

There is a potential for a quorum of the City Council to be present at this meeting.

ROUNDTABLE

Willow Business Area

Agenda

- 7:30 – 8:00 am **Arrival Hospitality** (hosted meet and greet)
- 8:00 – 8:05 am **Mayor's Welcome** (purpose, issues, paradigm shift)
- 8:05 – 8:25 am **City Introductions** (elected officials and staff)
- 8:25 – 9:00 am **Business Participant Introduction** (name, affiliation, interest in being here and vision for the Willow Business Area)
- 9:00 – 9:20 am **Facilitator/Staff** (frame discussion and identify goals)
- 9:20 – 10:20 am **Group Discussion** (unaided to identify driving forces supporting and restraining forces stifling development of the WBA)
- (Moderated with graphic artist recording discussion)*
- 10:20 – 10:30 am **Break**
- 10:30 – 11:30 am **Group Discussion (continued)** (aided by key questions)
- (Moderated with graphic artist recording discussion)*
- 11:30 – 11:50 am **Facilitator and Graphic Artist Summary**
- (Includes ranking priorities, which help frame the vision)*
- 11:50 – 12:00 pm **Next Steps – Exit Points and Action Items**
- 12:00 – 1:00 pm **Box Lunch provided** (attendees are free to leave or network)

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ROUNDTABLE

Willow Business Area

Event Details

Purpose

The purpose of the roundtable is to assemble as area stakeholders with mutual interests to identify opportunities and threats for this part of the City's Industrial/Research & Development zoning district. The participants will represent the long-term interests of the community (property owners), those who understand the dynamics of the current market trends in the demand for commercial space (real estate brokers), and those who were recently attracted to Menlo Park and their decisions and experiences in getting open for business here (selected tenants of the property owners).

Date-Time

May 13th 8:00 am to 12:00 pm (doors open at 7:30 am)

Location

Tyco Electronics
HQ Conference Room
307 Constitution Drive

Roundtable Participants

The subarea's five largest property holders, their most important tenant/business owner (preferably one who has recently been through the City's planning/building process), and their key commercial real estate broker.

- ***Property Owners/Corporate Representatives:***

- Tig Tarlton, Chairman (Menlo Business Park – Tarlton Properties) confirmed
- John Tarlton, President, CEO (Menlo Business Park – Tarlton Properties) confirmed
- Dan Anderson, Sr. VP (Willow Business Park – AMB Properties) confirmed
- Mark Hansen, Sr. VP (Willow Business Park – AMB Properties) confirmed
- Randy Smith, VP Real Estate and Facilities (Oracle Corporation) invited
- Spence Leslie, International Trade Compliance and Global Real Estate confirmed
(Tyco Thermal Controls/Tyco Electronics)
- Ray Juarez, Regional Manager-World Wide Real Estate (General Motors) confirmed

- ***Selected Business Owners:***

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- Rick Bible, Facilities Manager, Acclarent (Menlo Business Park) invited
- Carol Tillis, CFO and Facilities Manager Pacific Biosciences (Willow Business Park) invited

- Tyco Electronics (owner-tenant) confirmed

- **Lead Commercial Broker for Property Owners:**
 - TBD (Menlo Business Park) invited, TBD
 - Randy Arrillaga, Principal, Arrillaga Properties? (Willow Business Park) invited
 - Amy Pallas, Leasing and Marketing Director (Willow Business Park) confirmed
 - TBD (Oracle)
 - Jeff Hardy, Principal, Wakestorm Capital (Tyco Electronics) invited
 - John Kovalski, VP, Colliers International (General Motors) confirmed

- **Venture Capitalists:**
 - Jay Shree
 - Bill Joy

- **Fire Protection District Personnel:**
 - Bob Bloch, Fire Inspector (planning-building), MPFPD confirmed
 - Ron Keefer, Fire Inspector (HazMat), MPFPD confirmed

Other Attendees

- **City Council**
 - Richard Cline, Mayor, City of Menlo Park confirmed
 - John Boyle, Council and Business Development Subcommittee Member confirmed
 - Heyward Robinson, Council and Business Development Subcommittee Member confirmed

- **General**
 - Harry Bimms, Board Member (Industrial/R&D rep), MP Chamber of Commerce confirmed
 - Fran Dehn, President, MP Chamber of Commerce confirmed

- **City Staff Attendees**
 - Glen Rojas, City Manager confirmed
 - Starla Jerome-Robinson, Assistant City Manager confirmed
 - Kent Steffens, Deputy City Manager confirmed
 - Arlinda Heineck, Community Development Director confirmed
 - Justin Murphy, Development Services Manager confirmed
 - David Johnson, Business Development Manager confirmed
 - Cherise Brandell, Community Services Director confirmed