumni Panel

Faculty Club, Howard Lounge

The Fisher Center for Real Estate & Urban Economics and The Berkeley Real Estate Club (BREC) present the Eleventh Annual Opportunities in Real Estate Forum

Whether you know you want to pursue a career in real estate, have ever considered investing in real estate on your own, or have interest in finance, planning, design, green energy, physical space, or project management, this forum will benefit you. Everyone is welcome.

The Real Estate Opportunities Forum is your opportunity to learn more about what Haas has to offer in the way of real estate courses, competitions, club activities, alumni activities, and job opportunities. The forum will also address the question, how do I find my place within the real estate industry?

Speakers include:

Ken Rosen, Rosen Consulting Group, Chair – Fisher Center for Real Estate and Urban Economics

Frank Rockwood, Principal at Davos Development Senior Living Group

Ken Dupee, Partner at TMG Partners

Judy Riffle, CFO from Chamberlin Associates

Scott Youdall, Land Acquisition Manager from SummerHill Land

RSVP on CareerNet. For more information or for questions, please contact Will Hu at [will\\_hu@mba.berkeley.edu](mailto:will_hu@mba.berkeley.edu) or at 415.725.2064.

### **BREC Kick-Off Meeting**

Monday, September 14, 2009

12:00pm – 2:30 pm

C135

Please note the date and time change from our previous newsletter! Don't miss this great opportunity to get to know all the BREC members from the Class of 2011! In addition, we will spend some time describing events and opportunities coming up this fall. There will be food provided, so make sure you plan on attending. Please contact Evan Schwimmer ([evan\\_schwimmer@mba.berkeley.edu](mailto:evan_schwimmer@mba.berkeley.edu)) for more information.

### **Buchanan Street Partners Challenge for Children**

Friday, September 18, 2009

All Day Event

Newport Beach, CA

Buchanan Street Partners, a real estate finance firm, has invited a group of students to participate in their annual Challenge for Children charity event on Friday, September 18th, in Newport Beach. The event will run all-day (early morning until late afternoon).

All are welcome, but registration priority will be given to BREC members who have not previously attended and 1st year students. We are looking to send a team of up to 10 people. Please contact Evan Schwimmer <[evan\\_schwimmer@mba.berkeley.edu](mailto:evan_schwimmer@mba.berkeley.edu)> no later than this Tuesday, 9/8, by 12pm if you are interested in attending or with any questions. The club is currently coordinating for a partial travel subsidy, with details to follow.

All proceeds will benefit a number of organizations selected by Buchanan Children's Charities, including TACA (Talk about Curing Autism), MiOcean, VH1's Save the Music Foundation, Boy Scouts of America and Junior Achievement's Finance Park. To learn more about Buchanan Children's Charities and to view pictures from last year's event visit: [www.buchananchildrenscharities.org](http://www.buchananchildrenscharities.org) or [www.challenge4children.com](http://www.challenge4children.com).

I attended last year and it was a lot of fun, as well as a great way to start networking with many professionals in the real estate industry, particularly if you are interested in working in the SoCal area.

### **Evening and Weekend / Full-Time MBA "Ice Cream" Social**

Saturday September 19, 2009  
6:30 – 8:30 pm  
Henry's

Have your favorite drink with an MBA student you may have missed last year. Mix it up with the Full-Time and Evening & Weekend MBA classmates! Don't miss this opportunity to network with and learn from each other over some "ice cream" at Henry's. For questions or more information please contact Kasandra Davis ([kasandra\\_davis@mba.berkeley.edu](mailto:kasandra_davis@mba.berkeley.edu)).

### **Real Estate Competition Panel**

Monday, September 21, 2009  
12:30 – 2:00 pm  
S489

If you are at all interested in participating in a real estate case competition this year, this event is a can't miss. This panel will feature participants from every one of last year's competitions, including:

- UT Austin National Real Estate Challenge
- UNC Real Estate Development Challenge
- NAIOP Real Estate Challenge (also known as the "Golden Shovel")
- Bank of America Low-Income Housing Challenge
- ARGUS Software University Challenge
- ULI Design Competition

This is the best way to get introduced to the different competitions and find the one that is right for you. Students from all schools are welcome, particularly students from the CED as design students are a critical part of many of these competitions. E-mail [will\\_hu@mba.berkeley.edu](mailto:will_hu@mba.berkeley.edu) with any questions.

### **BBQ Dinner and Drinks**

Thursday September 24th  
6:00 pm  
Ari Frankel's House  
1331 Arch Street  
Berkeley, CA

Come eat, drink, and get to know your BRECmates better than you already do while enjoying views of the Golden Gate Bridge, premium beverages, and hot food off the grill. If you have any questions or would like to help please contact Meredith Hoffmann ([Meredith\\_hoffmann@mba.berkeley.edu](mailto:Meredith_hoffmann@mba.berkeley.edu)).

### **Real Estate Career Panel**

Tuesday September 29, 2009  
S480 (t)  
12:30 – 2:00 pm

This panel will feature our real estate Career Coaches who will guide us through a discussion of real estate careers. Bring your lunch for this brownbag event.

### **How to Maximize Your ULI and NAIOP Memberships**

Wednesday September 30, 2009  
Location and Time TBD

The Urban Land Institute in the Bay Area has an extremely loyal and active following. Come and learn how to maximize your student membership. Details on this event will be forthcoming from BREC Co-Presidents Evan Schwimmer and Ari Frankel.

## **ACRE News and the Career Corner:**

### **San Francisco Business Times – Special Offer!**

The San Francisco Business Times has offered BREC a special student rate of \$75/yr. This is a fabulous value for Haas students, and gives us an opportunity to get world class financial news based here in our own backyard. Attached to this newsletter e-mail you will find a flyer with information to help you set up your subscription.

### **2<sup>nd</sup> Year Students: Internship Download with Cathy Garza**

Cathy Garza, ACRE Program Manager writes:

“Returning Students: I’d like to hear about your summer internships and start the process of mapping your full-time career search. Schedule an appointment with me through CareerNet. If the times listed don’t work, feel free to suggest an alternative and I’ll try and make it work. For the non-MBA students in BREC, please send an e-mail ([cathy\\_garza@haas.berkeley.edu](mailto:cathy_garza@haas.berkeley.edu)) with a date/time you’d like to meet (as I know you don’t have access to CareerNet.”

### **Disclaimer**

All of the opportunities listed below have been circulated previously via CareerNet, direct mail from Cathy Garza, and/or direct mail from other BREC members. The opportunities below have all been circulated within the past month; however, it is possible they have expired. Please undertake adequate research into these opportunities before applying.

## Upcoming Industry Organized Events:

### Disclaimer on Industry Events

BREC Leadership would like the newsletter to be a quick and easy source for BREC members looking for networking and learning opportunities in the Bay Area. To that end, the events most likely to be included in the newsletter will be in the East Bay, Peninsula, or South Bay. For a more complete listing of industry events, we encourage BREC members to check these organizations respective web sites regularly.

Urban Land Institute – <http://www.ulif.org/>

NAIOP – <http://www.naiopsfba.org/>

USGBC – <http://www.usgbc-ncc.org/>

BOMA – <http://www.bomasf.org/>

## Urban Land Institute – San Francisco

### ULI Event Registration

BREC Members should keep in mind that ULI events require registration. While the BREC newsletter will keep you updated on the details of the events, you must register through ULI to attend and pay any necessary fees. You can check ULI's website to register or call Customer Service at 800-321-5011.

### ULI Event Ticket Requests

For ULI event requests that explicitly say Sponsor Tickets are available please send requests to [bao\\_vuong@mba.berkeley.edu](mailto:bao_vuong@mba.berkeley.edu) in the following format (including the headings):

Event Name:

Event Date:

Name:

Company Name: Haas School of Business

Address:

Phone:

Email:

Please note that Young Leaders Group (YLG) events are NOT available for free tickets.

### SF Brownbag: Why Not Thrive in Turbulent Times?

Wednesday, September 9<sup>th</sup>, 2009

12:00 pm – 1:30 pm

101 California Street, 44<sup>th</sup> Floor

Tim Tosta, Attorney with Luce, Forward, Hamilton & Scripps will lead a discussion entitled "What's My Body Got to Do with It?" This discussion focuses on how to access the wisdom of your body to improve your life and gain greater understanding of the world around you.

## **California's Land Use & Climate Change Program Series – Part 2**

Wednesday, September 9<sup>th</sup>, 2009  
4:00 pm – 6:30 pm  
560 Mission Street Suite 2500  
San Francisco, CA

This is the 2<sup>nd</sup> of a 3 part series to inform ULI members on the regulatory and policy framework for sustainable development in the Bay Area. Part I focused on the impacts of AB 32 and SB 375 on the real estate industry. Part II will examine the challenges in implementing sustainable development policies at the local level. This event will be a panel moderated by Charles A. Long or Charles A. Long Properties, LLC.

## **Breakfast Tour: 10<sup>th</sup> and Mission Family Housing**

Thursday September 10, 2009  
8:00 – 9:30 am  
Mercy Housing Main Office  
1360 Mission Street, 3<sup>rd</sup> Floor  
San Francisco, CA

Come tour this newly completed 12-story development. It is the most recently completed project within the rapidly changing mid Market neighborhood.

## **Staying in the Game with Michael Lynch**

Monday, September 14<sup>th</sup>, 2009  
4:00 – 6:00 pm  
Market Bar @ the Ferry Building  
San Francisco, CA

This is part of an informal monthly networking series called "Staying in the Game." Michael Lynch, Managing Director of General Electric, will be the featured guest speaker. No registration is required for this event.

## **2009 ULI Fall Meeting & Urban Land Expo**

November 3-6, 2009  
Moscone South, San Francisco, CA

The 2009 ULI Fall Meeting and Urban Land Expo is the premier real estate industry event and your gateway to the future. This is the place where top decision makers share survival strategies and solutions for dealing with today's issues, and hear about the trends and opportunities that will give them a competitive edge in the future.

What makes the 2009 ULI Fall Meeting different?

More opportunities to build relationships with prospective clients, business partners, and employers. This year's Fall Meeting program is designed to include roundtable discussions and interaction where you can talk strategy and prospects with investors, developers, consultants, architects, and brokers. Additional networking time has been built in, so you can make all the right connections.

Every session offers specific take-home value that you can apply to your business —real deals and on-the-ground solutions that you can use today, and the forecasts you need to create strategic directions for the future.

## NAIOP

### **Capital Markets Outlook: 2010 and Beyond**

September 22, 2009  
11:30 am – 1:30 pm (Luncheon)  
Four Seasons Hotel, 757 Market Street  
San Francisco, CA

Sixth Annual State of the Capital Markets Luncheon

Please join us for an in-depth discussion with a number of the most active participants in the Bay Area and national real estate debt and equity markets.

Speakers:

Mark Finerman, managing partner, LoanCore Capital  
LoanCore Capital has closed on more than \$400 million of senior loan acquisitions in 2009 on behalf of its \$1.5 billion fund.

Aaron Giovara, partner, PCCP, LLC  
PCCP, LLC is an integrated real estate finance and investment management firm that provides both balance-sheet debt and equity with more than \$4 billion in assets currently under management.

Mark Myers, executive vice president, Wells Fargo  
Wells Fargo is the largest commercial real estate lender in the country with a \$100 billion+ portfolio.

Moderator:  
Stephen Van Dusen, managing director, Eastdil Secured

Special thanks to our event sponsors, Broadreach Capital Partners, PCCP and Partner Engineering and Science

## US Green Building Council (USGBC)

### USGBC Website

The US Green Building Council currently has a variety of events listed on their website. Many of these include LEED Exam preparation. As other events of interest (workshops, speakers, etc) come up they will be listed in this section of the newsletter.

For all other events and materials please visit the USGBC's Northern California Chapter website: <http://www.usgbc-ncc.org/>

## Other Announcements:

### BREC Calendar Look-Ahead

Below is a table with a BREC Calendar look-ahead for October, November, and December. Keep these dates open so that you can get the most out of your BREC membership.

Month	Date	Event Name	Time	Location
October	1-3	West Coast Green	All Day	Fort Mason
	5	Speaker Series (Stuart Schiff)	4:00-6:00pm	C335
	8	Real Estate / Sustainability Finance Seminar	7:00-9:00pm	S489
	9	Tishman Speyer Visit (proposed)	2pm	Tishman Office
	14-16	Policy Advisory Board Meeting	NA	Pebble Beach
	19	Tishman - FT resume drop	NA	NA
	19-20	Career Conference	9:00am - 4:00pm	Haas
	21	Starwood OCR (placeholder)	9:00am - 4:00pm	NA
	21	BREC-fast or Power-Lunch?	TBD	Faculty Club
	23	Real Estate Teach-In	TBD	64
	26	Speaker Series (Brad Wiblin)	4:00-6:00pm	C335
	27	CIM OCR	9:00am - 4:00pm	CSO
	28	Ned Speiker Event (UREC)	TBD	TBD
	TBD	BREAA Happy Hour	5:30-8:30	TBD
	TBD	1st-Year Social Event	5:00-9:00pm	TBD
Month	Date	Event Name	Time	Location
November	3-6	ULI Conference	All Day	Moscone Center
	9	Speaker Series (Marc Perrin)	4:00-6:00pm	C335
	9-13	Elections	Open	NA
	11-13	Greenbuild	All Day	Phoenix
	16	Speaker Series (Doug Abbey)	4:00-6:00pm	C335
	18	BREC-fast or Power-Lunch?	TBD	Faculty Club
	23	Real Estate and Economics Symposium	4:00-6:00pm	Fairmont Hotel
	23	Fall Firm Night	4:00-6:00pm	Fairmont Hotel
	23	Sustainability Panel	TBD	Fairmont Hotel

	30	Speaker Series (Open - Possibly Ken Rosen)	4:00-6:00pm	C335
	TBD	Finance Conference (Real Estate Panel)	TBD	Andersen
	TBD	UT Austin Case Competition	TBD	UT Austin
	TBD	LEED 3.0 Overview and Exam Prep Workshop	9am - 4pm	66
<u>Month</u>	<u>Date</u>	<u>Event Name</u>	<u>Time</u>	<u>Location</u>
December	7	Speaker Series (Dick Wollack)	4:00-6:00pm	C335
	7-18	Final exams	NA	NA
	TBD	Transition meeting	TBD	TBD

## **GSMI Event: The Sustainable Buildings Series: Retrofits**

October 20-22, 2009  
The Mission Bay Conference Center at UCSF  
San Francisco, CA

Don't miss this three day conference! The Global Strategic Management Institute is starting a sustainable building series. This is the first chapter of that series, centered on retrofits. The conference will present a comprehensive program addressing the costs, savings, finance & investment informational needs of Property Managers, Facility Managers, Institutional Investors, Developers, Planners, Corporate, Government & Nonprofit Professionals.

See the pdf attached to this newsletter for more information on how to register.

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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 Brent Pace, Vice President of Communications at [brent\\_pace@mba.berkeley.edu](mailto:brent_pace@mba.berkeley.edu).**

