

## Building for Tomorrow Today

### An Overview of Trending Issues for Developers

10.09.2015

8:00 a.m. - 9:00 a.m. Breakfast & Networking

9:00 a.m. - 12:00 p.m. Program

Round Hill Country Club

3169 Roundhill Road, Alamo

*Presented by the BIA's Bureau of Real Estate Committee*

**Click here for more details and registration information.**

Who Should Attend?

Builders, Executives and Acquisition Teams, Project Managers, BRE Processors, Sales & Marketing, City Attorneys, City Planners, Title Company Agents

**Join industry experts as they present information in a symposium format with the following key topics:**

DAVID M. VAN ATTA, Hanna & Van Atta: Moderator

#### **DROUGHT:**

DON HOFER, VP of Community Development, Shea Homes MIKE YERAKA, General Manager, Diablo Water District

How drought issues will impact residential developments, how the Diablo Water District is working with the development community, and Shea Homes Northern California's plans for integrating solutions in its developments.

#### **SOLAR:**

GREGORY ASPENALL, Builder Sales Manager, SolarCity

Planning and designing with solar in mind: product and payment types, financing mechanisms, standard vs. optional, effect on resale and common misperceptions - the future of solar.

#### **FINANCE:**

JONEL P. JACKSON, Branch Sales Manager, EverBank

The ever-changing face of Fannie Mae (FNMA) when structuring condominiums. FNMA's current position on Mixed Use Developments and Condo Conversions. A look at TRID – the new TILA RESPA Integrated Disclosure and how to manage it.

**LEGAL ISSUES:**

MICAH D. BOBO, Real Estate Attorney and Broker, Sheppard Mullin Richter & Hampton

Legal issues relevant to housing developers in today's marketplace.

**BRE UPDATES & BUDGET CHANGES:**

CHRIS NERI, Assistant Commissioner, CA Bureau of Real Estate RYAN LEPTIEN, Director, BRE Budgets and Reserve Studies Division, The Helsing Group

BRE Updates from the Assistant Commissioner and information on new budgeting rules and techniques.

**COMMUNITY DESIGN:**

DONALD J. RUTHROFF, Senior Associate / Senior Architect, Dahlin Group Architecture Planning RAY HASHIMOTO, Principal, Land Development Manager, H.M.H., Inc.

What's new and exciting in land planning and project design, and addressing the changing market place.

**MARKETING:**

DAN STOKES, Executive Vice President, JStokes Agency

Using Data-Driven Marketing to Generate Traffic and Nurture Leads: The 5 essential components of today's digital marketing plans.

## Practice Areas

Real Estate Development

Real Estate, Energy, Land Use & Environmental