



**ULI SAN FRANCISCO DISTRICT COUNCIL
COMMERCIAL LOCAL PRODUCT COUNCIL AGENDA**
Wells Fargo Penthouse: Dining Room
Friday, June 2, 2023

SF Local Commercial Council Leadership

Co-Chair: Corie Edwards, Partner, Reuben, Junius & Rose
Co-Chair: Meade Boutwell, Senior Vice President, CBRE
Vice-Chair: Kathleen Burgi-Sandell, Vice President Regional Manager, James Campbell Company
Vice-Chair: Faye Beverett, Principal, Bard Consulting

8:00 - 8:25 AM – Registration, Breakfast, & Networking

8:25 – 8:30 AM – Welcome & Introductions

8:30 – 9:45 AM – San Francisco Conversions (Joint Session in Boardroom)

Panelists will review different aspects of office to residential conversion, including recent research and policy implications, status of legislation in San Francisco, and lessons learned from conversion of the former Dugoni School of Dentistry in San Francisco.

Speakers: **Kate Collignon**, Partner, HR&A Advisors
Sujata Srivastava, San Francisco Director, SPUR
Gregg Miller, Partner, Coblenz
Kim Diamond, Managing Director, Harvest Properties, Inc.

9:45 – 10:00 AM – Coffee Break & Networking

10:00 – 10:05 AM – Council Updates

10:05 – 10:50 AM – Economic Overview

Alexander Quinn will discuss US and San Francisco Bay Area economic trends and their impact on local real estate markets.

Speakers: **Kathleen Burgi-Sandell**, Vice President, Regional Director, James Campbell Company (Moderator)
Alexander Quinn, Director of Research, Northern California, JLL

10:50-11:10 AM – Coffee Break & Networking

11:10 – 12:00 PM – Debt Overview

As today's lending markets are in a state of flux, we will hear from institutional and regional lenders, as well as a commercial mortgage broker, about the state of the lending market and current loan underwriting assumptions.

Speakers: **Melanie Gangel**, Senior Vice President, PCCP (Moderator)
Mike Coen, Director and Head of Regional Production, MetLife
Brian Heafey, Partner, PCCP
Bart Hutchins, Senior Vice President, Regional Director, California Bank & Trust
Keith Padien, Executive Managing Director, Capital Markets, Cushman & Wakefield

12:00 PM – Conclusion & Sign Out