

BUSINESS SECTION  
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# Broker Sylva quits firm

By Ted Reed  
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One of Sacramento's top real estate brokers says he will take the new year off to devote himself to feeding the hungry.

"There's more to life than making money for your own benefit," said Chuck Sylva. "I've been involved in some volunteer programs in Sacramento, and I want to spend some time working in these programs."

Sylva's primary occupation in 1987 will be to head the advisory board of Immaculate Conception Community Services, a Catholic organization that feeds people through food lockers in Oak Park, Del Paso Heights and Meadowview.

Sylva, 39, said he will spend his time raising money, building up the organization and distributing food in the food lockers' daily grocery giveaway and weekend soup kitchens, where full meals are served.

Last year, the food lockers provided more than 2 million meals and more than 40,000 sit-down meals.



Chuck Sylva

Developer Buzz Oates, who owns a share of Sylva's brokerage firm, said, "The real estate business is a dog-eat-dog kind of business, but Chuck is not a dog-eat-dog kind of guy."

"He was getting to the point where his business was doing real well and he could take off into a fantastic career, but he was not made that way. I sure respect what he's doing."

Until Wednesday, Sylva was a managing partner in Sylva-Kirk and Co., the firm he and Mike Kirk started with two people in 1979 and built into an 18-person operation. Sylva has sold his 27.5 percent share to Kirk for an undisclosed amount.

The firm was a quick success largely because it handled most of the leasing and sales for Oates, one of Sacramento's biggest developers.

As Oates put it, "Sylva-Kirk did well because they had a lot more product on the shelf, so to speak. We have trouble getting people in real estate who have real loyalty to us, but Sylva-Kirk was loyal, and we certainly wanted to be loyal back to them."

Oates said he planned to continue the relationship with the firm under Kirk's direction.

Sacramento developer Phil Angelides, whom Sylva solicited to serve on the Immaculate Conception Community Services advisory board, said he was not surprised by Sylva's decision.

"He has been getting more and more active on the board and you could almost feel he had a desire to commit himself more fully to community work," Angelides said.

Sylva, who is single, said he will decide his future at the end of 1987. He retains the option of returning to Sylva-Kirk or finding another career in business.

"My skills and talents are probably in the business community," he said. "But real estate brokerage is all I've been doing for 12 years."

"I thought that if I spent a year (feeding people), it might help me direct my efforts after that period."