

THE NAIOP FAMILY MOURNS THE LOSS OF INDUSTRY LEADER WHIT RISKE



Charles Whitmore Riske III, Chairman of the 2011-12 YPG Alumni Committee and liaison to the SoCal Board of Directors, collapsed while competing in a local half marathon on October 30th, and paramedics on the scene were unable to revive him. A 2006-2007 YPG alumni, Whit continued his involvement with the YPG program over the years, moving up through the leadership and assuming the Chair in April of this year. His tireless enthusiasm and passion for the YPG program led to the spearheading of several new projects, including the mentorship program announced elsewhere in this newsletter and participation with YPA 360, a conference for young professional advisors across six different industry sectors. He was also a strong supporter and participant in YPG's community outreach activities, most notable of which were his successful efforts in working with a local elementary school to generate over 2,000 handwritten notes from schoolchildren for the Operation Interdependence project, which sent personal notes and rations to troops overseas.

Whit was a veteran of the US Army, a former project manager at Snyder-Langston and most recently, a founding partner of Catalyst Development. Whit is survived by his wife Jill, their unborn child and a loving village of family and friends. Memorial services will be held on Saturday, November 5th, and a memorial fund has been established on behalf of the family. The YPG Alumni Committee will be considering additional ways to honor Whit and his service to NAIOP and YPG, and details will be announced when finalized.

[Click here for a special tribute page to Whit celebrating his life and involvement in YPG.](#)

STANLEY IEZMAN, CHAIRMAN/CEO, AMERICAN REALTY ADVISORS, TO KEYNOTE REAL ESTATE CHALLENGE

The student teams have been chosen and this year's unique challenge has been revealed! It's all in preparation for the UCLA vs. USC Real Estate Challenge to be held November 17, 2011 at Town and Gown on the USC campus.

For 2011, our Icon Keynote Speaker is Stanley Iezman, Chairman/CEO, American Realty Advisors. Mr. Iezman is responsible for the strategic planning and direction of the company. He has directed the acquisition, structuring and management of approximately \$10 billion of real estate located throughout the United States. We are also excited to announce our celebrity emcees Mr. John Sciarra, a former All-American quarterback at UCLA, and Mr. Paul McDonald, a former All-American quarterback at USC. Our emcees will host the evening and provide commentary on the UCLA and USC football seasons.



John Sciarra starred in the 1976 Rose Bowl in which UCLA upset favored Ohio State University. He played safety in the National Football League for the Philadelphia Eagles from 1978 to 1983. The Eagles were a successful team at that time and won the NFC Championship in 1980 and played in Super Bowl XV. He played with the Eagles until 1983. He also played quarterback for the British Columbia Lions of the Canadian Football League.

Paul McDonald was an All-American quarterback who led USC to a national championship in 1978. During his two years as a starter, the Trojans accumulated a 22-1-1 record en route to two Rose Bowl victories, and he set 17 NCAA, Pac-10, and USC records. Mr. McDonald spent six seasons as a Cleveland Browns quarterback after being drafted by them in 1980 and led them to the play-offs in 1982. He concluded his eight-year NFL career following his final two years as a Dallas Cowboy. Mr. McDonald just completed his seventh year as the radio analyst for USC football broadcasts.

The most exciting aspect of the evening is the competition between the graduate student teams from Ziman Center at UCLA's Anderson School of Business and the Lusk Center at USC's Marshall School of Business and School of Policy, Planning & Development. Their 2011 challenge involves a redevelopment opportunity in downtown Anaheim with a great history.

In 1949, a Sicilian immigrant named Cosmo Taormina made his way to Anaheim, California to found his family waste collection business. Cosmo's decision to start his business in Anaheim was prophetic. Anaheim and Cosmo's company grew at a rapid pace. By the end of the 1980s the firm, then known as Taormina Industries, was the largest privately held waste collection and recycling company in the nation. Now led by Bill Taormina, the waste collection company increased its stake in Anaheim real estate, founding the company Clean City, Inc. (CCI).

CCI has made substantial investments in Downtown Anaheim. The student teams have been "hired" by CCI to consider redevelopment opportunities for a number of blocks of existing properties owned by the firm. CCI is interested in developing a number of its properties to

participate in the on-going evolution of Downtown Anaheim into a vibrant entertainment and cultural center. Each team will provide a development proposal that determines the highest and best use for the area, considering local and regional demographics, the experience and goals of immigrants, city influences and controls and, of course, an unstable economy.

Who will win the Silver Shovel? Be there to cheer on your team, get updates from our guest emcees on the USC and UCLA football teams and network with industry peers. It's a one-of-a-kind evening of real estate.

Special thanks to our Field Pass sponsor Clean City, Inc. and our Fifty-Yard Line sponsors DEXUS Property Group, LBA Realty, Mesa West Capital, and Sheppard Mullin.

For tickets, visit www.naiopsocal.org or call the chapter office at 714-979-9131.

MEMBERS IN THE NEWS

20 and 30 Enterprise at Summit Office Campus Reaches 90% Occupancy
Summit's 20 and 30 Enterprise are now 94 percent occupied according to the development and management team of Parker Properties and its partner, RREEF Alternative Investments. Over the last six months, there have been six leases signed totaling 140,596 square feet with Marvell Semiconductor, Inc., UST Global, Inc., AVANIR Pharmaceuticals, Inc., Telogis, Inc., Johnny Rockets Group, Inc., and Benefits Resource, LLC. The CBRE leasing team of Ted Snell, Carol Trapani, Jake Stickel and Alison Schneider, represented Parker Properties and RREEF in the transactions.

Jones Lang LaSalle Awarded Leasing of 119,626-SF Office Building in El Segundo, Calif.

Jones Lang LaSalle has been awarded the leasing for an 119,626-square-foot office building located in El Segundo, Calif. The building was acquired earlier in the year by Admiral Capital Real Estate Fund, a newly launched partnership between USAA Real Estate Company and Admiral Capital Group formed by NBA Hall of Famer, philanthropist and 1987 U.S. Naval Academy graduate David Robinson and Managing Partner Dan Bassichis. Leading the leasing efforts for the premier property are Jones Lang LaSalle Managing Directors Steve Solomon and Chris Strickfaden and Vice President Eric Adams.

PCCP, LLC Provides \$24 Million in Loans to Finance and Complete Construction of Staten Island Properties

PCCP, LLC announced today it has provided \$24 million in two loan structures to a private institutional investor for the refinance and construction completion of 155 Bay Street and 130 Bay Street Landing, two residential condominium properties totaling 153 units. The properties are located within blocks of each other and are in the St. George area on the northeast coast of Staten Island, NY.

Bixby Land Company Plans \$10 Million Renovation of Silicon Valley Buildings
Bixby Land Company, a leading commercial real estate operator and investment manager based in Orange County, Calif., is investing \$10 million in two Santa Clara, Calif. office buildings it owns, upgrading the property with a LEED-certified redesign and redevelopment that includes adjoining the buildings with a dramatic, two-story glass pavilion and creating a striking exterior courtyard lounge area for tenants.

Faris Lee Investments Adds Terry Thompson as Managing Director, Business Development, to Expand Investment Banking Platform

Faris Lee Investments has expanded its Investment Banking platform with the addition of 25-year real estate industry veteran Terry Thompson who will lead a national focus on institutional client growth as well as account management in his position as managing director, business development. For Faris Lee, this year marked an increased emphasis on positioning the firm's investment sales expertise and capital markets intelligence on a national level as part of an integrated investment services platform. Thompson's hiring is an important element in the firm's overall services platform delivery to Faris Lee's growing institutional client base across the U.S.

Watson Land Company Breaks Ground on 225,000 Square Foot South Bay Industrial Buildings

Watson Land Company has broken ground on a 225,000-square-foot industrial building in Carson, Calif. which has been pre-leased to international third party logistics firm OHL. This is OHL's third lease within Watson Corporate Center totaling more than 550,000 square feet.

VOIT Reports Indicate Jump In Industrial Lease Rates Throughout Southern California

Voit Real Estate Services has released mid-third quarter 2011 reports indicating that industrial lease rates in Orange County and Los Angeles County have already ticked up since the end of the second quarter, while the Inland Empire's industrial lease rates increased for the first time since the fourth quarter of 2007. "The steady improvement in lease rates is a good indicator that industrial property values may be on their way up throughout Southern California," said Jerry Holdner, Director of Market Research for Voit. "While 2010 proved to be a stabilizing year, most market support indicators have turned positive in 2011, and these recent upticks in industrial lease rates are a clear example of that improvement."

NAIOP SoCal's ANNUAL CAPITAL MARKETS FORUM PROVIDES ECONOMIC INSIGHT FROM INDUSTRY LEADERS

On September 15, NAIOP SoCal hosted a capital markets review featuring Jeff B. Kearns, Vice President, Johnson Capital as moderator along with panelists Kev Zoryan, Managing Director, Morgan Stanley; Steve Fried, Principal, Mesa West Capital; Wayne M. Brandt, Managing Director Real Estate Capital Markets, Wells Fargo Bank; and Mark Forbes, Executive Vice President, City National Bank.

Here is some of what we heard:

Jeff Kearns: Based on what was happening in the global and national economies a year ago, the wisdom was that the worst was behind us as it relates to the economy. Since then the jobs have proven not to be there and stress is spreading in Europe with those governments and economies. The question, then, is this just noise for a real estate developer and investor or something to be concerned about?

Mark Forbes: I always respond that as good as we felt in '05 and '06 about how great the opportunities were, it really wasn't that great. We just didn't know it yet. The optimism in me says it is not that bad. If you just listen to media, you'll only hear bad news. What we're hearing about in Greece and other countries, we've known about for six months to a year now. Yes, there are severe problems but what is news now? Yes, I think there are real problems but the underpinnings of the markets we are in are positive. We see great growth in infill markets and strong occupancies. We have financed spec construction. The activity out there is not as robust, but it's out there.

Jeff Kearns: Can you give a synopsis of what has happened to the securitized debt market? Why has it been disrupted in the way it has been?

Wayne Brandt: There is a lot of voter discontent and lot of European central banker discontent in the market today. Until we solve these systemic risks, the less liquid corners of the fixed income markets are going to be extremely challenged. We have a long way to go in CMBS. It is a functioning market, but it will come back. Right now it's a mess and we have to wait it out.

Jeff Kearns: Your markets rely on optimism. Has the optimism changed? Has it waned at as you look at new deals?

Kev Zoryan: The markets have clearly evolved to less development but with that said, if you look at multifamily, there is an insane amount of capital for multifamily and in markets that three years ago you would never have seen building. Today we're seeing apartments in secondary markets and aggressive cost expectations. Industrial has come back quite a bit, and limited service hotels. If you had to look in a crystal ball, what do I feel good about? We need confidence before we get jobs. That uncertainty will continue to pervade. It affects what you spend time on. We're refocusing on things where you can add value.

Jeff Kearns: When making a bridge loan your borrower has to improve the situation of the asset. If we don't see improvement in the general economy, how do you have confidence it will happen, that you'll be taken out on time?

Steve Fried: We're looking into higher quality assets. The last 18 months have been a flight to quality. The assets we are financing are the ones that will benefit from that. Class B assets are suffering. Class A assets are doing well. These are high quality assets at ground zero locations at a reset basis half of what the building was trading for two years ago. There are tenants who have money and are taking advantage of the market and signing leases. Not everyone benefits. But we're looking at Inland Empire East and some vacant industrial buildings there because industrial is what the market is. If you look at 150,000 to 180,000 square feet, then in 2009 there were 80 buildings, in 2010 there were 50 buildings and at the beginning of 2011 there are maybe 20. There are higher quality products and borrowers who can afford to transact.

NAIOP SoCal PRESIDENT'S MESSAGE

"The best thing about the future is that it comes one day at a time." Abraham Lincoln

Recently, I had the privilege of participating in a roundtable discussion with seasoned real estate executives. Of the topics discussed, one overriding concern regarded job creation, a key driver for commercial real estate occupancy. In reflecting on the conversation and resulting somber mood that is reflective of the current sluggish economy, I am inspired by the pageantry of the college football season.

A new season brings hope, optimism, camaraderie and celebration. Inspiration is found in colorful stadiums, tailgate parties, bands, cheerleaders and mascots. The loyalty and sense of collegiality brings celebration over wins and solace following a loss.

As we turn to our industry it is illustrative to discuss how we celebrate wins and endure losses. Certainly we are not one brand or institution, however 'united we stand or divided we fall' has never been truer. The need to celebrate, publicize and understand the core strengths and importance of our industry is as important now as it has ever been. The need to be inspired and led by pageantry leads me to take quick stock of positive attributes in Southern California:



- LAX handled almost 30 million passengers in the first six (6) months of 2011 solidifying its ranking as the fifth busiest airport in the world. Van Nuys is the world's third busiest general aviation airport, another home town win.
- Together the ports of LA and Long Beach comprise the fifth busiest port in the world and the most significant port in the Western Hemisphere assuring vital trade within the Pacific Rim.
- Richard Florida in his books on the Creative Class captured one of the true strengths of California with its higher education system and industry clusters in technology, medical devices and entertainment that are the envy of the world.

We surely have had setbacks and the challenges are immense for commercial real estate. Employment is down significantly in our industry, particularly in construction jobs. We bear the burden of climbing out of this cycle because so much and so many depend on it. All the more reason to celebrate and highlight our wins while we prepare for another phase of the cyclical industry that we choose.

I'd also like to point out that despite these ongoing challenges, our chapter continues to retain and gain the sponsorship support of great local, regional, and national real estate companies. Some of these sponsors represent brand new companies in our marketplace. I'm honored that these firms recognize the value of supporting and being part of this chapter, and want to thank all of our [2011 sponsors](#) for their continuing support.

This economy will recover; development will be required as proven by the return of new distribution centers; and there is demand as illustrated by the competitive and spirited bidding occurring on multi-family and other assets.

I started with a quote, it seems appropriate to end with one as well by Thomas Jefferson:

"I like the dreams of the future better than the history of the past."

Thank you for allowing me the privilege to serve as 2011 President of NAIOP SoCal and, as always, I invite any comments.

William H. Flaherty

LEGISLATIVE REPORT

Prepared by [Vickie Talley](#), Director of Legislative Affairs - (949) 380-3300

Celebrating Important Legislative Victories

Given the leadership in Sacramento NAIOP SoCal had to focus our efforts on the worst of the worst bills. Working with CBPA (California Business Properties Association), two bills were targeted as “must kill” bills for commercial real estate. Both were defeated as a result of an extensive statewide grassroots effort that included many phone calls and letters from NAIOP members. It worked! Thank you to every NAIOP member who took the time to write and phone legislators!

AB 350 and SB 469 were identified and targeted as the “worst of the worst” bad bills presented this legislative session that would impact commercial real estate. AB 350 was defeated on the floor of the legislature. It would have mandated that employers with a new contract for property services (building maintenance, security, window cleaners, etc.) must hire all of the prior contractor’s employees! SB 469 would have required big box developments to go through extra environmental regulations above and beyond what is required of other types of development projects. The Governor vetoed SB 469!

NAIOP SoCal’s PAC Prepares for 2012 Elections – NAIOP Members Are Invited to Join in Meetings with Legislators

The first priority of NAIOP SoCal’s PAC is to raise funds to be prepared to support (or oppose) candidates and issues that impact NAIOP members and commercial real estate. To learn more about contributing to NAIOP SoCal PAC or becoming more involved in the PAC or Legislative Affairs Committee and joining in on meetings with legislators, please contact PAC Chairman Marty Stradtman at (949) 677-6966 or Director of Legislative Affairs Vickie Talley at (949) 380-3300.

NAIOP SoCal Participating on Anaheim Mayor’s Task Force to Reduce Regulations

Anaheim Mayor Tom Tait wants to put a stop to unnecessary regulations that discourage business development. NAIOP SoCal was invited by the Mayor to participate on the committee along with other business leaders and the Chamber of Commerce. It is hoped that the efforts and recommendations of this task force will be implemented by the City of Anaheim and serve as an example to other jurisdictions on how to reduce unnecessary regulations. The Task Force will make a presentation to the City Council in November. For more information contact Director of Legislative Affairs [Vickie Talley](#).

PAUL JONES RECEIVES NAIOP 2011 DEVELOPING LEADERS AWARD

Paul Jones has been named as one of the recipients of the 2011 Developing Leaders Award presented by NAIOP, the Commercial Real Estate Development Association. Jones is Vice President with CBRE in Newport Beach. A member of NAIOP SoCal since 2005, Jones has been a member of the chapter's Young Professionals Group and the Young Professionals Alumni Committee, in addition to co-chairing the chapter's annual Orange County Golf Tournament for the past four years.



Paul gives back to the Southern California community by assisting Working Wardrobes, a charity that distributes donated business attire to underprivileged adults trying to make a start as business professionals. He has contributed to the Building Blocks Foundation, an association of commercial real estate professionals serving numerous charity causes in the community. He has also been a member of Drive for a Cause golf committee since 2009 - the primary beneficiary to Hoag Hospital Cancer Center.

NAIOP President and CEO Thomas J. Bisacquino spoke of the importance of the Developing Leaders Award, stating, "The Developing Leaders program recognizes the vital roles that the young visionaries of our industry play in commercial real estate today and encourages diversity and professional growth among these outstanding professionals who will lead commercial real estate into the future." In an effort to engage and encourage up-and-coming young commercial real estate professionals, NAIOP established the Developing Leaders Award in 2006. The honor was designed to engage tomorrow's leaders and connect them with NAIOP's increasing education and benefits available to new and developing professionals. Jones received his award and was recognized at NAIOP's recent Development '11 Conference in Scottsdale, Arizona.

YPG UPDATE

NAIOP Mentorship Program – New Program Launch

All NAIOP YPG Alumni who are NAIOP members in good standing are eligible to take part in the first annual NAIOP SoCal Mentorship program. The Mentorship Program is designed to be a one-on-one mentor/mentee experience to foster a quality mentoring relationship between the upcoming leaders of tomorrow and the experienced leaders of today. The program goals are for the mentor/mentee to share life lessons, serve as a sounding board for professional/personal issues and provide mentees exposure to experiences or people that they might not traditionally experience in their current professional position. Several industry veterans have volunteered and committed their personal time and energy to make the first year a meaningful experience for their future mentees. Please contact [Darren Foster](mailto:dfoster@cmdrealestate.com) (dfoster@cmdrealestate.com) with any questions about participating in the program and/or volunteering as a mentor. [Click here](#) to download the application. Deadline for submission is November 18.



Big for a Day at Back Bay

On Saturday, August 13th, 2011, NAIOP SoCal's Community Outreach committee joined forces with event sponsors Starpointe Ventures, RiverRock Real Estate Group and 360 Commercial Partners, to make a difference in the lives of children waiting to be matched with a BIG through Big Brothers Big Sisters of Orange County's mentorship program at its Big for a Day at the Back Bay event. Big was a half-day of fun in the sun at Newport Dunes' Back Bay, where volunteer BIGs were matched

for the day with one of the many Little's on Big Brothers Big Sisters of Orange County's long waiting list. It was a great way to introduce a Little to the program until he or she is matched with a permanent BIG. Activities included the water park, kayaking, paddle boating, volleyball and a sand castle building contest. Special thanks to all the NAIOP members who came out to make a difference in the lives of our local youth.

YPG Sponsorship

NAIOP's Young Professionals Group (YPG) would like to thank this year's Sponsors of the 2011-2012 YPG class. Special thanks to LBA Realty for their continuing Gold Level Sponsorship, as well as the rest of our sponsors:

- Bank of America Merrill Lynch
- Buchanan Street Partners
- Clark Construction
- Eastdil Secured
- Gallagher Real Estate & Hospitality Services
- HFF, L.P.
- Johnson Capital
- KBS Realty Advisors
- KPRS Construction

- Lee & Associates
- Shea Properties
- Sheppard Mullin
- Snyder Langston
- U.S. Bank

With the support of these prominent companies, the YPG program is now in its seventh full year and has graduated over 200 real estate professionals who will help lead the industry in the future. The class is at its mid-point in their year and includes some of the brightest in emerging Southern California real estate professionals.

The YPG Alumni Committee and its Advisors are extremely grateful for the support of this year's sponsors. [Click here](#) for information on all our sponsors and links to their websites. Thank you!

2011 ORANGE COUNTY GOLF TOURNAMENT: A GREAT DAY OF GOLF!



Three different golf courses, over 300 players, putting contest, terrific weather – what more could you ask?! Special thanks to committee chair Beth Calder and her entire team of dedicated committee volunteers. And our special appreciation to our event sponsors. We couldn't do it without you! Thank you to:

- Title Sponsors: Ben's Asphalt, Inc.; Tierra Verde Landscape, Inc.
- Tee Prize Sponsor: Howard Building Corporation
- Event Sponsors: Innovative Janitorial Services; KTR Capital Partners; Rockwood Capital, LLC; Universal Protection Services of America; AEI Consultants; Greenlaw Partners; Chase Commercial Term Lending; Lincoln Property Company; Peregrine Realty Partners; Squar Milner; Butler Burgher Group; Mar West Real Estate; Nadel Architects; Tiarna Real Estate Services, Inc.
- Tee/Green Sponsors: Curtis Rosenthal, Inc.; CYPRESS Office Properties, LLC; Dorsey & Whitney; K2 General Contractors; LNR Property LLC; The McShane Companies; Palmer Capital, Inc.; RETS Associates; Rockefeller Group Development Corporation; Stream Realty Partners, L.P.; Turelk, Inc.; United Paving Company; USAA Real Estate Company

REAL ESTATE ASSOCIATE PROGRAM LAUNCHED IN SoCal

NAIOP SoCal is lending its support to a very worthwhile program opening up professional opportunities for minorities in commercial real estate. The Real Estate Association Program (REAP) is an industry-backed, market-driven program that finds and trains career-changing urban professionals for positions in commercial real estate through education, networking and on-the-job training. Launched in Washington, D.C. in 1997, classes have also been held in Atlanta, New York City and Chicago. With the 2011 class in Los Angeles, REAP has now become a nation-wide educational program, and is supported by numerous trade organizations including NAIOP, ICSC, ULI, BOMA and National Multi Housing Council. NAIOP SoCal is a member of the local advisory council responsible for candidate selection and curriculum development, including such topics as commercial development, market analysis, asset management, leasing and more.

A total of 28 students were selected from a large pool of applicants, and classes began in September. Special thanks to NAIOP SoCal Board Member Cynthia Pettyjohn with First American Exchange, who participated in two days of rigorous application reviews and personal interviews. Thanks also to Board Members Steve Muller from The Muller Company and Patrick Maloney with ProLogis who generously volunteered their time as instructors for the Office and Industrial Development courses. Classes will conclude in December.

All REAP-LA students have been provided with a student membership in NAIOP, so please look for them at upcoming chapter events and make them feel welcome! For more information on the REAP program, visit their website at www.projectreap.org.

NAIOP SoCal WELCOMES NEW MEMBERS!

NAIOP SoCal would like to welcome 66 new members to the chapter between July 21st and October 20th. We look forward to seeing each of them at our upcoming events!

Marc Stanworth

Alere Property Group
Douglas McGilvray

Bank of America Merrill Lynch
Kevin McLain

BBVA Compass
Gabe Potyondy

Colliers International
Joseph Williams

Colony Capital, LLC
Parker Anderson

Con-Am Inc
Anthony Valanos

Cushman & Wakefield of California, Inc.
Curtis Magleby

Eastdil Secured
Adam Pastor

Flintridge Partners
Scott Nelson

IE Concepts
Tom Marambi

Irvine Company Office Properties
Peter Banzhaf

Jones Lang LaSalle Inc.
Aaron Ahlburn, Joe Leon

JPMorgan Chase Bank, N.A.
Brian Foster, David Kennard

Kilroy Realty Corporation
Chris Corpuz, Brendon Lydon

Lawyers Title Insurance Company
Chad Engle

Lee & Associates-Irvine
Jillian Foell Braverman

Lowe Enterprises, Inc.
Daniel Robles

Majestic Realty Co.
Paul Bradford, Taylor Talt, Kyle Valley

Moss Adams LLP
Doug Buurma

REAP Los Angeles Program
Nancy Aldredge, James Brewer, Gerald Brown, Karen Cervantes, Edmond Collier II, Justin Francis, LaVonn Gilbert, Shmel Graham, Karen Hamilton, Yonnine Hawkins Woods, George Hernandez, Dionne Jackson, Ivan Jimenez, Linnelle Johnson, David Jones, Janet Kelly, Mark Lewis, DuBois McMillan, George Pamilton, Jr., Olivia Patterson, Christopher Pearson, Allan Sanchez, Robert Saunderson, Ade Shabazz, Julian Taylor, Gregory White, Charles Wilson, Charles Wren, Dwayne Wyatt

Stan Johnson Company
Jackie Baker

Trammell Crow Company
Sumner Billingsley

Trammell Crow Company
Kellen Spani

Union Bank Of California
Ryan Baderian, Diana Hallal

University of Southern California
Aaron Hirschi

VFS Fire & Security Services
Mario Lopez

Voit Real Estate Services
Russ Johnson

Wells Fargo Real Estate Group
Susan Klein

Westcore Properties
Hack Adams, John Bernard