

LATEST NEWS & EVENT UPDATES - MAY 2018

# NAIOP CONNECT

## SAN FRANCISCO BAY AREA



### Cal Takes Home the Golden Shovel!

University of California, Berkeley's Hass Business School team, Berkeley Consulting Group, took home bragging rights, the coveted James W. Brecht Memorial Golden Shovel and a \$2,000 check for Challenge for Charity, compliments of Mechanics Bank at

NAIOP SFBA's 29th annual Cal-Stanford Real Estate Challenge Luncheon.

This year the teams sunk their teeth into the formidable task of creating a plan for development of the Warm Springs/South Fremont BART station. The 34-acre site encompasses the BART station with an existing public art rotunda and a massive 2,000 car surface parking lot... [READ MORE](#)

[View video about the Challenge here](#)



### EVENTS CALENDAR

#### May 22 (Tuesday)

Diveristy in CRE Roundtable

[REGISTER](#)

#### May 31 (Thursday)

Developing Leaders Happy Hour

[REGISTER](#)

#### June 4 (Monday)

13th Annual Golf Tournament

[BECOME A SPONSOR](#)

#### June 7-8 (Thurs/Fri)

I.CON18 Industrial Real Estate Conference

[REGISTER](#)

#### June 12 (Tuesday)

Developing Leaders Transbay Tour  
Save the Date

#### June 13 (Wednesday)

Real Estate Insider: Peninsula Office Market  
Save the Date

#### June 19-20 (Tues/Wed)

CBPA California



## Legislative Alert: Proposed Increases to SF Commercial Property Rent Tax Opposed

Please be aware that there will be two measures on the ballot for the City and County of San Francisco June 5th election that, if successful, would ultimately impose new taxes on commercial property rents.

If successful, [PROPOSITION C](#) would authorize an additional tax on the lease of commercial property in the amount of 1% of gross receipts for warehouse space and 3.5% for other commercial properties to fund childcare and early education programs (which is estimated to total approximately \$146 million a year).

If successful, [PROPOSITION D](#) would authorize an additional tax on the lease of commercial property in the amount of 1.7% of gross receipts to fund low/medium-income housing, homelessness services, and the general fund (which is estimated to total approximately \$70 million a year.) [READ MORE](#)

Join your NAIOP Chapter in actively opposing these measures today and donate to the Vote No on C & D Campaign.

[DOWNLOAD AN INFORMATION FLYER>>](#)

[DONATE TO THE CAMPAIGN>>](#)

Commercial Real Estate  
Legislative Summit in  
Sacramento

[REGISTER](#)

July 12 (Thursday)  
Bay Area Dealmakers  
Event  
Save the Date

[BECOME A MEMBER](#)



## Hole Sponsorships Still Available for the 13th Annual Golf Tournament!

Join NAIOP San Francisco for the 13th Annual Golf Tournament on Monday, June 4th. NAIOP's Golf tournament is a great day for friendly competition and networking at the beautiful Orinda Country Club.

[BECOME A SPONSOR](#)

## Special Thanks to Our Headline Sponsors



### Diversity in CRE Roundtable: Inclusiveness in the Hiring Process

Join NAIOP for a roundtable discussion focused on diversity and inclusion in the hiring process. This lunchtime event will feature special guest [Trina Wright](#) of Ferguson Partners in San Francisco, who leads the overall execution of real estate search assignments for clients across the United States.

Topics of discussion will include:

- Attracting diverse candidates in the recruiting process; top down & bottom up
- Insights and tips for both the employer, interviewee and the interviewer
- Retention after hiring & fostering career development opportunities
- Creating an inclusive company culture– the fabric of the employee value proposition

A limited number of seats still left - RSVP today! Lunch will be provided. [REGISTER](#)



### YPG Alumni - Where Are They Now?

**Megan Woodring** is a commercial real estate finance expert with a forte for structured debt and construction financing which she has derived executing more than \$4 Billion in debt placement. She thoroughly enjoys the lifecycle of the deal and especially relishes pitching deals to various lenders

ultimately creating a competitive environment to find an outlier bid. As Vice President in CBRE's Debt & Structured Finance division Woodring gets plenty of opportunities to experience this

exciting process. In her role, she participates in the placement of debt financing for all commercial real estate asset classes throughout the West Coast... [READ MORE](#)

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## Now Accepting Applications for the YPG Class of 2019!

NAIOP San Francisco Bay Area Chapter is now accepting applications for the Young Professionals Group (YPG) Class of 2018-19, the industry-leading professional development and leadership program... [READ MORE](#)

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## Welcome New Chapter Members!

Please join us in welcoming these new NAIOP SFBA Members from the month of April 2018.

**Brooks Baker**, CBRE

**Tina Davis**, Fidelity National Title

**Faith Kirkpatrick**, UC Berkeley

**Darren Kuiper**, Colliers International

**Andrew Lwin**, AIG Global Real Estate Investment Corp.

**Juliana Matson**, Bank of America Merrill Lynch

**Michael Mulligan**, Mechanics Bank

**Chris Owusu**, WeWork

**Barbara Speer**, Langan Company

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## PSA: NAIOP Corporate Site Is Under Construction

Members and those looking to become members, please note that NAIOP Corporate is in the process of migrating their membership database to a new system and while this is happening members will be unable to make edits to their accounts.

Non-members, if you wish to join NAIOP San Francisco during this time, please contact [admin@naiopsfba.org](mailto:admin@naiopsfba.org) and we will assist you with your application.

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## Platinum Sponsors



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Visit [www.naiopsfba.org](http://www.naiopsfba.org)

To ensure delivery, please add "[admin@naiopsfba.org](mailto:admin@naiopsfba.org)" to your address book.  
Contact us if you have any questions.

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