



James D. Falaschi, Chief Executive Officer

Mr. Falaschi is a real estate developer with over 35 years experience in commercial and residential real estate development in Alameda, Contra Costa, and San Francisco counties. Born and raised in Oakland, he has and continually devoted significant effort to the community by serving on various governmental, educational, medical, and non-profit boards.

Business Experience

Mr. Falaschi is currently General Partner in Jack London Square Partners and the master developer of Jack London Square. The project, which is hailed as an ideal example of a successful public/private partnership, is the cornerstone to Oakland's commitment to applying 'smart growth' principles to the revitalization of its downtown. Currently in Phase II, the project has received approval to add over 500,000 square feet of office, retail and parking, plus a 250 suite four-star hotel on this waterfront site.

Mr. Falaschi is President, Transbay Holding Company, which owns office buildings and office parks around the San Francisco Bay Area. As President of Falaschi Improvements, he acted as the master developer of downtown San Leandro, California and developed a number of industrial parks and residential developments.

Memberships/Affiliations/Awards

- **Vice Chairman**, Alameda County Economic Development Alliance for Business (current)
- **Board Chairman**, Alameda County Office of Education Foundation (current)
- **Chairperson**, Board of Directors, Summit Medical Center (past)
- **Chairperson**, Board of Directors, Merritt Peralta Medical Center (past)
- **President**, San Francisco Bar Pilots Commission (past)
- **Board Member**, Summit Bank Foundation (current)
- **Trustee**, Holy Names University (current)
- **National Board of Directors**, Big Brothers/Big Sisters of America (past)
- **Excellence in Leadership Award** given by Oakland Metropolitan Chamber of Commerce, Asian Chamber of Commerce, Hispanic Chamber of Commerce, Black Chamber of Commerce and Korean Chamber of Commerce (1999)
- **"Citizen of the Year" Award** given by Oakland Tribune and New Oakland Committee (1998)

Michael Hastings, Chief Operating Officer

Mr. Hastings was raised and currently lives in Contra Costa County (a part of the regional center's geographical area). He is a private investor with forty years experience of managing all business functions (finance, technology, human resources, sales and marketing).

Business Experience

Mr. Hastings has served as an investor, business advisor, and board member to several technology startups. The most recent venture is a social network/pre-natal wellness startup that is utilizing Web 2.0 Technology.

Mr. Hastings held the position of Senior Vice President, Professional Services for Commerce One, Inc. Commerce One was the first business to business (B2B) software company and was the most successful IPO in 1999. Mr. Hastings managed the worldwide consulting organization from its beginning in 1996 to the end of 2000, when the division supported over 500 companies in 26 countries with 1,200 consultants and generated \$75 million in revenues.

Prior to Commerce One, he was a national practice leader for KPMG, an international consulting and accounting firm. Mr. Hastings was hired to create a specific technology consulting practice; and was responsible for the hiring, marketing and sales, methodology development and overall management of this national practice.

Previous relevant experience/ Awards/ Memberships/Education

- **Vice President, Ciber Inc.** – responsible for the Western and Midwest regions for this software consulting company.
- **Manager, Electronic Data Systems** – responsible for several development projects for this facilities management company.
- **Vice President, Contra Costa Country Club** – chaired the membership committee and the strategic planning committee.
- **Captain, USMC** – served as a platoon commander in Viet Nam (1968) and as the Commanding Officer for the USMC's Tank Warfare School (1969). Honorably discharged.
- **Ohio State University** – received a Bachelor of Science Degree.

Brendan Heafey, Business Development

Mr. Heafey is a third generation Oakland, California native with strong ties to the local business community. He is a commercial real estate broker, consultant, and investor.

Business Experience

After obtaining an MBA in 2001, Mr. Heafey held a position managing a real estate portfolio of approximately 500,000 square feet of office and retail space for a prominent Landlord in Berkeley, CA. Through that relationship, he consummated over 50 commercial leases and won a seven year entitlement battle with the City of Berkeley for a 44 unit mixed-use development project involving the relocation of a Historic Structure.

Since starting Heafey Commercial in May 2006, Brendan has operated as an independent broker consummating sale and leasing transactions for a diverse clientele. In addition to his brokerage activities, he is a principle with James Falaschi in a consulting company working with clients such as Children's Hospital & Research Center at Oakland, Samuel Merritt University, Holy Names University, and Alta Bates Summit Medical Center to formulate and execute their commercial real estate expansion strategies.

Education / Certifications / Affiliations

- **State of California Real Estate Broker's License**, ID #01342351
- **Master of Business Administration**, Santa Clara University, Leavey School of Business and Administration, 1999-2001
- **Bachelor of Arts, English**, Boston College, 1991-1995
- **Member, Jobs and Housing Coalition**, 2008 - present
- **Board Member, Girl's Inc of Alameda County**, 2009 - present