

Land Use Roundtable: Beating the Odds

Sheppard Mullin, San Francisco
08.31.2010

By Invitation Only

Join our panel of industry experts as they discuss the state of development in the Bay Area. They will address:

- how to maintain a solid, year after year tenant and lender relationship when the market swings from "yeah, let's go" to "whoa, not so much"
- examples of projects that have made headway, and developers' perspectives on why banks sometimes say "no go"
- what lenders are looking for and what projects they ARE funding
- how to build a robust portfolio of leases with locals, regionals and nationals to get a wide swath of creative deal-making

Date:

Tuesday, August 31

11:45 a.m. - 12:00 p.m. - Registration & Networking

12:00 p.m. - 1:00 p.m. - Roundtable Q&A and Lunch

Location:

Sheppard Mullin

4 Embarcadero Center, Seventeenth Floor,

San Francisco, CA 94111

Moderator:

- Tina Essegian, Vice President, Terranomics

Panelists:

- Vincent "Buzz" Butler, Principal, Lake Street Ventures
- David Irmer, President, Innisfree Company
- Todd Oliver, Partner, Terranomics
- TBA, Borel Bank

Questions? Contact Nena Castro at ncastro@sheppardmullin.com or 415.774.3252.

MCLE:

This activity complies with standards for Minimum Continuing Legal Education prescribed by the California State Bar and is approved for 1 hour of MCLE credit. Sheppard, Mullin, Richter & Hampton LLP is a State Bar of California approved MCLE provider.