



Brent Saldaña

Partner

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Brent Saldaña is dedicated to achieving solutions that meet his clients' goals in a variety of real estate transactions and projects, including acquisitions and sales, development, leasing, financing, management, and ownership transactions.

He particularly enjoys complex projects where protecting his clients requires negotiating mutually beneficial solutions among many stakeholders, thoughtful consideration of interrelated agreements, superb project management skills, and a continuing appreciation of the big picture. Brent also has a soft spot for ground-up development work and major renovation projects.

Whether he is structuring real estate investment vehicles, negotiating build-to-suit leases, reviewing construction documents, or closing a financing, Brent strives to continue Farella's legacy of delivering practical, smart guidance in a package of outstanding client service.

Recent real estate projects include:

- Negotiating financing for the developer of a mixed-use project in India Basin.
- Assisting an East Bay developer to acquire the site for a 220,000-square-foot office building for a life sciences company and to negotiate joint venture agreements with limited partners, a build-to-suit lease with the tenant, construction agreements with the contractor, and other project documents.
- Strategizing with landlords to respond to COVID-related tenant issues.
- Counseling a real estate investor in the sales and acquisitions of fee and ground lease interests in South Bay/Peninsula properties.

Prior to joining a law firm, Brent worked in development and marketing at The San Francisco Foundation and as in-house counsel for a nonprofit lender to businesses in disaster recovery zones.

Memberships and Affiliations

- Urban Land Institute (ULI) NEXT

Experience

Represent Miller Family on Sale of The Silverado Vineyards

Represented the Miller family on the sale of Napa Valley luxury wine producer The Silverado Vineyards to Foley Family Wines. The sale included a 73,000-square-foot winery and 300 acres of vineyards across Napa's Stags Leap District, Coombsville, and Yountville wine regions.

Far Niente Family of Wineries & Vineyards

Represented Napa Valley luxury wine producer Far Niente Family of Wineries & Vineyards in its acquisition of the Provenance Vineyards real estate in Rutherford, Calif. from Treasury Wine Estates. Far Niente purchased the property as the new home for its Bella Union brand. Farella also advised Far Niente on the

Services

- Real Estate
- Mergers & Acquisitions

Education

- University of Texas School of Law (J.D., 2010)
 - . with honors, Contributing Editor and Member, Submissions Review Board, Texas International Law Journal, Member, Chicano/Hispanic Law Students' Association
- Tufts University (B.A., 2003)
 - . with honors

Bar Admissions

- California
- New York

concurrent sale of the Provenance brand and inventory to Lodi, Calif.'s Thomas Allen Vineyard & Wines.

San Francisco Flower Mart Development Project

Represented the master tenant of the San Francisco Flower Mart in renegotiating its agreements with Kilroy Realty Corp., including a long-term master lease to permanently relocate the Flower Mart to 16th and Mississippi Streets in the San Francisco Potrero Hill neighborhood. The firm continues to assist the San Francisco Flower Mart with the redevelopment of the property. Over the past six years, the firm represented the owner of the site in obtaining entitlements for 395 housing units, industrial leasing and design matters.

Fort Baker/Cavallo Point Lodge

Represented the developer of a hotel, spa and restaurant at Fort Baker, a historic military base located at the foot of the Golden Gate Bridge in Marin County. We assisted the developer in obtaining historic tax credits and coordinating with various state and federal agencies, negotiating and drafting construction contracts, and provided course-of-construction counseling to address and resolve design and construction issues as they arose, proactively avoiding costly and distracting claims.

Outside the Office

The father of two young children, Brent spends an inordinate amount of time discussing Harry Potter novels and movies, negotiating over screen time, and cleaning up messes that are not his own. When Brent is not spending time with his family or serving his clients, he is improving his calisthenics skills or browsing architecture, art, and design blogs.