

Better Together – How the Property Sector Impacts Urban Vitality

Katherine August-DeWilde

President & Chief Executive Officer, Partnership for San Francisco

Katherine August-deWilde is a seasoned business leader and philanthropist, known for her transformative 30-year tenure at First Republic Bank, where she served as President from 2007 to 2015. She is the President and CEO of Partnership for San Francisco, an initiative aimed at fostering innovation and economic vitality in the city. Katherine currently serves on the boards of Sunrun, Eventbrite, Newfront, Tipping Point Community, and the San Francisco Housing Accelerator Fund. Recognized for her leadership, she was honored with the Stanford GSB Excellence in Leadership Award in 2018 and has been named among the Bay Area's most influential women. Holding an MBA from Stanford and a BA from Goucher College, Katherine continues to contribute her expertise to corporate governance and nonprofit initiatives.

Relina Bulchandani

Executive Vice President, Real Estate & Workplace Services, Salesforce

Relina Bulchandani is the Executive Vice President of Real Estate & Workplace Services at Salesforce, where she oversees the company's global real estate strategy, workplace design, and employee experiences, with a focus on collaboration, connection, and sustainability. Passionate about sustainable buildings and cities, she integrates technology into design and operations to align with Salesforce's sustainability values. Prior to Salesforce, Relina held senior leadership roles at Stripe, Google Cloud, Cisco, Forest City Enterprises, Realm Business Solutions, and Ernst & Young, managing extensive real estate portfolios and spearheading workplace transformations. She holds an M.S.E. in technology management from The Wharton School and the University of Pennsylvania and a B.A. in economics and political science from UC Berkeley. Relina also completed advanced studies in real estate finance and sustainability at MIT's Center for Real Estate.

Gino A. Canori

President, Related California

Gino A. Canori serves as the President of Related California, where he oversees the development and strategy for mixed-use, multifamily, and mixed-income residential projects across California. With over 22 years at the company, he has been instrumental in building a portfolio exceeding \$5 billion in development costs, currently managing a \$10 billion pipeline that includes more than 7,000 residential units and 5 million square feet of commercial space in key regions such as San Francisco, Silicon Valley, Los Angeles, and Orange County. His leadership spans all facets of development, including planning, financing, construction, and asset management. A graduate of the USC Marshall School of Business, Mr. Canori actively contributes to the real estate field through roles on the Executive Committee of USC's Lusk Center for Real Estate, the Policy Advisory Board at UC Berkeley's Fisher Center for Real Estate and Urban Economics, and other industry boards.

Eric Chan

Chief Business and Strategy Officer, GAP, Inc.

Eric Chan is the Chief Business and Strategy Officer at Gap Inc., overseeing Strategy, Corporate Planning, B2B and International Commerce, Loyalty, Procurement, and Real Estate and Facilities teams. With over 20 years of financial and operational leadership experience across Fortune 500 companies and startups, he has a proven track record in fostering creative, entrepreneurial cultures through strategic planning and rigorous operational oversight. Prior to Gap Inc., Eric was CFO for the LA Clippers, where he managed administrative operations and long-term planning. He also served as COO at The Bouqs Company and CFO at Loot Crate, scaling the latter to \$165 million in revenue and earning recognition as the Fastest Growing Company in the U.S. by *Inc.* Magazine. Earlier in his career, Eric held senior roles at Mattel and Cisco Systems. Notable accolades include the LA Business Journal's Private Company CFO of the Year Award in 2020 and inclusion in Gold House's A100 List for impactful Asian Pacific leaders. He holds an MBA from Harvard Business School and a bachelor's degree in business administration from UC Berkeley. Eric also serves on the Board of Directors of Heritage Financial Corporation.

Michael A. Covarrubias

Chairman and Chief Executive Officer, TMG Partners

Michael Covarrubias is the Chairman and CEO of TMG Partners, a leading real estate development firm in the San Francisco Bay Area. Since joining the company in 1988 and assuming leadership in 1995, he has overseen its operations, nurturing an entrepreneurial culture that has driven the entitlement, development, and management of a diversified portfolio spanning 30 million square feet and valued at \$5.5 billion. Prior to TMG, Michael spent 17 years at Union Bank, where he held roles in commercial and real estate lending, administrative management, and served as Senior Vice President and Manager of the Silicon Valley Regional Real Estate Center. A graduate of the University of San Francisco with a degree in business administration, Michael is also recognized for his leadership in addressing regional challenges through roles such as chairing the Bay Area Council and co-chairing CASA, a collaborative initiative tackling housing crises. His contributions to real estate and civic engagement earned him a Lifetime Achievement Award from the *San Francisco Business Times* in 2019.

Ramsey Daya

Executive Vice Chairman, Newmark

Ramsey Daya is Executive Vice Chairman at Newmark, where he leads the Debt and Structured Finance team for Northern California and the Pacific Northwest. He joined the firm in 2017 through its acquisition of Regency Capital Partners, which he co-founded and grew into one of the most prolific independent mortgage brokerage firms in the Western US. With over 20 years of experience, Daya has closed more than \$50 billion in capital markets transactions, including platform capitalizations, portfolio and single-asset financings across all asset classes. He specializes in raising debt and equity for a broad range of clients, including institutional and private owners, U.S. REITs, fund managers, and global investment banks. Earlier in his career, he held roles at Cohen Financial and Applied Materials, and began his career in venture capital banking at Silicon Valley Bank. He graduated with honors from Santa Clara University with a B.S. in finance.

Ted Egan

Chief Economist, City and County of San Francisco

Ted Egan has been the Chief Economist of the City and County of San Francisco since 2007. He and his team are charged with reporting to decision-makers and voters on the economic impact of major city legislation, and he has authored or co-authored over 125 legislative impact reports in his time at the city. Before joining the city, he managed economic development strategy projects for ICF International, with clients across North America, Europe, the Middle East, and Latin America. He received his Ph.D. from UC Berkeley and taught in the Economics and City Planning Departments at Berkeley for over ten years.

Oz Erickson

Principal & Chairman, Emerald Fund

Oz Erickson is the founder and Chairman of Emerald Fund, a prominent San Francisco-based real estate development firm established in 1979. Under his leadership, Emerald Fund has developed over 5,500 housing units, as well as commercial and retail projects, contributing significantly to urban development in the Bay Area. Oz is deeply involved in all aspects of the development process, including project identification, entitlements, financing, design, and marketing. A graduate of Harvard University (BA) and Stanford Business School (MBA), Oz has received numerous accolades for his contributions to the industry, including the San Francisco Business Times' Lifetime Achievement Award for Most Admired CEO in 2013. Beyond his professional achievements, he has served on various boards and committees, including SPUR and the San Francisco Parks Alliance, reflecting his dedication to community development and urban planning.

Conor Famulener

Executive Vice President, CBRE

A fourth generation San Franciscan, Conor is one of the youngest Executive Vice Presidents in CBRE Bay Area history. His primary focus is on advising institutional investors throughout the greater San Francisco office market. In Conor's 20 years in the real estate industry (all with CBRE) he has quickly become regarded as one of the top agency brokers in San Francisco, quarterbacking many of the largest transactions in recent years. He is recognized for his real time and in-depth knowledge of the market and frequently assists CBRE's Capital Markets team with large-scale institutional dispositions. A graduate of UC Berkeley, Conor was Team Captain of the basketball team, playing on 3 NCAA Tournament teams. He lives in Marin with his wife and four children.

Chris Hartung

Executive Director, Fisher Center for Real Estate and Urban Economics, Berkeley Haas

Christopher J. Hartung, Senior Adviser at Rosen Consulting Group, has over 30 years of experience in the real estate economy. He is the Co-Founder of Terra Firma Asset Management and serves as Executive Director of the Policy Advisory Board at UC Berkeley's Fisher Center for Real Estate and Urban Economics, as well as an Executive-in-Residence at the Haas School of Business. Previously, he held leadership roles including Portfolio Manager at Lazard's Global Real Estate Securities team, Managing Director at Eastdil Secured, and Head of Real Estate Equity Research at Wells Fargo Securities and Banc of America Securities. A Cornell University graduate, Hartung is a full member of the Urban Land Institute and has served in various governance roles in the real estate sector.

Rob Hielscher

Senior Managing Director, JLL

Rob Hielscher is a Senior Managing Director and co-head of JLL's San Francisco Capital Markets team, where he leads office investment advisory assignments across Northern California and serves on JLL's US Capital Markets Leadership Team. Since joining JLL in Chicago in 2003 and transferring to San Francisco in 2006, Rob has completed over \$16 billion in commercial real estate transactions, specializing in investment sales advisory and joint venture equity. Rob is actively involved in industry leadership roles, including serving on the Policy Advisory Board of the Fisher Center for Real Estate and Urban Economics, as Vice-Chair of ULI San Francisco's Commercial Local Product Council, and as an AFIRE delegate.

Connor Kidd

President and Chief Executive Officer, The Swig Company

Connor Kidd is President and CEO of The Swig Company and has over a decade of institutional commercial real estate experience. Connor joined The Swig Company in 2009 with the Investments Team and led the Asset Management team from January 2019 until September 2023. Throughout his career, Connor has participated as a principal in transactions of over \$5 billion in value, comprising over 6 million square feet and over 500 multifamily units. Before joining The Swig Company, Connor held real estate positions at Hunter Properties, AMB Properties (now Prologis), and North Star Realty Finance. Connor has a Bachelor of Science and an MBA from Stanford University. He is an active member of the San Francisco NAIOP chapter and a member of the Stanford Alumni Real Estate Counsel (SREC).

J.D. Lumpkin

Executive Managing Director, Cushman & Wakefield

J.D. Lumpkin is the Executive Managing Director and Investor Services Lead of Cushman & Wakefield's San Francisco office. J.D.'s brokerage practice is primarily focused on agency leasing in downtown San Francisco and he is consistently ranked among the top commercial real estate brokers in the Bay Area. With 22 years of experience at Cushman & Wakefield, he has leased and sold over 9 million square feet, including the historic Salesforce Tower lease (714,000 SF). A recognized authority within the real estate community, J.D. is a regular guest speaker on numerous industry panels and a prolific thought leader who has appeared regularly in the Wall Street Journal, Forbes, Bloomberg, The San Francisco Business Journal, The San Francisco Chronicle and other industry publications. J.D. leads C&W's Investor Services Council in San Francisco and is among 15 members of the company's National Investor Services Leasing Group.

Charles W. Malet

President and Chief Investment Officer, Shorenstein Realty

Charlie Malet joined Shorenstein Realty Services in 1996. He participates in the strategic direction of the company as a member of its executive committee. As president and chief investment officer, Mr. Malet's responsibilities include directing the sourcing of investment opportunities for the company, managing dispositions, completing property financings and refinancings, developing and executing investment plans for all properties, and overseeing the investment performance of all assets. Mr. Malet chairs the company's investment committee. Mr. Malet is a member of the Urban Land Institute. Prior to joining Shorenstein, Mr. Malet was a vice president at Cornish & Carey Commercial for eight years, where he served as an agent for commercial properties and sales, handling leasing assignments for both landlords and tenants. Mr. Malet graduated from University of San Diego with a B.B.A.

Chris Meany

Partner, Wilson Meany

Chris Meany is the managing partner of Wilson Meany, where he strives to develop real places that offer the kind of life we all aspire to, where we get to engage with one another in an authentic community. Communities under construction that Chris and his team are actively shaping include Treasure Island, Yerba Buena Island, Hollywood Park, and Bay Meadows. Notable completed projects include the Ferry Building, the Flood Building and 140 New Montgomery. Chris is a California native and a graduate of Georgetown University. He currently splits his time between San Francisco and Los Angeles.

Alexander Mehran, Sr.

Chief Executive Officer, Sunset Development

Alexander Mehran Sr. is the Chairman of Sunset Development Company, a private real estate organization founded by his father, Masud Mehran, in 1951. A graduate of Harvard College and Cambridge University, where he earned a law degree with honors, Mehran began his career managing real estate assets at J.P. Morgan before joining Sunset Development in 1977. Under his leadership, the company transformed Bishop Ranch in San Ramon into a 585-acre integrated business community with over nine million square feet of office, retail, hotel, and research facilities, employing approximately 30,000 people across 600 companies. Sunset also developed Sunset-Town in Livermore, a planned community featuring thousands of homes and apartments. Mehran has served as Chairman of the Federal Reserve Bank of San Francisco and held leadership roles with institutions such as Caltech, The Real Estate Roundtable, and the Bay Area Council. A San Francisco native, he resides in the city with his wife Carolyn and has two adult children.

Brian Newman

Vice President for Real Estate, UCSF Health

Senior Associate Vice Chancellor, UCSF

Brian Newman is vice president for real estate at UCSF Health and a senior associate vice chancellor at UCSF. Newman oversees all campus real estate planning, space management and capital construction activities, as well as the UCSF Health Department of Design and Construction and UCSF Health Major Capital Projects. He and his team focus on delivering high-performing workspaces and patient care areas that are welcoming, easy to navigate and sensitive to UCSF's neighbors. Newman previously was vice president of campus development at Oregon Health & Science University (OHSU), where he oversaw planning and development of OHSU's new campus on Portland's South Waterfront, with more than 2 million square feet of clinical, academic and research facilities. Before joining OHSU, he spent 15 years as a planning consultant and elected official working on land use and transportation projects in the Portland metro area. Newman has a master's degree in city and regional planning from the University of California, Berkeley.

Kenneth T. Rosen

Chairman, Rosen Consulting Group

Managing Director, Andersen

Chairman, Fisher Center for Real Estate and Urban Economics, Berkeley Haas and Professor Emeritus at the Haas School of Business at the University of California, Berkeley

Ken Rosen is Managing Director of Andersen, Chairman of Rosen Consulting Group, and the Fisher Center for Real Estate and Urban Economics at the Haas School of Business, University of California, Berkeley, where he is also Professor Emeritus. With a Ph.D. in Economics from MIT and a B.A. with highest honors from the University of Connecticut, Rosen has had a distinguished career as an

economist, authoring over 100 articles and four books on real estate and finance. He previously served as Chairman and founder of Rosen Real Estate Securities LLC and Lend Lease Rosen Securities, both REIT money management firms, and was a special real estate advisor to the Davos World Economic Forum. Additionally, he has held roles as a trustee of the Urban Land Institute, testified before U.S. congressional committees on housing policy, and taught economics at Princeton University. Recognized for his expertise, he frequently appears in prominent media outlets discussing real estate trends.

Dan Safier

President, Chief Executive Officer, and Co-Chief Investment Officer, Prado

Dan Safier is the President, CEO, and Co-CIO of Prado Group. Dan is responsible for the firm's overall investment and development operations. Throughout his 30+ years in the business, Dan has invested and developed residential, retail, office, and mixed-use properties throughout the Western US. His passion is creating great walkable, urban mixed-use environments. He is a member of the Urban Development Mixed-Use Council (UDMUC) of the Urban Land Institute, ICSC, and Lambda Alpha International. He is the former Chairman of the Board and Board Member of the Jim Joseph Foundation, where he chairs the Real Estate Committee, a former Director of SPUR, a Member of the UC Berkeley Fisher Center Policy Advisory Board, a Trustee of the Schultz Family Foundation, and a Founding Member of UC Berkeley's Turner Center for Housing Innovation. Dan received his B.A. from UC Berkeley and his JD from UC Hastings College of Law.

Ned Segal

Chief of Housing & Economic Development, City and County of San Francisco

Ned Segal is a dedicated and passionate San Franciscan, having grown up, raised a family, and worked in the City for most of his life. Prior to his role as San Francisco's Chief of Housing and Economic Development, Ned served as Twitter's Chief Financial Officer, as Senior Vice President of Finance for Intuit, as Chief Financial Officer of RPX Corp, and in a variety of roles at Goldman Sachs. He is also an active volunteer in the non-profit sector, having served as a board member of Tipping Point Community and a founding board member of the San Francisco Neighborhood Theater Foundation. He and his wife live in their hometown of San Francisco with their three children.

Anne Taupier

Director of Development, Office of Economic and Workforce Development

Anne Taupier serves as the Director of Development for San Francisco's Office of Economic and Workforce Development, where she oversees large-scale public-private mixed-use development and housing projects. Her role includes negotiating community benefits packages that align with the city's goals for housing affordability, sustainability, equity, and transportation while advancing legislative priorities to streamline housing construction and commercial-to-residential conversions. Since 2009, Anne has contributed to major San Francisco projects such as the 2013 America's Cup, Potrero Power Station, Treasure Island, and Balboa Reservoir, which collectively aim to deliver over 30,000 new residences. Previously, she worked under Mayor Gavin Newsom and as an investigator for the City Attorney's Office. A University of Massachusetts graduate with degrees in Fine Arts and French, Anne co-founded The Kerouac Corporation to promote arts programs in her hometown of Lowell, Massachusetts. Anne is an active member of professional organizations including the Urban Land Institute and LAI Land Economics Society.

Owen Thomas

Chairman & CEO, BXP

Owen D. Thomas is the Chairman and Chief Executive Officer of BXP. He has served as the CEO and a director of BXP since April 2013, and he was appointed Chairman of the Board in May 2022. Mr. Thomas is a Director of Lehman Brothers Holdings and served as its first Chairman from 2012 until 2013. Prior to Lehman, Mr. Thomas was with Morgan Stanley for 24 years serving in various roles, business units and locations. Mr. Thomas is a Director of the Real Estate Roundtable, a member of the Advisory Board of Governors of NAREIT and a member of the Economic Club of New York. He is a former Chairman of ULI and of PREA. He attended and is Chairman of the Board of Trustees of Woodberry Forest School, received a B.S. in Mechanical Engineering from the University of Virginia and an M.B.A. from Harvard Business School.

Ben Tranel, AIA, LEED AP

Managing Director & Principal, Gensler

Ben Tranel, Co-Managing Director of Gensler's San Francisco office, is an architect dedicated to the transformative power of design and its ability to communicate values and shape human experiences. With over 19 years at Gensler, Ben has led diverse projects across geographies, including the Shanghai Tower, the Tower at PNC Plaza, Zeiss Innovation Center, and Meta's Campus at Burlingame Point. Known for his collaborative leadership, he excels at aligning competing viewpoints to deliver impactful, award-winning designs recognized by organizations such as AIA and Architect Magazine. Ben has played a pivotal role in expanding Gensler San Francisco's strategic direction, talent diversity, and local and global relationships. Beyond his professional achievements, he serves on various boards and committees, volunteers with local organizations, and has chaired the jury for the Urban Land Institute's Americas Awards Excellence Program.

Jeff Weber

Managing Director & Board Member, Eastdil Secured

Jeffrey N. Weber is a Managing Director and Board Member of Eastdil Realty Company, L.L.C., a leading real estate investment banking firm and subsidiary of Wells Fargo Bank. Since joining Eastdil in 1981 after earning a Bachelor of Arts in Economics from the University of California at Davis, he has been involved in approximately \$5 billion of the firm's \$30 billion in financing, sales, and advisory transactions. His notable deals include The Century Plaza Towers, Park Merced, and The Claremont Resort Hotel and Spa. A member of professional organizations such as the Urban Land Institute and NAREIT, Mr. Weber brings extensive expertise in raising capital for large-scale commercial real estate projects across various sectors.

Jim Wunderman

President and Chief Executive Officer, Bay Area Council

Jim Wunderman is President and CEO of the Bay Area Council, a CEO-led public policy organization focused on advancing the Bay Area's global competitiveness and sustainability. Since 2004, he has grown the Council's membership to over 325 companies and led initiatives in housing, transportation, climate resilience, and economic development. He chairs the San Francisco Bay Ferry Board and founded the New California Coalition. Previously, Jim served as Chief of Staff to San Francisco Mayor Frank Jordan and Senior Vice President at Provident Financial. A Visiting Professor at UC Davis, he holds a political science degree from San Francisco State University. Jim resides in Contra Costa County with his wife and five children.