



A Message from President Terry Thompson

“A Mid-Year Progress Report”

As the market remains a challenge for many of us, NAIOP SoCal continues to push forward with positive initiatives to enhance your business success. One of our main 2008 goals was to enhance our communication tools for our valued sponsors and members. To that end, I am pleased to announce our new chapter website. It was creatively and professionally designed as a resource that will help you register for events with ease, gather important information, submit comments to your chapter leadership and get involved with legislative efforts. I would like to thank our communications committee and Amies Communications for their hard work, creativity and vision in making our new website a reality.

On behalf of the commercial real estate industry, I would also like to thank and commend the legislative affairs committee for its tireless work this year in protecting all of our businesses. From providing leadership and valuable input in shaping the Southern California Area Governments (SCAG) Regional Transportation Plan (RTP) to bringing awareness to our industry and elected officials on “Green Building” practices and the pitfalls and risks of the “Global Warming” initiative AB-32 and more, their work on your behalf has been outstanding. Recently, Legislative Affairs Chairman, Jim Camp of Voit Commercial Development, led a delegation of NAIOP SoCal representatives who teamed up with CBPA (made of representatives throughout the State from NAIOP, BOMA, IREM and ICSC) in Sacramento to speak face-to-face with and lobby state legislators about bills that could have a dramatic impact on the real estate industry. Our voice was heard and the effort that went to benefit your business and our industry was certainly worthwhile. Thank you to our sponsors and members who continue to support our PAC and legislative affairs efforts on your behalf.

In addition, NAIOP SoCal continues to put on cutting-edge educational programs and “industry best” networking events for our sponsors, members and their guests. “NAIOP-U” in both LA and Orange County has held timely and provocative monthly members-only educational



programs. The “Young Professionals Group” (YPG) is celebrating the fourth year of its graduate-level educational program for qualified applicants 35 and under. Our group of graduates of YPG continues to grow and thrive. With nearly 1,000 real estate industry professionals in attendance, our 19th Annual “Night at the Fights” event was again a huge success. In addition to being the best annual networking event in the Southern California real estate industry, this year’s Night at the Fights event raised almost \$75,000 for our PAC and the Building Block Foundation Fund charity. We thank and appreciate the continued support of our sponsors in holding this event and supporting NAIOP SoCal.

So whatever the short-term challenges the market may hold for you and your company, NAIOP SoCal will continue to take the “long view” in improving our service to you, protecting your interests, keeping you informed and having fun! I look forward to seeing all of you at the LA Fall Real Estate Forum and the Orange County Golf Tournament!

Terry Thompson

President



Legislative Update

South Coast Air Quality Management Rule 2301 Update

NAIOP SoCal representatives attended a recent stakeholders meeting of the South Coast Air Quality Management District (SCAQMD) on proposed Rule 2301 dealing with emission growth. NAIOP has numerous concerns with the proposal, primarily with the efforts of the staff strongly pushing for Rule 2301 to be a separate process outside of CEQA. The staff, in response to direct questioning, stated that even if a project had received all of its approvals from the local jurisdiction, including CEQA clearance, the SCAQMD could stop the project by not approving the separate Rule 2301 application. At a subsequent meeting with So Cal's Assistant Director of Legislative Affairs Peter Herzog, the SCAQMD Executive Director, Barry Wallerstein, acknowledged the reason the SCAQMD does not want Rule 2301 to be part of the CEQA process is to avoid a local jurisdiction granting a Statement of Overriding Considerations. It is clear SCAQMD is very sensitive to critics and concerns raised by local elected officials. Thus, in addition to working within the stakeholders meeting, it will be very important to contact local elected officials with whom NAIOP has relationships to gain their support of NAIOP's efforts. The Legislative Affairs Committee has set this as one of its highest priorities.

Board of Directors Approves Revision to SoCal Green Building Policy

At the recommendation of the Legislative Affairs Committee, the Board has approved a revision to the Chapter's Green Building Policy which takes a firmer position in support of sustainability practices and adds a reference to responding to the needs of the end user of the buildings NAIOP members build. It was felt essential for the Chapter to make this revision in order to maintain its credibility when speaking to legislators and regulatory agencies. [Click here to review the updated policy.](#)

Carried Interest Back on the Table ~ H.R. 6275 Passes House



H.R. 6275 – the Alternative Minimum Tax Relief Act of 2008 - includes provisions to change the tax treatment of carried interests from capital gains to ordinary income (15% to 39%). The bill is in the Senate Finance Committee. A June 24, 2008 Statement of Administration Policy indicated that the President's senior advisors would recommend a veto of the bill as it is currently written. NAIOP national staff is working with the Real Estate Roundtable and other real estate groups to oppose the bill.

California Air Resources Board Releases Draft Scoping Plan

NAIOP's state legislative representative, California Business Properties Association (CBPA), is working diligently to represent the interests of Commercial Real Estate regarding the implementation of AB 32, the Global Warming Solutions Act passed by the California legislature that mandates the reduction of greenhouse gas emissions to 1990 levels. The first step in implementing AB 32 is the adoption of the Scoping Plan, the draft of which was recently released. CBPA is in the process of reviewing the draft and has requested NAIOP's review and comments. For a copy of the 93-page report contact Vickie Talley at 949-380-3300 or vickie@talleyassoc.com. The key elements of the plan are:

- Expansion and strengthening of existing energy efficiency programs and building and appliance standards
- Expansion of the Renewables Portfolio Standard to 33 percent
- Development of a California cap-and-trade program that links with other WCI Partner programs to create a regional market system
- Implementation of existing State laws and policies, including California's clean car standards, goods movement measures, and the Low Carbon Fuel Standard and
- Targeted fees to fund the State's long-term commitment to AB 32 administration

LA County Responsive to SoCal Recommendations on Green Ordinance



Environmental Subcommittee Members Kevin Ivey and Stan Lamport worked with SoCal staff Peter Herzog to achieve major movement in the green building ordinance proposed by LA County staff. On June 26, Ivey and Lamport attended the Los Angeles Planning Commission hearing to represent NAIOP's recommendations. The Commission did not take action on the final form of the Green Building Ordinance at its June meeting, but did approve the Staff report that outlined the key features of the ordinance, which included significant recommendations from NAIOP. Once the final draft of the Ordinance is complete, it will return to the Planning Commission for approval as a consent item and then be passed along to the County Supervisors for action. This will likely happen in the next 30 days. NAIOP achieved the following important modifications to the proposed ordinance:

- Exemptions for warehouse manufacturing and cold storage buildings.
- An extension on the rollout of the ordinance.
- No hold up on the issuance of a TCO waiting for final LEED Certification.
- Industry representation on the Task Force that will advise Planning Staff and the Commission on new regulations affecting green building and sustainability issues. Changes to LEED Certification by USGBC will not automatically be implemented without Planning Commission review and adoption including input from the Task Force. Formation of the Task Force will be outside the Ordinance.

LA County Congestion Management Fee, LRTP + Half Cent Sales Tax Increase

Committee co-chair Stephane Wandel and Peter Herzog attended the LA Metro meeting on June 26 prepared to comment on the Congestion Management Fee agenda item only to have the item pulled from the agenda and continued to the July hearing with no discussion. SoCal submitted written comments on the proposed fee. The Committee is also monitoring and commenting on LA Metro's Long Range Transportation Plan (LRTP), which has been continued until after the November election. A proposed increase ½ cent increase in



the county's sales tax is under consideration for the November election.

NAIOP SoCal Influences SCAG Regional Transportation Plan

In an effort to protect members, the legislative committee recently took objection to portions of the Regional Transportation Plan (RTP) prepared by the Southern California Association of Governments (SCAG). As originally drafted, the RTP incorporated a land use plan which was also part of the Environmental Impact Report for the RTP. NAIOP objected to this as it would have dramatically altered development in the six-county SCAG region, as the SCAG land use plan has no relationship to local land use plans. Additionally, NAIOP objected to the RTP's alternative population and employment projections which varied significantly from the projections developed by each county. Together, these two items would have resulted in tremendous problems in the implementation of county transportation plans such as Measure M. The Regional Transportation Plan has now been approved and the chapter was able to influence the removal of both the land use plan and local growth projections from the final version.



YPG's Fourth Class Up and Running!

by Brian Meihaus, YPG Alumni Chair

NAIOP SoCal's Young Professionals Group (YPG) is celebrating its fourth consecutive year, with the 2008-2009 program currently underway. YPG hosted this year's class orientation and kick-off weekend in April at the Estancia La Jolla Hotel & Spa, where the group of 35 students collaborated on leadership and team building exercises. This year's program again generated significant interest, demonstrating the continued appeal by developing leaders for educational and networking opportunities. In addition to the current year program, the YPG Committee is busy planning and hosting opportunities for YPG alumni to network and remain connected to the program and chapter. A June 11 networking reception at the Auld Dubliner in Tustin provided a casual setting for YPG alumni to connect with classmates and enhance the YPG network. Summer and Fall events will include community outreach, social and educational opportunities.

NAIOP SoCal would like to thank all of the [sponsors](#) who generously supported the program in 2007-08. Sponsorship solicitation for the 2008-09 class is now underway. To inquire about YPG sponsorship opportunities, please contact NAIOP SoCal at 714.979.9131, or [click here to download an information packet.](#)



Los Angeles BBQ Bash on August 28!

Join us on August 28 for fun in the sun on the sand! NAIOP SoCal will host its annual Los Angeles BBQ Bash at the Jonathan Beach Club for members who want to network with colleagues in a beautiful beach setting. Featuring a delicious beach barbeque and refreshments, this event is sure to draw the who's who in commercial real estate! To register and for additional information, please click on the link below or call NAIOP SoCal at (714) 979-9131.

[Click here for BBQ Bash Invite!](#)



Trojans and Bruins go Head-to-Head November 20th

Save the date for another action-packed Real Estate Challenge! On November 20th a team of graduate students from UCLA's Anderson School of Business will defend the Silver Shovel their classmates took home last year from a team of graduate students from the USC Marshall School of Business and Lusk Center for Real Estate. Witness a real estate-focused battle between Trojans and Bruins in festivities set to commence at 5:30 pm. Stay tuned for additional details as the event draws closer!



LA Golf Tournament

A record 180 players participated in this year's LA Golf Tournament, held on June 23rd at MountainGate Country Club. With 27 holes and streamlined rules of play, everyone finished in record time! Special thanks to this year's Title Sponsor, **Legacy Partners** ... and to [all the event sponsors](#) who helped make this year's event the best ever!



Kudos: Members Making a Difference in the Community

Majestic Realty Foundation Targets Los Angeles with Philanthropy and Places More Than 315 Grants Nationwide in 2007

Celebrating its fifth year, the Majestic Realty Foundation recently announced the placement of more than 315 grants in 2007, marking in excess of \$8.3 million donated since its inception. "We like to think we are just beginning to hit our stride," said Fran Inman, the Foundation's founding president.

The organization targets regions where Majestic Realty Co. is active in business, with the community of Los Angeles benefitting heavily. Among its many 2007 Los Angeles grants, the Foundation provided **Echoes of Hope** with funding to expand programs for transitional foster youth and the **Los Angeles Regional Foodbank** with a grant which (combined with donations from other LA businesses) purchased more than 104 tons of food for needy families.

"Our goal is to help our local grantees expand their programs and increase their capacity to serve people," said John Semcken, vice president of Majestic Realty Co. and a member of the Majestic Realty Foundation's Los Angeles Area Planning Team. In addition to Semcken, the Foundation's LA Area Planning Team also includes Fran Inman, John Hunter and Meghan Loper.

LET US HEAR FROM YOU! If your company has a community project you would like us to recognize, please submit details to Julie@amies.com.



UCI Real Estate Alumni Launch New Alumni Group

UCI Real Estate Alumni have launched a new alumni group comprised of professionals in the real estate industry. Aligned closely with Dr. Kerry Vandell and the Center for Real Estate at the Merage School of Business, the association is focused on fostering the further development of relationships amongst UCI real estate alumni, students and the community at-large. The group is planning a kick-off event in Fall 2008. Please visit the association's website at www.ucirea.org or contact Josh Needle at jneedle@bascomgroup.com for additional information and to participate in events.



Members in the News

CIP Real Estate reports it has sold two multi-tenant Southern California business parks for a total of \$37.25 million. The two properties were sold to CRP-2 Acquisitions, LLC, an affiliate of Colony Partners, and include Milliken Business Center in Ontario and Brea Canyon Business Park in Walnut.

Cooper Carry announces that Jeff Causey has joined the architecture and planning firm as Managing Director of Operations. With a track record in international and sustainable design, Causey will direct the national firm's design, vision and implementation for all California and Western U.S. projects. The Newport Beach office is currently designing in excess of 5 million square feet of mixed-use, retail, hospitality, education and office space.

Grubb & Ellis recently announced that ten of its brokers from Orange County were recognized for ranking among the company's top 100 producers at the Grubb & Ellis Circle of Excellence Awards. Held in Montego Bay, Jamaica, the event recognized Jeff Read, Senior Vice President, Industrial, Anaheim and Michelle Schierbel, Senior Vice President, Investment, Newport Beach as ranking in the top 20 nationwide. In addition, the event recognized the following brokers for ranking in the top 100: Ken Armitsu, Investment, Newport Beach; Dixie Walker, Investment, Newport Beach; Bob Crenshaw, Industrial, Anaheim; Ryan Gallagher, Investment, Newport Beach; Eric Lambaise, Investment, Newport Beach; Jack McNutt, Office, Newport Beach; Mike Randall, Investment, Newport Beach; and Steve Sprenger, Industrial, Anaheim.

Grubb & Ellis announces that David Ghermezian has been promoted to Senior Vice President in the West Los Angeles office. An 18-year veteran of the commercial real estate industry, Ghermezian has been with Grubb & Ellis since 1998 and in 2007 ranked among the top 10 investment professionals for the company nationwide and among the top 20 producers in Los Angeles County in 2006 and 2007. In addition, commercial real estate veteran James Wynne has joined the Newport Beach office as Vice President with the Office Group. Wynne specializes



in the leasing and sale of high-rise, mid-rise and garden office/investment properties in south Orange County.

Master Development Corporation (MDC) reports the sale of a 127,800-square-foot industrial building in Corona for \$15 million. The building is 100 percent leased to CertainTeed Corporation and boasts excellent visibility and access from the 91 Freeway. Jedd Zaun and Bill Garrett of **Lee & Associates'** Newport Beach office represented both MDC as the seller and the private investor buyer of the property.

Opus West reports that plans have been approved for the Opus Corporate Center in the City of Westlake Village. Approved by the City of Westlake Village City Council, plans for the \$180 million, 435,000-square-foot mixed-use project include twin Class A, four-story office buildings, three free-standing restaurant pads, a 45,000-square-foot fitness facility and 8,000 square feet of service retail. The project is located on 21.5 acres of land off the U.S. 101 Freeway at Lindero Canyon Road and completion is anticipated for the first quarter of 2009. In addition, the company announces that it has secured a lease with Jacuzzi Brands Corp., a leader in the bath and acrylic hot tub industry, at the Shoppes at Chino Hills. Jacuzzi will occupy a 30,813-square-foot office space at the master-planned project. The six-year lease represents the headquarters relocation of Jacuzzi Brands from nearby Chino. Taylor Ing and Michael Day of **CB Richard Ellis** represented both Opus West and Jacuzzi in the transaction.

Opus West reports that it has hired Greg Wattson as Vice President of Retail Development for the firm's six-state western region. In this role, Wattson will pursue and implement new retail development opportunities throughout Southern California, as well as coordinate with Minnesota-based parent company Opus Corporation on national retail development strategy.

PCCP, LLC has announced the promotion of four leading executives to Partner:

- Greg Eberhardt is responsible for raising investment capital and leads all corporate financing activities for the firm.



- Brian Heafey manages debt and equity investment in PCCP's San Francisco office and oversees debt investments companywide.
- Greg Galusha manages joint venture equity and debt originations in the Los Angeles office.
- Bryan Thornton oversees portfolio management, asset management and loan servicing functions.

Snyder Langston announces the completion of Catholic Charities/Good Shepherd Women's Village Phase III, a 35,892-square-foot mixed-use building in Los Angeles. Providing services to all residents of the Good Shepherd Center facilities, the property is located on a half parcel of land and includes underground and surface parking, a computer training area, a classroom, conference rooms, transitional housing and a retail bakery/café providing employment assistance and concrete work experience to some of the women at Good Shepherd.

Snyder Langston reports the construction completion of Pacific Life Insurance Company's 9-story office tower located at Summit Office Campus. Developed by **Parker Properties** and designed by **Ware Malcomb**, the 246,000-square-foot build-to-suit office tower is Aliso Viejo's tallest building. The Class A facility is located on 5.5 acres of land, and approximately 1,000 employees of the Life Insurance Division are located at the site. In addition, the company announces that construction has been completed on a 6-story, Class A office tower within Lakeshore Plaza in Corona. Registered for LEED certification, the 160,000-square-foot facility is located within the master-planned community of Dos Lagos. The tower is the first of three buildings planned for Lakeshore Plaza, a project that will ultimately total 473,000 square feet and is adjacent to The Promenade Shops at Dos Lagos retail center.

Sperry Van Ness reports three recent transactions:

- The sale of a two-building office property totaling 9,731 square feet to Sierra Nevada Investment Group for approximately \$3 million. Located within the Eagle Rock area of Los Angeles, it is near Old Town Pasadena and the Rose Bowl Stadium. Jeff Albee,



CCIM and Chris Itule of Sperry Van Ness in Pasadena represented the buyer as well as the seller, Kline Enterprises.

- The sale of 28,814 square feet of land to Los Angeles-based Grae Ventures for approximately \$1.6 million. The property is located at a signalized intersection close to the 605 and 405 freeways in Hawaiian Gardens. The buyer has plans for a dialysis center on the site. Rajni Dang of Sperry Van Ness in La Palma represented the buyer as well as the seller, a private investor from Los Alamitos.
- The sale of a vacant 29,000-square-foot building to Long Beach-based Constellation Community Middle School for approximately \$2.3 million. The property will be redeveloped for use as a charter school and is located near Pacific Coast Highway and Long Beach Boulevard in Long Beach. Ian Schroeder of Sperry Van Ness in Irvine represented the seller, a private investor from Huntington Beach. Michele Renoso of Keller Williams represented the buyer.

Stirling Capital Investments reports that it will bring the High Desert's first project-wide LEED registered "green buildings" to **Southern California Logistics Centre (SCLC)** in Victorville. Upon completion, SCLC will total approximately 60 million square feet of commercial and industrial development to accommodate future warehousing and logistics operations. In addition, the firm reports the completion of its fourth industrial building at SCLC. The Class A industrial facility, known as Distribution Centre 13A consists of 296,490 square feet on approximately 17 acres of land and is the largest industrial facility currently available in the Inland Empire North region. It is a sustainable building targeted for LEED certification and can be leased to any combination of one to four users.

Stirling Capital Investments announces the completion of two multi-tenant industrial facilities dubbed **Global Access Business Centre**. The two Class A buildings total 223,773 square feet and are part of the **SCLC**. Adding to the milestone, five leases totaling 49,050 square feet have been executed, bringing the Global Access Business Centre to nearly 22 percent. The leases secured include:



- Sequoia Lighting, a manufacturer of commercial lighting fixtures, signed an 18,529-square-foot lease.
- Prego Inc., an apparel import and export company, signed a 13,067-square-foot lease.
- PTL Electric, a local electrical contracting company, signed a 7,359-square-foot lease.
- Stoodly Industrial and Welding Supplies, a family-run company that sells industrial gases and welding supplies, signed a 6,279-square-foot lease.
- Product System Engineering, a high-end machine shop, signed a 3,816-square-foot lease.

Voit Commercial Brokerage reports the close of several industrial sale transactions including:

- M2 Properties sold five office and industrial condos at Von Karman Center totaling 19,245 square feet for \$5.5 million. Walter Frome and Bill Livesay of Voit's Irvine office represented the seller and Tom Taylor and Gary McArdell of **Grubb & Ellis** represented the buyers, Lisa Farmer and Fred Totah.
- Windstar Group sold a 23,904-square-foot industrial property in Anaheim for \$4.3 million. Mitch Zehner, Louis Tomaselli and Seth Davenport of the Anaheim Voit office represented Windstar Group. Henry Hung of Centemac Realty represented the buyers, Rey and Janis Harju.
- The Fong Family Trust sold a 22,214-square-foot industrial building in Cerritos for \$3 million. Cameron Driscoll and Luke McDaniel of the Anaheim Metro Voit office represented the seller, while Janet Chang represented the buyer, John Chang.
- Robert Brandy sold an 11,340-square-foot industrial property located in Costa Mesa for \$2.7 million. Mike and Loren Cargile of Voit's Irvine office represented the seller while Mark Barreiro of **GVA Daum** represented the buyer, Newport Properties Venture.

Voit Development Company announces that it has secured a 10-year, 55,000-square-foot lease valued at \$4 million at Tidelands Industrial Park, a 99,000-square-foot multi-tenant industrial park in National City. National Steel and Shipbuilding Company (NASSCO) signed the lease to expand its current San Diego operations. James V.



Camp and Chris Cussen of Voit Development are the project managers for the Tidelands Industrial Park. Michael Mossmer, Rob Miller and Brian Kilkenney of **Voit Commercial Brokerage** are handling the marketing of the project. The company also reports it has secured a 10-year lease for MB2 Raceway for 58,700 square feet within Voit's two-building, 465,073-square-foot R&D/industrial project in the Newbury Park area of Thousand Oaks. The project is situated on 26.2 acres within the Conejo Spectrum Business Park. The MB2 Raceway lease brings the project to 93 percent. Nick Gregg and Ken Ashen of **CB Richard Ellis'** Camarillo office are the exclusive marketing agents on the property. Tim Regan of Voit Development Company is the project manager on the property.

Ware Malcomb has been awarded the design contract for Inland Regional Center's new three-building office campus. Located in the 31-acre Waterman Business Park in San Bernardino, the project is owned and developed by California Housing Federation of Redlands. Ware Malcomb is providing planning, architecture, full-service interior design and monument signing services for the campus which totals 200,000 square feet.

Ware Malcomb has welcomed Stephania Armani, Ph.D. to the firm as Director of Technology in the Irvine Corporate Office. As Director of Technology, Armani will be responsible for the overall management, leadership and growth of the Irvine Technology Studio.



Leadership • Professional Development • Legislative Advocacy • Community Service • Voice of Commercial Real Estate In SoCal

NAIOP SoCal Welcomes New Members!

NAIOP SoCal would like to welcome 63 new members to the chapter between March 27th and June 30th. We look forward to seeing each of them at our upcoming events!

Shally Hu

The Advent Group Inc

Phillip M. Owens

Ahva Properties

Nima Taghavi

The Bergman Companies

Rick DelCarlo

Birtcher Development LLC

Randy Dunlevie

Buchanan Street Partners

Joshua Greer, Matt R. Haugen

California National Bank

Christopher Gaudreau, Richard Robinson, Barton William Welch

Casco Contractors, Inc.

Jason Knapmeyer

CB Richard Ellis

Thomas Bohlinger, Sosa Britni, Tyler Mattox

Chicago Title Company

Bill Keller

Christensen, Glaser, Fink, Jacobs, Weil, Shapiro

Adam Thorpe

Citation Capital Partners Inc.

Chad Coluccio



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City of Ontario, California

Mary Jane Olhasso, Kelly Reenders

Cooper Carry

Richard Flierl

CoStar Group Inc.

Jason Dolce

Crown Realty & Development

Eric Schoof

Cushman & Wakefield of California, Inc.

Ed Hernandez, Cybele Thompson

Davis Partners LLC

Chalinee Chapanond

Eastdil Secured

Grady Gamble

Glenwood Development Company

S. David Scott

Harriet B. Alexson Law

Harriet Alexson

Interior Office Solutions

Paula Ray

The Irvine Company

Imelda Herrera

J.T. Kruer & Company

Allison Banzhof

JH Snyder

Elan Bloch



Jones Lang LaSalle Inc.
Christopher Brandt

Kennedy Associates Real Estate Counsel LP
Trevor Sterry

The Koll Company
Cameron Bassett

KTR Capital Partners
John Clowney

Lee & Associates
Justin Smith, Marshal Vogt

Liberty Mutual
Mark Tanzer

Little Diversified Architectural Consulting
Renee Barot, Doug Robidoux

Lowe Enterprises, Inc.
Christopher Flick

Marcus & Millichap
Rachael Ezra

Marvin F. Poer and Company
Larry Mandell

MidFirst Bank
Joe McGhie

Morlin Asset Management, LP
Ron Blakeslee

NightResponse, Inc.
Daniel L. Friess



Phoenix Realty Group, LLC
R. Alex Saunders

ProLogis
Lisa Hoshek

Read Fire Protection, Inc.
Marc Read

Rockefeller Group Development
Mark Foster, Michael Sajjadi

Sapetto Group, Inc.
Jeff Packard, Eric Rubery

SASCO Electric
Chon Rush

Snyder Langston
Sean Lynn, Evan Slavik

The Somerset Group
Gabriel Eshagian

Storm Properties, Inc.
David Simard

Tetra Tech
David McAlister

University of Southern California
Michael Kaminowitz

US Bank
David Pelaia

WCV Commercial Properties
Robert P. Munson