



Berkeley
Real Estate Club

Newsletter

1st Half of March 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

Your VP of Careers – Jan Smidek, writes:

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.

You could help us reach this goal by adding any of your contacts to the list of invitees. Please review the following Google document and add to the list anybody that you think we should invite to the event. Include as complete contact information as possible and enter your name in the “Added by” column.

Please make your additions by Tuesday, March 3rd.

<http://spreadsheets.google.com/ccc?key=p5aFyKUbsVGqjZfmqbcSTKg>

As the event approaches, I'll be sending a request for your resumes for the resume book and will also be looking for anybody interested in making personal calls to the invitees.

BREC Member Meeting

Thursday March 5th 2009 from 1:00 pm – 2:00 pm
Cheit 230, Haas School of Business
BYOL (Bring Your Own Lunch)

Come meet your fellow BREC members to discuss the future of the club. This is your chance to review the first three months with the new BREC team, discuss upcoming opportunities and the plan for the year, as well as contribute to what has worked and work to improve what hasn't. If you have ideas, bring them! If you have complaints... well... bring them too! Lets discuss what we can do this year to make sure that BREC is helping all of us reach our real estate goals.

KPMG Presentation – Real Estate and Construction

Monday, March 16, S489, Haas School of Business, 6:30 – 7:30 pm

Jeff Jobst from KPMG's Real Estate and Construction advisory practice group will be on campus to provide information on the real estate practice groups within KPMG. Please sign up in CareerNet to attend this event.

Career Alert: Full-Time Position with Jones Lang LaSalle

Jones Lang LaSalle is looking to fill its Sustainability Program Director position in either San Francisco or Denver. Position responsibilities and requirements and other details can be found through the following link:

<http://www.selectleaders.com/candidate/viewjobdetails.do?jid=15242>

Please note that the application for this position is only through the Careers section of the Jones Lang LaSalle website.

Using Your ULI Membership: A Message from Cathy Garza

As part of your BREC membership, you are automatically a member of ULI. ULI is the professional organization for real estate practitioners drawing people from development, finance, law, public policy, architecture, etc. Given its broad base of membership, ULI provides a robust range of educational and networking opportunities; from site tours of local

development projects to education on entitlement issues, to brown bag lunches on weathering the economic downturn, ULI covers it all.

As with other networking events, it can be more pleasant to attend events with a buddy – making introductions and conversation topics flow a little smoother. Whether you attend with a buddy or by yourself, you'll come to recognize and eventually get to know members better the more events you attend. And the more events you attend, the broader your knowledge base of the real estate professionals and projects in the Bay Area. For those events with an admission charge, check with BREC to see if free tickets are available as we are frequently offered six tickets per event. A select group of events are hosted exclusively for Young Leaders, students and professionals 35 and younger. Some of our BREC officers are Young Leader board members.

This year, ULI will be hosting their Fall Meeting and Urban Land Expo at the Moscone Center in San Francisco from Nov. 3 – Nov. 6, 2009. This will be the premier networking event for the real estate industry, so plan on attending.

Your membership in ULI also provides access to the SelectLeaders job board. Check the job postings frequently to find real estate openings across the country and internationally. If you see a job posting that isn't in your area of interest but may appeal to one of your classmates, feel free to share it with the BREC email list. And last, ULI membership offers access to its bookstore which is well stocked with real estate publications (and you get a discount off the retail price!)

Upcoming BREC Organized Events:

BREC Building Walk-Through: CIM Group Brandywine Acquisition

Friday, March 6th, 12:00 – 2:00 pm
CIM / Brandywine Management Office
2101 Webster Street, 16th Floor
Oakland, CA

CIM Group has offered to take BREC on a tour of their recently acquired properties in downtown Oakland on Friday, March 6th. Learn CIM's strategy and the "story of the deal" including challenges, etc. For those who are registered, if you have any questions or issues please contact Zach Chan (zach_chan@mba.berkeley.edu).

BREC Building Walk-Through: Embarcadero Center courtesy of Boston Properties

Thursday, March 12th from 10:00 am – 12:00 pm
Embarcadero Center, San Francisco

With sweeping views of San Francisco Bay, the Golden Gate Bridge and the Bay Bridge, Embarcadero Center is situated in the heart of the Financial District. Located on an 8.4-acre site, Embarcadero Center encompasses four million square feet of office and retail space with convenient access to Interstate 80 and public transportation.

Boston Properties has offered to take BREC on a tour of the site from 10am – 12pm on Thursday, March 12th. The visit will include background information on Boston Properties and the history of the site, and a walk through of the site, including the 'behind the scenes' operations and engineering facilities. In addition, Boston Properties is exploring LEED EB-OM (Existing Buildings Operations and Maintenance) for 4 Embarcadero Center and will discuss their approach and thoughts.

Please RSVP to Zach Chan (zach_chan@mba.berkeley.edu) by Friday, February 27th if you wish to attend. Due to space constraints, the visit will be limited to the first 10 people to sign up."

Green Developer Speaker Series: Sonoma Mountain Village – A One Planet Community

March 30th, 6:00 pm
PG&E Pacific Energy Center
851 Howard Street
San Francisco, CA 94103

Geoff Syphers, Chief Sustainability Officer for Coddling Enterprises will be discussing the Sonoma Mountain Village project. Sonoma Mountain Village is the first development in North America to be accepted into the prestigious One Planet Communities program, positioning it at the leading edge of the international sustainability movement. The 200 acre community is a zero carbon, zero waste development in California with a philosophy centered on restoration instead of minimizing harm. Mr. Syphers is responsible for the plan to reduce the ecological footprint of the entire 1900-home community from a U.S. average of 5.3 down to a truly sustainable, one planet level by 2020. His efforts are monitored by WWF International and BioRegional and are reported to the United Nations as part of the Kyoto Protocol update process.

Additional Information: <http://sites.google.com/site/haaspresidiogdss/>

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

Navigating the Transition: Finding Opportunities in a Down Market

555 Mission Street, 33rd Floor, San Francisco (Tishman Speyer)
Wednesday March 4th, 2009; 4:00 pm – 6:00 pm

Navigating the Transition: Finding Opportunities in a Down Market

In light of these challenging economic times, the ULI San Francisco District Council is launching a career support and development program series this March with a unique roundtable program open to all ULI members. You will have an opportunity to participate in three consecutive roundtable discussions on strategies and tips for networking, career preservation and advancement, and opportunities that will come out of this downturn. Each roundtable discussion will be led by two of the region's leading industry leaders, representing a broad spectrum of for-profit and non-profit sectors.

After the round table discussions are completed, you are invited to join us for cocktails and appetizers.

Partial List of Speakers Includes:

Mike Covarrubias, TMG Partners
Kim Diamond, ULI San Francisco Programs Committee Chair
Anne Hoffman, Chamberlin Associates
John Protopappas, Madison Park Financial Corporation
Susan Sagy, Broadreach Capital Partners
Lynn Sedway, Sedway Group/CBRE
Carl Shannon, Tishman Speyer
Brad Wiblin, Bridge Housing Corporation

Registration is limited to 100 participants. ULI Members Only.

Costs*

\$25 ULI Members & YLG Members

\$10 ULI Unemployed** and Student Members

*In order to better serve our members, please note the reduced price.

**To take advantage of this discount, members must register by fax 800/248-4585 or by calling ULI Customer Service 800/321-5011

All other members, please login to register.

SF Brownbag: Why Not Thrive in Turbulent Times?

CBRE Office, 101 California Street, 44th floor, San Francisco
Wednesday March 18th, 2009; 12:00 pm – 1:15 pm

Tim Tosta
Attorney
Luce, Forward, Hamilton & Scripps

How much of what is going on in today's economy is attributable to our collective perspective that things are going to stay bad throughout this year? What would happen if we looked upon our world with a fresh, new perspective? What if we did nothing more than

free ourselves from all the negativity? Could we see our current condition as an exceptional opportunity to build resilience, to establish new and meaningful relationships, to establish a baseline for our next success, to align our new ventures with the fundamental values which guide our lives? Tim Tosta, one of the State's leading Land Use and Environmental lawyers, is also a certified Integral Coach, working with a select number of friends and colleagues to build sustainable careers as well as balanced, fulfilled lives. Tim will bring us new perspectives on how to greet each day with curiosity, optimism and a sense of wonder that allows us to prosper in these trying times.

Registration is limited to 50 participants. Free for ULI Members Only.
Questions? For questions about registration or special needs requests, please call ULI Customer Service at 800-321-5011
[Click here to register online](#)

YLG Fireside Chat with Doug Abbey, Founder, AMB Property Corporation

AMB Property Corporation Pier 1, Bay 1
San Francisco, CA
Thursday March 19th, 2009 / 5:30 pm – 7:00 pm

Fireside Chat is a new program series for ULI San Francisco Young Leader Group. It is an up close and personal opportunity to sit down with top Bay Area real estate icons in an informal and intimate setting in order to gather insight and perspective regarding leadership, career paths, success, lessons learned, sustainability and what ULI means to them.

YLG Fireside Chat with Doug Abbey, Founder of AMB Property Corporation will discuss his career path and lessons learned with a group of ULI Young Leaders. Douglas D. Abbey is a founder of AMB Property Corporation. He is also a founder and Director of IHP Capital Partners, a provider of equity to the homebuilding industry. Mr. Abbey has over 30 years of experience in commercial and residential real estate. He is a graduate of Amherst College and has a master's degree in city planning from the University of California at Berkeley. He is past Vice Chairman of the Urban Land Institute and past Chairman of the Board of Trustees of Golden Gate University. He serves on the Board of BRIDGE Housing Corporation, a nonprofit builder affordable housing, and is Chairman of the Advisory Board of the Turner Prize for Leadership and Innovation in Affordable Housing.

Doug Abbey also teaches courses in Real Estate Finance with the Stanford Graduate School of Business and works with GSB students to evaluate career opportunities in real estate and to expose them to research and educational opportunities in the field.

Cost: \$25 - for ULI YLG Members only
The event is capped at 40 persons.
Questions? For questions about registration or special needs requests, please call ULI Customer Service at 800-321-5011
[Click here to register online](#)

NAIOP

Real Estate Insiders: Drew Gordon, Bruce Burkard, Chris Robbins and Michael Potter

Embarcadero Center Stanford conference room
Third floor promenade level of Embarcadero Four
San Francisco, CA
Members only lunch, 11:45 a.m. to 1:00 pm

Re-Build it and They Will Come: Hear how industry leaders reinvented themselves, created new businesses and/or changed their investment strategy.

Drew Gordon – Gordon Realty Investments;
Bruce Burkard – Four Corners Properties;
Chris Robbins – North Point Capital Partners;
Michael Potter – Regis Capital Partners

US Green Building Council (USGBC)

USGBC Website

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

Other Announcements:

Resume Drop Deadlines

Coming soon! To help BREC stay up to date in this turbulent market, we are going to try to get many of the relevant internship/job postings referenced in this section. In the meantime, continue to check CareerNet for updates.

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