

September 23, 2020



CAL-STANFORD CHALLENGE 2020 SEPTEMBER 23, 2020



Opening Remarks Welcome & Corporate Sponsor Acknowledgements

David Karol, Ridge Capital Investors NAIOP San Francisco Bay Area Chapter President

Introduction, Challenge History and Challenge Sponsor Acknowledgments

Dennis Williams, NorthMarq Capital Challenge Chair

The Challenge Process

Alexandra Stoelzle, Kilroy Realty Corporation Challenge Co-Chair

Cal Team Presentation Stanford Team Presentation

Awards Ceremony & Presentation of the James W. Brecht Memorial Golden Shovel

Paul Stein, SKS Partners, Jury Chair Tamsen Plume, Jury Member

Presentation of the Challenge for Charity Award

Michael Mulligan, Mechanics Bank Challenge for Charity Sponsor

Site Sponsor Remarks David Holquin, Justin-Siena High School

Structured Team-Led Networking Sessions

Closing Remarks Dennis Williams, NorthMarq Capital

Justin-Siena High School is pleased to be the chosen site for the 2020 NAIOP SFBA Golden Shovel Challenge.

We are excited to see the outcome of the winning development proposal concept: "Maximize the real estate to maximize the mission."





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STANFORD TEAM









REAL ESTATE CHALLENGE COMMITTEE



Dennis Williams (Chair)



Lauren Pressman (Co-Chair)



Alexandra Stoelzle (Co-Chair)



Lauren Young (Co-Chair)



Congratulations to the NAIOP SFBA Real Estate Challenge Winner!

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2020 TEAM ADVISORS



CAL TEAM ADVISOR —

Bill Falik, *Managing Partner, Westpark Communities* Bill Falik has practiced land use, real estate, mediation, and environmental law in Northern California for the past 42 years. He graduated magna cum laude from Cornell University in 1968 and from Harvard Law School in 1971 serving as an editor of the Harvard Law Review. Mr. Falik is a Managing Partner of Westpark

Communities, having developed master planned communities with over 9,000 residential lots. Mr. Falik serves on the Policy Advisory Board for the Fisher Center. For over a decade, while continuing his development work, he has also been a Visiting and Adjunct Professor at Berkeley Law School, and he is on the Faculty of the Haas School of Business where he teaches an interdisciplinary course to law, business, planning, public policy, and civil engineering students.

He also coaches the Berkeley Golden Shovel team and co-coaches the Haas UT Austin team.



STANFORD TEAM ADVISOR —

Todd Regonini, *Chief Investment Officer, Development Properties, Sares Regis Group of Northern California* Todd Regonini has been with the Company from its founding and manages all aspects of the Residential Development Division including development and construction of infill, for-sale, and multifamily rental communities. He also provides expertise/guidance to individual

project teams for feasibility analyses, project programming, conceptual design and entitlements, pre-construction services, financing, and project operations.

Todd received a Master's Degree in Infrastructure Planning and Management/Civil Engineering from Stanford University and a Bachelor's Degree in Civil Engineering from Worcester Polytechnic Institute.

2020 JURY MEMBERS



Paul Stein (Jury Chair)

Managing Partner, SKS Partners

Paul is a co-founder of SKS Partners and has over 35 years of real estate experience in leasing, acquisition, asset management and disposition of commercial properties. Over the course of his career, Paul has managed the negotiation and execution of over 5 million square feet of lease transactions. From 1989 until

founding SKS, Paul was V.P. and Director of Marketing for The Shorenstein Company, one of the nation's largest privately held real estate development and asset management firms specializing in Class A office buildings. From 1980 until 1989, Paul was a Limited Partner and Director of Office Leasing for Damon Raike and Co., a full service commercial real estate brokerage firm whose activities were primarily on the west coast. Paul holds a BA degree from the University of California, Santa Cruz.



Chris Birdwell

Executive, Pacific Union Company

Chris is an executive with Pacific Union Company based out of St. Helena, CA with a focus on managing a real estate portfolio that includes a mix of Napa Valley office, residential, restaurant, and hotel properties. Since 2009, Chris has been responsible for the renovation and repositioning of Meadowood Napa Valley,

a 350 acre resort located in St. Helena that is one of only twelve hotels in the world to be awarded a Triple-Five Star Rating from Forbes Travel Guide and also home to its three-Michelin starred The Restaurant at Meadowood. In 2016 and 2017, Chris partnered with Chef Christopher Kostow on the renovation and opening of a new restaurant in St. Helena called The Charter Oak. From 2006 to 2008, Chris worked with Regis Homes of Northern California on the entitlements and development of a variety of residential communities. Prior to 2006, Chris spent two years working at Matt Construction on the completion of a number of interior projects at The Walt Disney Concert Hall as well as the renovation of The John Thomas Dye School, both located in Los Angeles. Chris holds a BS degree from the University of California, Berkeley and an MBA from Stanford's Graduate School of Business. Chris was a past participant in the 2005 Golden Shovel competition on Stanford's Villas Park Merced Golden Shovel team.



Kelly Kline

Chief Economic Development and Land Use Officer, Mayor Sam Liccardo's Office, City of San Jose Kelly Kline has worked in municipal government in Silicon Valley for over 25 years, focusing much of her career on business development, urban revitalization, and public/private partnerships. Kelly's background in Redevelopment, Economic Development, and Smart City

Innovation has allowed her to play pivotal roles in San Jose, Cupertino and Fremont as each of these communities have boosted their employment profile, developed key industry sectors, and enhanced amenities for residents. Kelly is a graduate of the Senior Executives in State and Local Government program at Harvard's Kennedy School.



Michael Mulligan

Vice President, Senior Relationship Manager, Commercial Real Estate Industries Group, Mechanics Bank Michael Mulligan does commercial real estate lending and portfolio management. For commercial real estate lenders Ford Financial Group (Calfed and Mechanics Banks) and Wells Fargo, he has resolved non-performing loans, and under-written and originated new loans. For

owners Prometheus, AvalonBay, and US Advisors he acquired, managed, financed, renovated, and sold properties. Mr. Mulligan has a bachelor degree from University of Notre Dame and an MBA from Santa Clara University.



Tamsen Plume

Executive Partner - San Francisco, Holland & Knight Tamsen Plume is the executive partner of Holland & Knight's San Francisco office, with 20 years of experience in complex land use and environmental law. She represents project proponents in land use and environmental permitting, compliance, and due diligence matters for complex land use, development and rede-

velopment projects, including acquisition of public property. Ms. Plume's practice includes all aspects of land use entitlements, including development agreements and other specialty land use contracts, California Environmental Quality Act (CEQA), Planning Law, Subdivision Map Act, State Density Bonus Law and Housing Accountability Act.



Thomas Siewert

Partner, Terrence J. Rose

Tom Siewert is the development and acquisitions partner with Terrence J. Rose, Inc., a Silicon Valley-based real estate development and investment firm. His experience includes the construction of office, R&D, industrial, retail, and commercial condominiums. He oversees project entitlement and business park development, sources

project capital and financing, and is responsible for the acquisition of outof-state multi-family communities. He has served on the NAIOP – Washington D.C. national board of directors, and received his Bachelor's degree in Real Estate and Urban Land Economics from the University of Wisconsin.

HISTORY OF THE CHALLENGE & GOLDEN SHOVEL AWARD



James W. Brecht

The Challenge was established in 1990 by Steve Chamberlin, a local developer and emeritus adjunct professor in real estate at UC Berkeley's Haas School of Business, to give graduate students hands-on experience in real estate development. Every year, teams are assigned a project site and given just 60 days to come up with a development proposal. A select panel of jurors reviews both proposals in detail and chooses a winner after the final team presentations on the day of the competition.

The winning team takes home the highly coveted prize and symbol of the Challenge, the James W. Brecht Memorial Golden Shovel. The prize, previously known as "The Shovel", was renamed in honor of Brecht, a long-time NAIOP and Challenge supporter, and president of Simons & Brecht, Inc. Mr. Brecht passed away in 2001.

James (Jim) joined Larry Simons' architectural practice in 1976, bringing not only his education and training as an architect, but also ideas about how architecture might result in better building environments when blended with development skills. Jim believed that developers should look at user requirements and how buildings are used, and design around these needs. This philosophy shaped the work that Jim and Larry undertook, resulting in buildings that performed well for users as well as owners and investors.

Jim had an abiding interest in the economic vitality of Sonoma County and was active in the Santa Rosa Chamber of Commerce, Go Sonoma, Leadership Santa Rosa, and City Vision. He was instrumental in the city's vision for the Railroad Square area, and the creation of the Food and Wine Center.





GO BEARS!

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SPIRE is pleased to sponsor the STANFORD UNIVERSITY TEAM in the 2020 NAIOP Real Estate Challenge



Eleni Alexandraki (MS '21)



Mona Li (MBA '21)



Auja Little (MBA '21)

Travis Melvin (MSx '20)





Joe Tobin (MBA '21)

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WE ARE PROUD TO SPONSOR THE NAIOP SAN FRANCISCO BAY AREA 2020 REAL ESTATE CHALLENGE

BEST OF LUCK TO BOTH UC BERKELEY AND STANFORD UNIVERSITY TEAMS!



WE WOULD LIKE TO THANK EVERY ONE OF OUR CLIENTS FOR THE OPPORTUNITY TO CONTINUE GUIDING THEM THROUGH THESE UNPRECEDENTED TIMES

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Terrence J. Rose, Inc. Is Proud To Sponsor The 31st Annual Cal/Stanford Real Estate Challenge Best Of Luck To Both Teams

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CONGRATULATIONS To Cal & Stanford Participants of The Golden Shovel Challenge



CHALLENGE HISTORY

Cal: 17 Stanford: 13



1990 · Port of Oakland 1994 - Hunter's Point Navy Yard 1995 - San Leandro BART 1996 - Hegenberger Oakland 1998 - Spieker Sunnyvale 2000 · Port of SF, Pier 70 2001 - Mare Island Legacy Partners' Site 2002 · Pacifica Site 2003 - 8th & Brannan, SF 2008 - Port of SF, Pier 90-94 2009 - Port of SF, Pier 21-23 2010 · Downtown Walnut Creek 2011 - City of Livermore 2012 - Balboa Reservoir 2015 - Fort Mason, Pier 1 2018 - Fremont/Warm Springs BART 2019 - City of San Jose, Regional Water Facility



1991 - Menlo Park Site 1992 - Oakland Rotunda 1993 - Santa Rosa Convention Center 1997 - Octel Headquarters 1999 - Union City BART 2004 - Goodwill Industries, SJ 2005 - The Villas Park Merced 2006 - Goodwill Industries, SF 2007 - Solano County Fairgrounds 2013 - Millbrae Yard 2014 - Brooks Hall 2016 - Prologis Warehouse, S. SF 2017 - City of San Bruno Plaza

NAIOP SFBA LEADERSHIP 2020

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