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REAL ESTATE

DEALMAKERS 2011

Last year, Sheppard Mullin Richter & Hampton LLP partner Robert Thompson handled the largest private land acquisition in recent San Francisco history and spearheaded a groundbreaking public-private partnership agreement for a project at UC San Francisco's Mission Bay campus, among other matters.

The 67-year-old Harvard Law School graduate regularly represents investors and developers in real estate investments, development and financing, and he is expert in the California Environmental Quality Act and other land-use laws.

In 2010, Thompson represented the fast-growing technology company Salesforce.com in its \$278 million acquisition of eight parcels on 14 acres in the Mission Bay District from the real estate investment trust Alexandria Real Estate Equities Inc. Salesforce, an online sales software company, plans to construct its new 2 million-square-foot international headquarters on the site, and the corporate campus will eventually accommodate up to 8,000

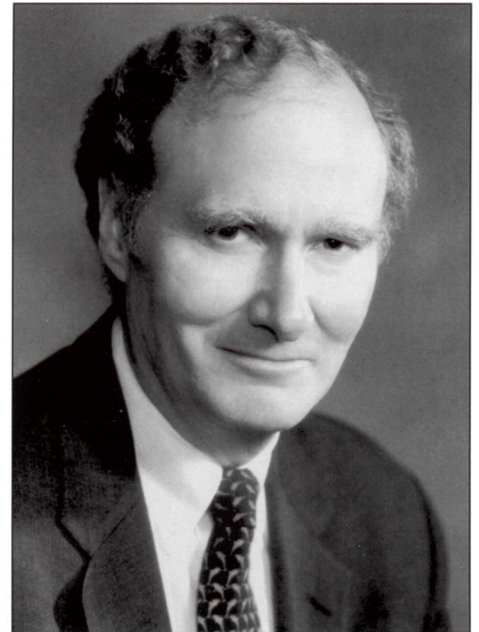
Robert Thompson

Sheppard Mullin Richter & Hampton LLP
San Francisco

Clients: University of California, Salesforce.com, West Village Community Partnership

\$1 BILLION

ESTIMATED TOTAL VALUE OF 2010 TRANSACTIONS



employees.

Aside from the sheer size of the transaction, the deal is notable because of the short timeline to close.

"This is a piece of property that is large and immediately developable that's on the waterfront," Thompson said. "That is unheard of in San Francisco and very unusual for the Bay Area. Alexandria ... wanted to realize the profits as soon as they could, and there were people lined up to buy the property. We felt the deadline they gave us was a serious one."

Also in 2010, was Thompson leadership of the team of lawyers representing UC San Francisco and the non-profit Campus Facilities

Improvement Association in developing a \$200 million Neurosciences Research and Clinical facility at UCSF's Mission Bay Campus. Instead of pursuing the traditional "design-bid-build" process undertaken by the UC schools, Thompson's group implemented a complex public-private partnership transaction. Under the agreement, a private developer agreed to build the facility and rent it back to the university for 30 years. After that period expires, the school inherits the improvements and the land.

"By doing that, there's all kinds of efficiencies and benefits, and technically it does not have to go through a lot of the requirements the university would have to go through [otherwise]," Thompson said. "It's a model we think the university may use again for other projects."

— Anna Scott



Mission Bay, San Francisco

Courtesy of UCSF