

THE CENTER FOR REAL ESTATE
Breakfast Series



LANDLORD OR TENANT MARKET – YOU BE THE JUDGE!
THURSDAY, JANUARY 31, 2008



“Landlord or Tenant Market – YOU be the Judge!”

The current state of the real estate market has everyone guessing who's got the advantage – the landlord or the tenant? Does it depend on the product type, the location, or something else entirely? A panel of well-known developers will engage in a lively point-counterpoint discussion on what's happening in the marketplace today and share their thoughts on what we can expect to see in 2008 and beyond. Not your typical commercial real estate forecast – this is YOUR opportunity to ask questions and hear from the experts! The panelists include:

- **Lang Cottrell** is Regional President of the West Region South for LNR Property Corporation's Commercial Property Group, and is responsible for managing the company's development activities throughout southern California, Las Vegas, and Arizona. A 20-year industry veteran, he has handled the acquisition, design, development, and disposition of more than 12 million square feet of commercial property.
- **William Flaherty** is Senior Vice President of Marketing at Maguire Properties, and has responsibility for creating and overseeing marketing strategies and branding initiatives for the company. He also participates in major transactions as well as analyst and investor presentations.
- **Doug Holte** is one of four regional partners for Hines on the west coast, handling investment, development, and management activities with a focus on Orange and San Diego Counties. Over his two-decade career with Hines, he has been responsible for more than 10 million square feet of office and life science property developments and investments.
- **Terry Thompson** is Vice President of Acquisitions and a partner with WCB Properties with overall responsibility for acquiring new investment and development opportunities for the company. Terry is from Orange County and has spent his entire 20-plus year career in commercial real estate working throughout the southern California industrial and office markets. He is the 2008 President of NAIOP SoCal.
- **Joseph Vargas**, our moderator, has more than 20 years of experience in the real estate industry and is responsible for managing the operations of Cushman & Wakefield's southern California offices. During his career, he has specialized in the marketing, leasing, and sales of premier office buildings throughout California.

DATE Thursday, January 31, 2008

TIME 7:30 to 9:00 a.m.

Registration, networking, and continental breakfast begins at 7:30 a.m. Program begins promptly at 7:45 a.m. and concludes at 9:00 a.m.

NEW LOCATION PACIFIC CLUB

4110 MacArthur Blvd., Newport Beach, CA 92660

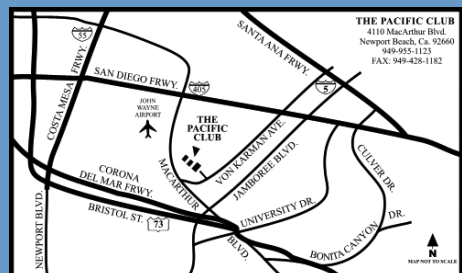
MODERATOR Joseph Vargas, Sr. Managing Director & Area Manager
Cushman & Wakefield of California, Inc.

PANELISTS Lang Cottrell, President, West Region – South
LNR Property Corporation

William Flaherty, Senior Vice President of Marketing
Maguire Properties

Doug Holte
Senior Vice President
Hines

Terry Thompson
Partner & Vice President
of Acquisitions
WCB Properties



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Thursday, January 31, 2008

\$50 per person

\$45 Corporate Partners & Alumni

Register by
January 28, 2008

Name _____

Company _____

Title _____

Address _____ City/Zip _____

Phone _____ Fax _____ Email _____

Regular Attendee (\$50) Corporate Partner/Alumni (\$45)

I am enclosing a check for \$_____ made payable to UC Regents.

Please charge to my credit card. Visa MasterCard Discover American Express

Card Number _____ Exp. Date _____

Name on Card _____

Signature _____

Cancellations received after Jan. 28 will result in forfeiture of payment or substitution for future program.

MAIL Real Estate Breakfast Series, c/o CGF Associates, 2900 Bristol St., G-105,
Costa Mesa, CA 92626

FAX 714.979.0403

For more information, please contact us at 714.979.9131, ext. 223 or cre@merage.uci.edu.
Form may be duplicated for additional registrants.

THE CENTER FOR REAL ESTATE at The Paul Merage School of Business is a rich resource which serves the growing needs of the real estate industry. The Center conducts research and proposes public policy and management solutions to current challenges. It builds upon local expertise, attracts real estate leaders from across the country and the world, and disseminates knowledge. Annual activities include the Real Estate Gala, fall and spring Advisory Board retreats, a distinguished professional lecture series, and customized executive education programs. For information about joining the Center Advisory Board or participating in Center activities, call 949.824.1985.

THE PAUL MERAGE SCHOOL OF BUSINESS offers four dynamic MBA programs that deliver its thematic approach to business education: sustainable growth through strategic innovation, and leadership taught through in-class and on-site experiences with real-world business problems. Six Centers of Excellence and an Executive Education program provide numerous and varied opportunities for students and alumni to enhance their education experience and update their professional expertise. This year, The Wall Street Journal ranked the Merage School sixth in information technology while the Financial Times ranked the Executive MBA program ninth in the United States and number one in southern California. In addition, the Financial Times ranked the full time MBA program 31st in the nation and 49th globally, up 33 slots over the previous year. Visit our website at www.merage.uci.edu.

NAIOP (National Association of Industrial and Office Properties) is a dynamic network of more than 15,000 commercial real estate entities in the United States and Canada, representing the interests of developers, owners, investors, managers, brokers, attorneys, architects, lenders, contractors and public officials. With more than 1,100 members, the SoCal Chapter is one of the largest commercial real estate trade organizations in southern California.

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c/o CGF Associates
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Costa Mesa, CA 92626



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January 31, 2008

NEW LOCATION
Pacific Club