



Berkeley
Real Estate Club

Newsletter

1st Half of April 2009 Edition

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General Announcements:

BREC Spring 2009 Firm Night – Save the Date

St Francis Hotel, San Francisco, CA
April 14, 2009 at 5:00 pm

Spring Firm Night – an opportunity to network with the real estate industry professionals – will take place on April 14th, 2009 at 5pm immediately following the Fisher Center Real Estate Conference at the San Francis Hotel in San Francisco. Fall 2008 Firm Night had over 70 attendees and we are planning to increase this number for the spring event.

Real Estate & Finance Class Bidding Info Session

Thursday April 16, 2009
12:30 pm – 2:00 pm
Cheit 230

Come and learn about the real estate and finance electives that will be offered at Haas in the fall! Don't miss this opportunity to figure out which courses you should take and start planning your fall schedule.

Free Green Building Summit Online

April 22nd, 8:00 am – 5:00 pm

At this free online summit, experts from the business, architecture, legal, and engineering communities will converge to illustrate best practices, case studies, and tips through interactive webcasts. Register to attend any or all sessions free of charge and invite anyone you think would be interested: <http://www.brighttalk.com/summit/greenbuilding>. As an audience member you will be able to ask the presenters live questions and each webcast will be a combination of slides and live audio.

Days at Haas II: Club Fair

Friday, May 1st, 2:00 pm

Help BREC at Days at Haas in May! This event is critical for exposing new admits to all that BREC has to offer. Unfortunately this event conflicts with the ARGUS class, so we will need lots of help from people who took ARGUS last year or who aren't taking ARGUS. Please contact Ari Frankel (Ari.Frankel@mba.berkeley.edu) if you are available.

End of Year BREC Party

This party is in the early planning stages. We don't have a date or venue. 2nd years, please e-mail Ari Frankel with any suggestions (Ari.Frankel@mba.berkeley.edu).

Upcoming BREC Organized Events:

BREC / GSB Mixer

April 23rd from 7-9 pm
Tentatively scheduled for Palomino
345 Spear Street #100
San Francisco, Ca 94105
www.palominosf.com

Come meet and mix with our friends from across the bay in this BREC / Stanford GSB mixer! Don't miss the chance to get to know and network with some of our future colleagues. Details on location are still tentative, stay tuned for updates

BREC Roundtable Discussion with Andrew Nelson, VP of Research at RREEF: An Institutional Real Estate Investor's Approach Towards Sustainability"

April 27th, from 6-8 pm
Exact Location TBA

Seating is limited, so apply today by e-mailing Ari Frankel (Ari_Frankel@mba.berkeley.edu). As announced at the members meeting, on April 27th from 6-8pm, we are hosting a special roundtable discussion with Andrew Nelson, Vice President of Research at RREEF.

Before applying, I encourage you to skim Andrew's three papers he has released in the past few years. **Once you are confirmed for this event, you agree to read the three papers cover to cover, 113 pages in total.**

First: https://www.rreef.com/GLO_en/bin/SO_57_Greening_of_US_Investment_RE.pdf

Second: https://www.rreef.com/GLO_en/bin/SO_64_Global_Greening_Trends.pdf

Third: https://www.rreef.com/GLO_en/bin/SO_70_How_Green_a_Recession_-_final_Final.pdf

The evening will kick off with a short overview of his research and his day-to-day responsibilities at RREEF to get the discussion going, but will shortly turn over to you, the audience, to ask informed questions that drive the conversation forward. Andrew is looking forward to interacting with us at a high level. Dinner will be provided, thanks to ACRE.

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.ulisf.org/>

NAIOP – <http://www.naiopsfba.org/>

USGBC – <http://www.usgbc-ncc.org/>

BOMA – <http://www.bomasf.org/>

Urban Land Institute – San Francisco

SF Breakfast Tour: The Telephone Building

The Telephone Building Lobby, 138 New Montgomery
San Francisco, CA
Wednesday April 8, 2009 (8:00 am – 9:30 am)

Tom Sullivan, Managing Partner, Wilson Meany Sullivan
Jon Knorpp, Partner, Wilson Meany Sullivan
Mark Hornberger, Founding Principal, Hornberger + Worstell
Alan Mark, President, The Mark Company

The Telephone Building

The Telephone Building has been a San Francisco landmark since its construction in 1925. Once the tallest office building west of the Mississippi, the Telephone Building is designated as a Category I (historically significant) building under the Downtown Plan. Its striking terra cotta exterior, designed by famed San Francisco architect Timothy Pflueger, holds a distinctive place in the City's changing South-of-Market skyline.

Today, under the direction of Wilson Meany Sullivan and Stockbridge Capital Group, The Telephone Building is set to recapture its status as one of San Francisco's premier addresses.

Please join representatives of Wilson Meany Sullivan, Hornberger + Worstell (project architect), and The Mark Company (marketing and sales) for a tour of this San Francisco icon and a preview of the planned residential conversion. The morning will also include an overview of the historic preservation effort, including the restoration of the ornately detailed lobby and the protection of the terra cotta exterior, and a discussion of current construction, financing, and sales market conditions.

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. See sponsor benefits:
<http://www.ulisf.org/Content/10068/preview.html>
Questions? For questions about registration or special needs requests, please call ULI Customer Service at 800-321-5011.

[Click here to register online](#)

Economic Discussion and Cocktail Social for East Bay ULI and CCIM

Washington Inn
495 10th Street
Oakland, CA 94607
Tuesday, April 14, 2009 (4:00 pm – 6:15 pm)

Brian Pretti, SVP at Mechanics Bank will lead us in a lively economic discussion, focused on the East Bay. His presentation will center on the various stimulus and budget plan expenditures, both at the federal and state level, and their prospective impact on our local economy. Brian will also focus on several specific issues to watch as this 'deep recession' continues to hamper our economic interests.

Following this discussion will be a no-host social where members from each organization can introduce themselves, network and compare notes. The leadership of each organization expects a wide variety of professional skills to be present and you don't want to miss the opportunity to gain professional perspective!

Mechanics Bank is a Richmond, CA based community bank that employs 662 and has been in existence since 1905. The bank has 36 offices, holds \$2.7 billion in assets and is very well versed on East Bay issues. Bucking a recent trend, the bank has recently refused to accept TARP funds to maintain its independence.

Costs:
\$20 ULI Member/\$50 Non-Member
\$15 ULI YLG Members/\$45 YLG Non-Member

ULI members, please register [online](#). If you are a CCIM member, please register here.

CCIM:

CCIM Northern California Chapter will have its monthly seminar at 2:30pm, ULI members are invited to attend as guests. CCIM will have Technology and Mentoring sessions:
Technology - "Email Marketing and Video Email" 2:30 – 3:15
Mentoring - "Build to Suit Developments" – Delivery Methods and Conditions of Success for Today's Practitioner. 3:15 – 3:45
For more information, please email Richard Thornton at rgthorn@pacbell.net.
[To register, please login here or call Customer Service at 800-321-5011.](#)

Infrastructure: Implications for Society and Real Estate Professionals

CB Richard Ellis
101 California Street, 44th Floor
San Francisco, CA 94111
Tuesday April 28, 2009
12:00pm – 1:15 pm

Jim Curtis, Managing Partner, Bristol Group

Infrastructure has become a buzzword in real estate, though given the amount of publicity infrastructure has received there is a lack of clarity regarding what infrastructure means in practice. Jim Curtis, Managing Partner and a founder of Bristol Group will discuss what infrastructure is and why it is important as well as what infrastructure means to real estate professionals.

Bristol Group is a leading investor, developer and operator of industrial properties with a successful 30 year history in a wide variety of innovative real estate related value add opportunities. The firm has created, acquired and performed work outs on over 22,000,000 square feet of space and over 2,500 acres of urban and suburban land.

Mr. Curtis has been a Trustee of the Urban Land Institute since 1996 and serves on the executive committee of the ULI Foundation. In 2006 the ULI/Curtis Regional Infrastructure Project was initiated through the support of Mr. Curtis and The Rockefeller Foundation. The project seeks to improve infrastructure decision making by linking land use with regional transportation and responsible, sustainable development considerations.

Free, for ULI Members only

Questions? For questions about registration or special needs requests, please call ULI Customer Service at 800-321-5011

The last day to pre-register online is April 24, 2009. Register online now
[To register, please login here or call Customer Service at 800-321-5011.](#)

Developing Green: The Future is Now, Are You Ready?

May 12-13, 2009
The Beverly Hilton Hotel
9876 Wilshire Blvd, Los Angeles, CA
Student Price: \$125

Details:

<http://www.uli.org/sitecore/content/ULI2Home/Events/Conferences/Americas/Green/Green2009/Green.aspx>

NAIOP

Real Estate Insider: The National Political and Legislative Outlook for Commercial Real Estate

Tuesday April 21, 2009
Port Commission Room, 2nd Floor, Ferry Building
San Francisco, CA

11:50 a.m. networking and lunches provided to registered members
12:00 p.m. doors close and program begins
1:00 p.m. program concludes

Aquiles Suarez, NAIOP Vice President for Government Affairs

The National Political and Legislative Outlook for Commercial Real Estate

Hear how the economic crisis is playing out at the federal level and what the government is doing that will impact the real estate industry and you as a real estate professional. Get inside information about what's really going on in Washington D.C. from an industry insider!

Special thanks to our sponsor, Holme Roberts & Owen

Cost:

There is no cost for this program to members. Free boxed lunches will be served to registered members. Attendance is limited to first come, first served member registrations and space is limited.

[Register Now](#)

Please go to the member login tab to enter your email address and member ID number as your password. Then you will be directed to the events and registration page.

Registration: Lisa Brown, admin@naiopsfba.org
Information/Sponsorship: Brooke Murphy, brooke.murphy@merrillcorp.com

Golden Shovel Competition: UC Berkeley vs Stanford

Tuesday, May 5, 2009

Four Seasons Hotel

11:15 am – 1:30 pm

Cost: \$65 for NAIOP Members

Members may volunteer for free admission. E-mail Bao Vuong

(Bao_Vuong@mba.berkeley.edu) if interested in volunteering at this event.

Come support Haas at one of the biggest events of the year! The Golden Shovel competition pits Haas vs Stanford in a development competition where each team presents a development proposal for a pre-determined bay area site. Don't miss this chance to support your classmates in the biggest real estate grudge match of the year. If you are planning to attend please RSVP in the following Googledoc:

http://spreadsheets.google.com/ccc?key=pwB6QdDgVvqW_ueb6PUmzdQ&hl=en

US Green Building Council (USGBC)

Tour of Autodesk – LEED-CI-Platinum

Wednesday, April 8, 2009

5:30 pm – 8:00 pm

One Market Street, Ste 500

San Francisco, CA

For more information on this building tour please contact paul@usgbc-ncc.org. Please also refer to USGBC website for costs of attendance. This is NOT a free tour.

The Business Case for Climate Protection

Wednesday, April 15, 2009
5:30 pm – 8:00 pm

For more information contact: www.newvoiceofbusiness.org.

Hanson Bridgett, LLP

425 Market Street

26th floor

San Francisco, CA 94105

[View Map](#)

New Voice of Business Presents:

Hunter Lovins, co-author of the acclaimed book *Natural Capitalism: Creating the Next Industrial Revolution* and president and founder of Natural Capitalism Solutions, will describe the economic case for moving aggressively to solve such challenges as global warming, peak oil, the vulnerability of our energy infrastructure and others. She will discuss how climate protection, energy efficiency, renewable energy and other sustainable approaches will give us a stronger economy, and a higher quality of life. She will highlight how communities and companies are implementing these and many other strategies to cut their costs and drive their innovation.

Speaker:

Hunter Lovins, President and Founder, Natural Capitalism Solutions

Hunter Lovins educates senior decision-makers in business, government and civil society to restore and enhance the natural and human capital while increasing prosperity and quality of life. She has consulted for governments and the private sector, briefing senior management at Wal-Mart, Interface Inc., Bank of America, Royal Dutch/Shell and many other companies, as well as the International Finance Corporation.

Recipient of such honors as the International Sustainability Pioneer, Right Livelihood Award, Lindbergh Award and Leadership in Business, she was named Time Magazine Hero of the Planet in 2000. In 2008, Newsweek called Hunter the "green business icon." She has co-authored dozens of papers and eleven books, including the landmark work, *Natural Capitalism: Creating the Next Industrial Revolution*. She is a founding professor of business

at Presidio School of Management, one of the first accredited programs offering an MBA in Sustainable Management. A member of the California Bar, she holds a J.D. degree from Loyola University and several honorary doctorates.

Time: 5:30 p.m., wine and cheese reception; 6:00–7:30 p.m. presentation; 7:30-8:00 p.m. networking

[Register.](#)

USGBC Website

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

Career Corner:

Full-Time Job Opportunity: CB Richard Ellis

BREC 2nd Years: If you have interest in the opportunity below please contact Matthew Holmes of CB Richard Ellis at matthew.holmes@cbre.com.

Description: Tasks

- Preparation of (and participation in) new business presentations and offering memoranda
 - Valuation analysis and financial modeling
 - Industry and business research
 - Composing/uncovering salient investment rationale
- Strategizing regarding
 - How to position for business
 - Fee negotiations
- Interacting with owners and investors to source new business
- Coordinating due diligence processes
- Significant client interaction at multiple levels
- Compensation is largely bonus driven by a combination of overall team performance and individual business development activities

Required Aptitudes

- Highly-organized
- Strong analytical background including mastery of finance/modeling (MS Excel)
- Able to manage multiple processes simultaneously along tight deadlines
- Resourceful in obtaining or piecing together difficult to acquire information through multiple channels
- Excellent relationship building skills
- Entrepreneurial mindset
- Detail-oriented
- Strong sense of "ownership" – a team member mindset, not just an employee

- Highly proactive, anticipates what should be done to drive the business forward
- Articulate and effective communicator
- Polished writing skills, as evidenced by writing samples
- Top tier academic background
- High level of maturity and professionalism
- Highly-motivated with the ability to work a demanding, yet often unstructured environment
- Significant client exposure is preferred
- Collegial, team-oriented

Full-Time Job Opportunity: GAP

Gap has the following opportunity in their Real Estate area. If interested, apply to Perry Forghani at perri_forghani@gap.com.

This was forwarded by Juan Manuel Castro-Zumaeta (Haas 04 alum) and your classmate Ernesto Rodriguez.

Sr. Analyst, Real Estate- Gap Brand-00DZ4

Description

Real Estate Management

- Perform analysis and make recommendations on investment viability of existing and new stores within covered region.
- Partner with Corporate Real Estate Field and Gap Brand Store Operations to ensure cross-functional alignment on real estate decisions.
- Develop real estate market plans for specific geographic regions, including recommendations on store closures and potential new store locations.
- Support strategic real estate initiatives such as Long Range Plan, Fleet Review, Open-to-Buy and sub-brand business plans.
- Support senior management and cross-functional business partners with timely, accurate, actionable financial analysis.
- Establish and maintain strong business partnerships across finance to promote teamwork and organizational alignment.
- Drive accurate real estate forecasting of store sales/cannibalization for region. Identify and communicate most salient factors driving analysis and associated risks and opportunities. Present findings and recommendations to senior executives.
- Work with Gap Outlet to analyze sales cannibalization to support Outlet clearance process.

Qualifications

BA / BS in Finance or Real Estate or an equivalent field

Minimum 4+ years of Finance work-experience (preferably within retail or real estate industry)

- MBA a plus
- Proficient in Microsoft Excel and PowerPoint required; Access preferred
- Proven analytical and problem solving skills. In particular, financial analysis and modeling experience.
- Strong organizational, project and time management skills
- Strong communication skills. Excellent written, oral and presentation skills
- Ability to interpret and synthesize data to make recommendations to drive business decisions
- Comfortable presenting to senior leadership

- Proven ability to develop effective relationships with cross-functional teams
- Proactive and willing to take the lead

Primary Location

- US-CA-SAN FRANCISCO

Full-time

GAP NORTH AMERICA - Finance

Contact Name - Internal

- Perri Forghani |

Full-Time Job Opportunity: calREDD

This is a firm led by Scott Kucirek. The position is for a Project Manager working with the California Association of Realtors, the California Multiple Listing Service, and related parties. Scott is a Co-Founder of ZipRealty, former Executive at Prudential, and a Haas grad. For everyone interested, please send your resume to Scott at: teamk1966@yahoo.com.

Job Description – Project Manager

The Project Manager (PM) creates, modifies and manages project plans that allow calREDD to effectively serve its clients and their participants. In addition, the PM assists in reviewing and vetting potential technology partners. The PM works daily with the staff of the California Association of Realtors (C.A.R.), the California Multiple Listing Service (CALMLS) lead staff and outside vendors to insure proper resource allocation to achieve company objectives. The PM reports to the CEO of calREDD. Specific duties include but are not limited to:

- Create project plans and communication documents for company processes.
- Review and adjust vendor created client project plans and installation schedules.
- Coordinate CALMLS, vendor and company resources to achieve objectives within designated budgets and timelines.
- Determine frequency and content of status reports on all ongoing project plans and publish them as required.
- Coordinate and participate in weekly calls with clients and vendors.
- Identify and manage project dependencies and critical path.
- Detect and resolve issues and conflicts within the project team.
- Proactively manage changes/challenges in project scope and devise contingency plans to keep projects on time and under budget.
- Track and report on vendor and client contract compliance.
- Develop “Best Practices” templates for distributor installations and vendor technology reviews.
- Evaluate potential new technology vendors for fit in overall company strategy.
- Participate in company product demonstrations.
- Other duties as needed.

Position requirements include:

- Minimum 3 years project management experience
- 1 to 3 years work experience in a small, start-up environment
- Outstanding communication/listening skills
- Proven ability to influence cross-functional teams without formal authority
- Excellent teamwork skills
- Attention to detail with ability to balance small issues with larger company objectives
- Proficiency in Microsoft Project, Excel, and PowerPoint and experience with collaboration tools (such as wiki)

- Bachelors degree (MBA preferred)
- Real estate license or past industry experience optional but beneficial
- Must be able to travel 30% of the time

Internship Opportunity: Premium Properties and Development

Seeking Motivated Real Estate Intern

Premium Properties and Development, a small Berkeley Oakland Real Estate Firm specializing in Property Management, Real Estate Sales and Brokerage, Real Estate Investments and Residential and Commercial Leasing is currently seeking an intern to assist in all facets of the business operations.

Duties would include handling basic administrative tasks in a variety of areas including property management, maintenance, residential applicant screening, legal compliance, leasing, sales, and business development. Opportunities exist to work at an associate level to generate new business in leasing, property management and real estate sales.

Our training program is comprehensive with exposure to every aspect of a diversified Real Estate business operation. The candidate must be honest, ethical, motivated and a reliable intern and partner who is looking to join our dynamic and growing team. Candidate must be a self starter, entrepreneurial and pleasantly persistent and aggressive to work hard and deliver a high level of professionalism.

The Candidate must be able to work independently and enjoy working in a team-driven environment. Must be competent and driven to make phone calls and relay our story, schedule meetings and have excellent verbal and written communication skills. Must possess a self starting personality and can do attitude. Please do not tell me why this cannot be accomplished, tell me how you are going to do it.

While a current real estate sales license is not required, the candidate will be expected to enroll and pass a basic real estate course and obtain a state license with 6 months.

Our office is situated on the Berkeley Oakland Boarder on Telegraph Ave close to BART, UC Berkeley and Transportation. Must have your own vehicle, clean DMV and auto insurance.

Responsibilities include:

Assist with general office support, including filing, copying, answering phones, and document production.

Perform duties needed to screen applicants for apartments.

Oversee and coordinate maintenance operations, vendor relations and capital improvements.

Show and Lease residential apartments, prepare paperwork and scheduling Business Development Prospecting/ Cold Calling to Contact local property owners to introduce the company's story and fundamentals and schedule meetings for Senior Partners.

Organize and conduct due diligence and provide regular status reports on opportunities.

Identify investment opportunities.

Other related duties as needed.

Required Qualifications

Recent Graduate, Undergraduate or Graduate Students who are currently enrolled or have completed degrees in Business or Related majors.

Exceptional verbal and written communication skills and interpersonal skills

Computer literate proficient in Excel, Word, Internet and Outlook.

Able to work independently and effectively within a team environment

Personable, reliable and have the highest level of integrity.

Excellent organizational and time management skills.

Positive, mature, and professional communication style.

Must be able to multitask and motivated to ask for more projects.

Must have vehicle, clean dmV and insurance

Minimum 10 to 20 hours a week and full time in the summer months

To apply: Please email a cover letter to Craig@premiumpd.com

Absolutely no attachments: emails with attachments will be deleted.

Other Announcements:

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.

TheBerkeleyMBA