

Dealmakers



Deal: Golden Gate University leases 10,000 square feet at 801 Ygnacio Valley Road, Walnut Creek
Terms: 10-year lease for about \$3 million
Brokers: Jeff Weil representing Golden Gate University
 Ed Del Beccaro representing Pembroke Real Estate Brokerage; Colliers International

Ed Del Beccaro, left, and Jeff Weil

After watching one university after another leave Walnut Creek – University of Phoenix, JFK University and Silicon Valley College – brokers were determined to keep Golden Gate University in town.

The university had outgrown its quarters at the other end of Ygnacio Valley Road. The move to One Ygnacio Center across from BART seemed like a slam-dunk.

Not so fast. Despite the university's 17-year residency in the city, Walnut Creek required a conditional use permit. The reasoning went that schools usually require more parking (five spaces per 1,000 square feet) than office users (three spaces per 1,000 square feet.)

Del Beccaro: "Golden Gate is a nighttime school so you have dual use of the

parking. ... The city even liked it."

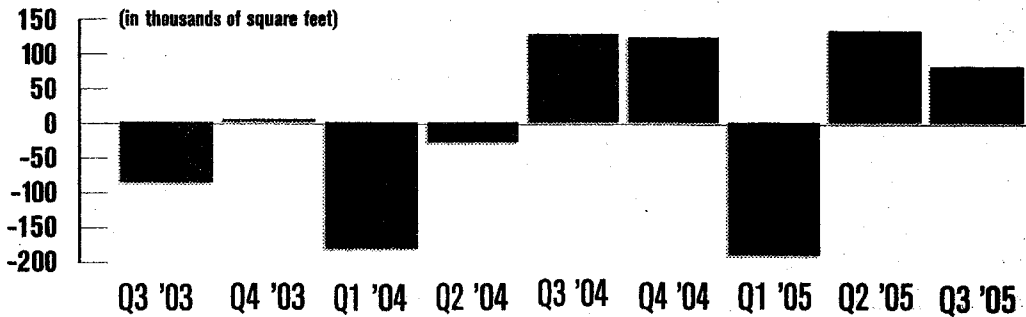
Weil: "It was a big surprise. We were ready to pull permits to start construction, when the city said, 'Whoa. You can't do that.' It took three or four months to get the conditional use permit. We missed one term and it was expensive paying the holdover on the university's existing lease."

Del Beccaro: "At our public hearing, we got unanimous approval by the planning commission. The public hearing took 20 minutes."

Weil: "It was a lose-lose. The building owner lost, Golden Gate lost. That's the way the city is sometimes because no good came out of the conditional use permit."

- Katherine Conrad

Net absorption rates for office space on the North Interstate 680 corridor



Source: Cornish & Carey Commercial/Oncor International