

NAIOP CONNECT

SAN FRANCISCO BAY AREA



Key Takeaways from Bay Area Dealmakers 2018

The Chapter held its annual Dealmakers event on Thursday, July 12th at 350 Bush Street in the old SF Mining Exchange. **Jason Chadorch**i, Managing Principal, Align Real Estate, moderated a candid discussion with three of the Bay Area's top capital markets advisors who happen to be good friends and entertaining sparring partners:

- **Mark Penrod**, Managing Director, Eastdil Secured
- **Rob Hielscher**, Managing Director, JLL Capital Markets Group
- **Steve Golubchik**, Vice Chairman, Commercial Capital Markets, Newmark Cornish & Carey

Chadorch*i* posed thought-provoking questions to the panel revealing their perspectives on:

- Foreign Capital
- Bay Area vs. other gateway cities
- Review of Bay Area submarkets
- Impacts of Prop C
- Effect on debt of Interest rate movement, LIBOR being up
- Trends – co-working, driverless cars and housing
- Advice for young professionals

As always Penrod, Hielscher and Golubchik delivered the goods.

Legislative Alert: NAIOP SFBA Opposes Rent Control Measure (Prop 10)

EVENTS CALENDAR

September 6 (Thursday)

Real Estate Insider: Tax Cuts & Jobs Act

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September 12 (Wednesday)

New Members Breakfast

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September 25 (Tuesday)

No on Prop 10: Save the Costa-Hawkins Rental Housing Act

[SAVE THE DATE](#)

October 4 (Thursday)

Fleet Week Social

[SAVE THE DATE](#)

October 18 (Thursday)

Real Estate Insider: 350 Bush

[SAVE THE DATE](#)

October 24 (Wednesday)

Capital Markets 2018 Update / 2019 Outlook

[SAVE THE DATE](#)



Proposition 10 is on the California ballot for November 6, 2018 and would repeal the Costa-Hawkins Rental Housing Act, thereby permitting local governments to adopt rent control ordinances (i.e., regulations that govern how much landlords may charge tenants for renting apartments and/or

houses).

Your NAIOP SFBA Chapter opposes this bill and urges members to vote “No” on Prop 10.

This Proposition is danger of passing because it is confusing and misleading to voters, so it is important for those who understand the potential impacts to get the word out to the community. It is being framed as the “Affordable Housing Act,” but in fact it repeals a housing law with no replacement and no plan to address affordable and middle-class housing. In fact, by allowing rent control and eliminating homeowner protections, owners will be disincentivized to rent or maintain quality units, further driving up housing costs and reducing home values. [READ MORE](#)

[BECOME A MEMBER](#)



Board Member Focus: Colby Wick

Colby Wick is a real estate professional who finds himself most fulfilled working on development projects at Shorenstein Properties. As Vice President with Shorenstein’s Capital Transactions Group, he

is responsible for sourcing, evaluating, negotiating and closing capital transactions throughout the Western US. “I am fortunate to work on a team that I continuously learn from and... [READ](#)

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NAIOP SFBA’s 2018 Membership “Draft”

We have created fun campaign designed to spur on competition and strengthen our ranks!

Here’s how it works:

- Refer "talent" (new members) to join NAIOP between 8/16 and 9/30
- Get entered in our drawing*

- Choose your prize!

Why participate:

- Support NAIOP SFBA at this critical time in the cycle
- Add quality real estate professionals to the NAIOP membership “team”
- Win a spa gift certificate or a ticket to Best of the Bay

Getting in the game is easy! Simply send your referral names and contact info to: admin@naiopsfba.org

*If they join, you get one entry per referral.



Real Estate Insider Lunch: Tax Cuts & Jobs Act

Taxes are complicated and got even more complicated with the Tax Cuts and Jobs Act of 2017. Should LLCs become C-Corps? What expenses can an LLC deduct? This

NAIOP SFBA Real Estate Insider lunch has panel of two tax experts who are going to discuss the new tax law: [David Sacarelos](#), a Senior Partner at Seiler focusing on high net worth families and real estate and [Brian Donnelly](#), a Senior Tax Partner at Farella Braun and Martel, with a special focus on tax issues affecting real estate development projects.

Join us in downtown San Francisco on Thursday, September 6 at 11:30. Lunch will be provided.

[REGISTER](#)



Developing Leaders Mentorship Program - Coming Fall 2018!

We are excited to announce that the Chapter will providing Developing Leader members with the opportunity to participate in the Mentorship Program again this year. This

unique program provides our younger members with valuable opportunities for professional growth through focused, one-on-one mentorship sessions with leaders in the San Francisco Bay Area commercial real estate community. Online registration will open in September, so if you are not a member and would like to participate, now is the time to join!

BECOME A MEMBER



Welcome New Chapter Members!

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

Margaret Cook, Tishman Speyer
David Diggs, JPMorgan Chase & Company
Matthew Friedman, Rockwood Capital
Matthew Hedberg, Eastdil Secured
David Iacoponi, TPG Real Estate
Kobi Joffe, Stockbridge Capital Group
Michael Kiper, Kiper Homes
Nik Lahiri, Essel Environmental
Tanner Larson, Kilroy Realty Corporation
Paul Mueller, Newmark Cornish & Carey
Greg Pearson, CenterPoint Properties
Tillie Ross, Fidelity National Title
Brian Stafford, Wells Fargo Bank
Krista Stephan, Stockbridge Capital Group
Wendi Thom, Fidelity National Title
Nick Zolintakis, Jay Paul Company



NAIOP National Conference:

CRE.Converge18

On October 15th in Washington, D.C. step outside the office for two days of powerful networking with 1,500+ CRE leaders and thought-provoking insights from industry experts and renowned keynote speakers... [READ MORE](#)

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Visit www.naiopsfba.org

To ensure delivery, please add "admin@naiopsfba.org" to your address book.
Contact us if you have any questions.

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