
LAURA BILLINGS

2478 MLK Jr. Way • Berkeley, CA 94704

P/F: (510) 644-9894 C: (510) 390-3179 • laura@sagegreendevlopment.com

EXPERIENCE

- 1/08 – Present **Sage Green Development** **Berkeley, CA**
Principal
Sage Green Development is a real estate development and green building services company. Sage Green provides a full-range of services for commercial office, industrial, retail and multi-family real estate projects including: acquisitions, dispositions and refinancings; entitlements; budgeting; and construction management. In addition, Sage Green advises clients on green building strategy and can manage LEED-certified projects, helping the client to select the right team and oversee the LEED documentation process.
- 9/03 – Present **SRM Associates** **Oakland, CA**
Development Associate
SRM Associates is a boutique commercial office developer that consistently ranks in the top five most active East Bay developers by square feet constructed (San Francisco and East Bay Business Times). Have worked on all facets of the real estate development process: new business development, entitlements, construction management, leasing, building sales and refinancings. Highlights include:
- **University Circle, E. Palo Alto.** Worked with senior partner on the negotiation of Letters of Intent for two years; resulted in fifteen leases totaling 160,000 SF. Managed tenant improvement (TI) construction team for six tenants, totaling 60,000 RSF. Tenants included Wachovia Securities, Greater Bay Bancorp and various medical office and retail tenants. Part of ownership team during sale process in which campus sold in 2005 for then record-setting price of \$665/SF; responsible for extensive financial modeling and legal document review.
 - **2001 Broadway, Oakland.** Owner's representative, completed four leases to bring building to 97% occupancy, managed TI construction teams for all four projects. Oversaw various capital improvement projects and building refinancing. Responsible for budget and financial forecasts.
 - **2020 Milvia Street, Berkeley.** Project Manager for major rehab of 41,000 SF LEED-registered green office building. Assembled team, compiled budgets, directed entitlement process, served as owner's rep for design phase and leasing. Project is currently in plan-check process.
 - **2747 San Pablo Avenue.** Project Manager for new construction LEED-registered, green 39-unit residential condominium project. Assembled team, prepared budgets, directed design phase and entitlement process. Project is entitled and completing the design phase.
 - **Dolby Labs, San Francisco.** Led real estate consulting project. Interviewed employees and senior management, analyzed company and market data, wrote 50 page report and presented to senior management.
 - **SRM Associates Sustainability Initiative.** Introduced SRM Associates to LEED rating system and green building concepts. Organized Green Forum in 2005, which served as SRM's public pledge to "go green." Had SRM certified as a "Certified Green Business," initiated greening of our janitorial services and carbon off-setting program. Connected employees and senior management with green building education/workshops.
- 6/02 – 8/02 **Bridge Partners** **Walnut Creek, CA**
Summer Intern
Worked as a summer intern during MBA program for a real estate investment company that specializes in multifamily properties.
- Conducted a hold/sell analysis on an apartment building in Pennsylvania.
 - Evaluated selling off a parcel of land at a hotel property in Harrisburg, PA for retail or other use.
 - Assisted with the development of two new business plans for the company through original research and extensive work with brokers in 10 states. As a result, bids were made on two new deals.
 - Completed a market study of operating expenses to help asset managers better understand and monitor their portfolios' performance.
-

7/97 – 8/00

UBS PaineWebber, Inc.

New York, NY and San Francisco, CA

Financial Analyst, Municipal Housing Finance Group

Provided investment banking services to state and local housing finance agencies.

- Structured over \$500 million of single family and multifamily municipal housing bond issues.
- Modeled and projected the financial stability of various state housing agencies' bond indentures ranging in size from \$545 million to \$1.5 billion. (DBC for Housing, cfX software)
- Worked jointly with the finance staffs of over 15 state and local housing issuers nationwide on bond call analyses, bond pricings, combined cash flow analyses and other project management issues.
- Wrote and oversaw numerous client proposals and presentations.
- Managed and trained new Housing Group analysts and summer interns.

11/00 – 5/01

Shorebank Advisory Services (SAS)

Tbilisi, Georgia

8/96 – 6/97

Shorebank Corporation

Chicago, Illinois

Consultant

Worked full-time for this comprehensive community development bank in the Chicago headquarters location as well as overseas in the former Soviet republic of Georgia on a USAID development project.

- Designed and managed an in-depth five-month survey and analysis of SAS-USAID's small business lending program. Included visiting and interviewing over 80 clients and presentation of findings to local banks.
- Analyzed loan applications and conducted loan-monitoring visits with local SAS real estate lenders.
- Completed intensive 2-week real estate training program for lenders and appraisers.
- Worked on all facets of the bank holding company's operations and policy initiatives in Chicago headquarters.

EDUCATION

University of California at Berkeley

Walter A. Haas School of Business

Master of Business Administration, May 2003.

- Certificate in Real Estate
- Recipient of three academic achievement awards: California Association of Realtors, Commercial Investment Real Estate Institute and Marshall Bennett Honorarium Foundation
- President, Berkeley Real Estate Club, 1/02-1/03

University of Virginia

B.A.: Political and Social Thought, Minor: Urban Planning, May 1996

- Graduated with Highest Distinction.
- Phi Beta Kappa Society, Raven Society and Echols Scholar
- Lawn Resident (one of highest UVa undergraduate honors)

GREEN BUILDING EXPERIENCE, VOLUNTEER WORK AND OTHER AFFILIATIONS:

- LEED Accredited Professional, USGBC; certified GreenPoint Rater, Build it Green and certified HERS Rater, CHEERS
- Board Member, U.S. Green Building Council, Northern California Chapter, 2008-2009
- Member and Co-Founder, Emerging Green Builders Committee, U.S. Green Building Council, Northern California Chapter, 2003 to present Events Committee Member, 2003-present.
- Co-Chair, Continuing Legal Education Conference on Green Building, February 2008
- Speaking Engagements:
 - CLE Green Building Conference, February, 2008
 - U.C. Berkeley Center for the Built Environment, October 2007
 - International Tenant Representative Association Conference, June 2007
 - California College of Arts, April, 2006, 2007 and 2008
 - Sustainable Berkeley Green Business Panel, April 2007
 - NAIOP/BOMA Breakfast Panel, March 2007
 - Presidio MBA/Haas MBA Green Developer Speaker Series, February 2007
 - UC Berkeley Extension, January, 2007
 - SRM "Goes Green" Forum, February 2005
 - UC Berkeley Haas School of Business, 2004-2007
 - San Francisco State, Spring 2004
 - USGBC GreenBuild Conference, EGB Forum, November 2004
- Member, Urban Land Institute, 2001 – 2007
- Volunteer and Board Member, Habitat for Humanity, 1995 – 2004