

### 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](mailto:ncastro@sheppardmullin.com) or 415.774.3252.

**MCLE:**

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