



Berkeley  
Real Estate Club

# Newsletter

*2<sup>nd</sup> 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 14<sup>th</sup>, 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 3<sup>rd</sup>.**

<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.

### **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.

### **Free Green Building Summit Online**

April 22<sup>nd</sup>, 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.

## Upcoming BREC Organized Events:

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

March 30<sup>th</sup>, 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/>

### **BREC Building Tour: Centennial Towers**

Tuesday April 21<sup>st</sup>, 8:00 am – 11:00 am  
Meet in front of Haas (Cronk Gate)

This tour is brought to us by Professor Nelson who teaches UGBA 180. Professor Nelson is inviting his students, UREC, and BREC members on a tour of Centennial Towers. If you are interested in attending, please complete the following survey by Tuesday, March 17<sup>th</sup>.  
<https://spreadsheets.google.com/viewform?formkey=cFp1THQ3MWdWOGtjRXFsY0hPSII4RkE6MA..>

Contact Matt Bernstein ([matthew\\_bernstein@mba.berkeley.edu](mailto:matthew_bernstein@mba.berkeley.edu)) with questions.

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

April 27<sup>th</sup>, from 6-8 pm  
Exact Location TBA

Seating is limited, so apply today by e-mailing Ari Frankel ([Ari\\_Frankel@mba.berkeley.edu](mailto: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](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](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](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.

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## 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 Brownbag: Why Not Thrive in Turbulent Times?

CBRE Office, 101 California Street, 44<sup>th</sup> floor, San Francisco  
Wednesday March 18<sup>th</sup>, 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 19<sup>th</sup>, 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 Terner 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](#)

## **East Bay Breakfast Tour: Shiloh II Wind Plant**

March 25, 2009 (8:15 am – 1:00 pm)  
Meet at Ferry Building, San Francisco

Dick Timmons  
Senior Business Development Manager  
enXco

Tim Callahan  
Construction Representative  
enXco

## Shiloh II Wind Plant

As part of ULI San Francisco's commitment to provide members with access to the latest advances in sustainable development and green technology, ULI members are invited to tour enXco's Shiloh II Wind Plant, California's newest wind project located in the Montezuma Hills Wind Resource Area of Solano County. The 150 MW project is the largest project built in California in 2008, and is six times larger than the only other project constructed in the state last year. The project is valued at over \$300 million dollars.

Shiloh II Wind Project, developed and owned by enXco, consists of 75 REpower 2 MW turbines, and is the largest global installation of the REpower MM92 turbine. Pacific Gas & Electric (PG&E) will purchase the power generated under a 20-year power purchase agreement providing approximately 74,000 customers with clean electricity. The wind plant energy output will result in 1,361,405 metric tons of avoided CO2.

This timely tour will be conducted by enXco's Senior Business Development Manager Dick Timmons and Construction Representative Tim Callahan. The tour will include a one-hour site tour with an overview of how wind projects are permitted, constructed, and financed. The group is encouraged to dress warmly and wear flat shoes.

enXco is a significant owner and developer of wind-energy installations in the United States, and is the leading third-party operations & maintenance provider for wind farms in North America. For more information, log on to [www.enxco.com](http://www.enxco.com).

Wednesday, March 25  
8:15am-1:00pm  
(bus will depart at 8:30am sharp)

Meet at:  
Ferry Building Main Entrance  
San Francisco

\*Food  
Coffee and Bagels will be provided for you in the morning. Please bring snacks though, as we will be traveling off the beaten path!

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  
\$15 ULI Unemployed Members\*

\*To take advantage of this discount, members must register by fax 1-800-248-4585 or by calling ULI Customer Service 1-800-321-5011  
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.  
The last day to pre-register online is March 23, 2009.  
[To register, please login here or call Customer Service at 800-321-5011.](#)

**YLG Peer to Peer Workshop: Why You Should Care About LEED-EB**

Allen Matkins Three Embarcadero Center, 12<sup>th</sup> Floor  
San Francisco, CA  
Wednesday April 1, 2009 (5:30 pm – 7:00 pm)

Want to know more about the program that enabled Adobe Systems to achieve a total savings of \$1.2 million annually – equating to an ROI of 121 percent and an average payback per project of 9.5 months?

At a time when new construction projects are grinding to a halt, we turn our attention to maximizing operational savings of the existing building stock. The LEED for Existing Buildings (EB) Rating System, also known as LEED-O&M, helps building owners and operators maximize operational efficiency while minimizing environmental impacts.

Learn the language of LEED-EB, how to apply the cost-saving principles to your projects and management portfolio, and how to become a LEED-EB(OM) accredited professional.

This P2P event will be facilitated by Meg Collins, LEED AP, and presented by Sustainability Advisor Jessica Black, the Director of Brightworks' San Francisco. Jessica is a graduate of University of Oregon School of Architecture and has managed more than twenty LEED projects in Washington, Oregon, Los Angeles, and the Bay Area, and has taught dozens of LEED professional training workshops to hundreds of participants.

Even in a down market, the demand for LEED -EB projects continues to grow - a sign that "sustainability" and all the fuss about LEED isn't just about new construction anymore.

Cost:

YLG members and non members \$20

YLG unemployed members \$15

\*To take advantage of this discounted price (for unemployed YLG members) please register via our customer service at 800-321-5011

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

[To register, please login here or call Customer Service at 800-321-5011.](#)

## **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 10<sup>th</sup> 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](mailto:rgthorn@pacbell.net).

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**

### **San Francisco Office Market Bus Tour and Overview**

March 25, 2009

Breakfast and Bus Tour 7:45 am – 11:30 am

500 Terry Francois Street, San Francisco

Street-Level Perspective of a Market in Transition

Since 2004, the San Francisco office market has realized unprecedented investment sales activity, which has recently come to a complete standstill. Hear from the leading leasing, investment and debt brokerage perspectives as well as physically tour the streets of San Francisco and the specific assets that best define the current transitioning San Francisco office market.

Speakers:

Don Shaver, LBA Realty

Bill Cumbelich, The CAC Group

Jeff Weber, Eastdil Secured

Rob Rubano, Eastdil Secured

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

Tuesday April 21, 2009

Port Commission Room, 2<sup>nd</sup> 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](mailto:admin@naiopsfba.org)  
Information/Sponsorship: Brooke Murphy, [brooke.murphy@merrillcorp.com](mailto:brooke.murphy@merrillcorp.com)

## **US Green Building Council (USGBC)**

### **California's Land Use and Climate Change Program Series**

Thursday March 26, 2009 (4:00 – 6:30 pm)  
Hyatt Regency – 5 Embarcadero Center  
San Francisco, CA

About this event:

With California's regulatory environment around climate change and land use shifting daily, we are pleased to announce a three-part series to update ULI members on the impact of recent legislation on the real estate industry and on the future of sustainable development in our State.

*Part One: Climate Change Legislation & Land Use in California*

This introductory panel will give you a status report on recent climate change legislation AB32 and SB375, including what are the key components, how they will be rolled out in the Bay Area, and how they will effect the real estate industry.

Moderator: Gary Binger, UC Berkeley

Panelists:

Jim Andrew, Attorney, Ellman Burke Hoffman & Johnson

Doug Johnson, Senior Planner, Metropolitan Transportation Commission

Ken Kirkey, Executive Director, Association of Bay Area Governments

Andrew Michael, Policy Director, Bay Area Council

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

Click [here](#) to register online

## **USGBC Website**

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

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## **Career Corner:**

### **AvalonBay Communities: Financial Analyst Internship**

AvalonBay Communities – a large national REIT – is looking for a Financial Analyst for its Energy Group in the company HQ in Alexandria, VA. The analyst is responsible for analyzing the energy consumption at AvalonBay Communities properties and underwriting energy expenses for new developments and potential acquisitions. MBA is preferred as is knowledge and understanding of the multi-family apartment industry.

Deadline: not available

More details at:

<http://www.selectleaders.com/candidate/viewjobdetails.do?jid=15515>

Posting is also available on different job websites, if you don't have a Select Leaders account.

### **Select Leaders Job Blast**

#### **[Vice President, Transaction: New York City Economic Development \(New York, NY\)](#)**

New York City Economic Development Corporation is the City's primary vehicle for promoting economic growth in each of the five boroughs. The Transaction Services department provides the NYCEDC and the City with in-house expertise on issues relating to real estate development, as well as the financing, analysis, negotiation and structuring of economic development opportunities. The Vice President will supervise a team of 3-5 real estate finance and development professionals and will oversee a portfolio of real estate development projects located in NYC. Additionally, the VP will direct the financial analysis on

a project's feasibility and EDC's/City's return on investment, manage negotiations on land sales and leases with developers, oversee project management and progress, establish and maintain client contact, conduct community outreach, and support the group EVP in overseeing and leading projects from inception to execution to groundbreaking. Master's degree in real estate development and finance, public policy, or urban planning strongly preferred. A minimum of 5-7 years of work experience in real estate banking, development or finance, and urban planning also required.

#### **CEO: SelectLeaders (Western USA)**

Our client, a well recognized and respected national real estate company, is searching for a superior individual to assume the position of President and CEO. Reporting to the Board of Directors, the CEO must have previous public company experience and exceptional business management and interpersonal skills. In addition, he or she will also have a proven track record in successfully managing a multi-location organization, at least 20 years of relevant investment experience across commercial, retail and multi family products, and at least 5 years in a leadership position within a dynamic real estate company environment. Additionally, the successful incumbent will have an established track record in capital markets and finance, and a strong reputation among institutional investors. MBA, Juris Doctorate, or other advanced degree required.

#### **Commercial Property and Asset Manager: Starpoint Property Management (Ft. Worth, TX)**

Starpoint currently seeks a Commercial Property/Asset Manager to manage operations, financial transactions and recordkeeping for 200,000 square feet of retail and office space in a mixed-use condominium asset in Fort Worth, TX. Essential duties and responsibilities include maintaining occupancy in retail and office space by working with Leasing Agents and negotiating with existing and potential new tenants; overseeing retail and office rent collection and deposits; reviewing the assets budget and financial status and financial reports to ensure accurate reporting to corporate office and investors; overseeing the Master Association Board through the creation, implementation, and management of the annual budget; overseeing the billing and collection of common area expenses from the six units that constitute the Master Condominium; and assuming responsibility for the execution of business plan for the property. Six years of commercial asset management experience including tenant relations, contract negotiation, rent collection, financial reporting and budgeting required. Bachelor's degree also required.

#### **Manager, Real Estate & Construction: KPMG LLP (San Francisco, CA)**

KPMG ForensicSM Real Estate and Construction Advisory (RECA) professionals provide services designed to assist clients in improving major capital projects and program performance. The Company is currently seeking a Manager, Real Estate & Construction to perform the following responsibilities: construction cost assessments and construction contract compliance analyses; evaluate and develop internal controls associated with initiating, planning, delivering, and reporting capital projects; manage assessments of large-scale capital projects and evaluations of large capital programs; manage the review, analysis, and summary of construction claims and audits; manage the oversight and implementation of construction project corrective action plans; perform the project oversight and monitoring functions for large capital projects; manage the review, analysis, and reengineering of construction project policies and procedures; conduct business process assessments and develop business processes for the successful execution and management of large capital projects; and assist on non-construction related Forensic jobs, including fraud investigations and financial audit assist work. Seven years or more experience in accounting, engineering, construction, or project management required. Experience in the

Construction industry also required.

**Property Accountant: Confidential (New York)**

Investment real estate firm, focused on acquiring strategically located shopping centers in expanding secondary markets throughout the United States, seeks a Property Accountant to join its New York City team. Reporting to the Controller, the successful candidate will be responsible for: processing all payables, receivables, and cash receipts, while ensuring accurate posting to specific charges and accounts; performing bank reconciliation for all accounts, monitoring all banking and financial functions; calculating and entering all tenant charges, generating monthly rent bills and timely distribution to all tenants; preparing monthly management statements for all properties, managing the month end, quarterly, and year end closing processes; and preparing and assisting in analyzing the full set of financial statements including balance sheet, profit- and- loss, and cash flow statement. A minimum of 1 - 3 years of commercial property accounting required. Skyline knowledge a must. Bachelor's degree required (Accounting preferred).

**Director, Asset Recovery Service: Thor Equities, LLC (New York, NY)**

Thor Equities, LLC seeks a business originator with experience in investment banking, institutional investment sales or lending, with some focus on Real Estate. Qualified candidates will have a demonstrated network of banks, insurance companies, pension fund advisors, REITs and entrepreneurial owners who can sell the firm's asset capabilities and platform including leasing, construction and property management. The successful incumbent will have proven success at selling services to the networks mentioned above. Prior workout or specific asset turnaround experience on either side (Lender or Borrower) a plus.

**Director of Equity Funding: Corporex Companies, Inc. (Covington, KY)**

Corporex Companies seeks a Director of Equity Funding to ultimately become a leader in an equity role within the Company. Working with the Chief Operating Officer, in order to raise equity, and research and analyze potential investment opportunities for Corporex, this position will assume responsibility for the following: monitoring and upgrading systems designed to track and protect the investments of the various Corporex Family entities; overseeing investment management of the consolidated liquidity of the entities; actively leading an equity raising fund; working closely with the COO to monitor the capital, financial and futures markets in order to identify trends and select possible investments and investment strategies for consideration; and presenting new investment recommendations to be approved by the Investment Committee and in the transition of Corporex from a traditional, fully integrated real estate development company to a diversified financial investment concern that owns a large real estate portfolio. Knowledge of the capital markets, stock markets and options markets and must possess strong analytical skills. Two to three years in a similar position required; MBA or Master's in Finance is preferred.

**Director, Mortgage Market Analysis - Economist: Fannie Mae (Washington, DC)**

Fannie Mae has a federal charter and operates in America's secondary mortgage market to enhance the liquidity of the mortgage market by providing funds to mortgage bankers and other lenders so that they may lend to home buyers. The Director, Mortgage Market Analysis will plan, initiate and manage projects designed to assist Company management in assessing economic opportunity and business problem solutions by evaluating impacts of economic conditions on financial institutions and markets involving real estate. Additional duties include collaborating across departments to assess impacts on Company strategy, product offerings, investments, and financial performance; coordinating with leadership of various business units to understand their analysis relating macroeconomic and financial

market conditions; managing assignment of staff and other resources to economic research projects; and coordinating with other internal business units which have econometric and statistical analytical responsibilities. Ph.D in Economics or Finance required.

View hundreds of Job Listings at [SelectLeaders.com](http://SelectLeaders.com)

## Internship Opportunities with Silicon Valley Local Govt

INTERNSHIPS: Silicon Valley Local Government Internships 2009

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Your world starts in your community and so can your career!

A local government career gives you the opportunity to use your education and leadership skills to make a difference in your own back yard.

FORTY cities, counties, special districts and transit authorities throughout the silicon valley are looking for future leaders in such fields as:

Law

Information Technology

Engineering

Human Resources

Administration

Urban Planning

Finance

Project Management

Sustainability (water quality, green house gas reduction, recycling, etc.)

Not only do we offer interesting work, we pay well and offer direct experience.

[www.calopps.org](http://www.calopps.org)

Click: Search Jobs Now

Select: Internship under Job Type

\*\*Tip: Create a Personal Profile! You can receive internship listing updates through email and more quickly apply to opportunities.

Serve Your Community and Build Democracy!

Questions? Contact: Khashayar "Cash" Alaei, [Khashayar.Alaei@CityofPaloAlto.org](mailto:Khashayar.Alaei@CityofPaloAlto.org)

## Other Announcements:

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BREC Website Link: <http://www.berkeleyrealestateclub.org>

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