



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

ISSUE 2

SUMMER 2006

IN NAIOP ENEWS...

A Message from President Kirk Johnson	Page 1
Legislative Update	Page 2
RE Programs	Page 4
Fall Forum	Page 5
Real Estate Challenge	Page 6
Don't Miss Development '06	Page 7

Members in the News	
Summer 2006	Page 8
New Members List	Page 13

A Message from Our President, Kirk Johnson

With Summer coming to a close and Fall right around the corner, this year's November State election is at the top of NAIOP SoCal's priority list. On the ballot there will be a number of propositions and candidates which will be decided by the voters. The outcome of the election has the potential to affect every aspect of our livelihoods, our State's business competitiveness, and thus our economic strength and stability.

At the state level, our NAIOP chapter believes there is nothing more important than supporting the re-election of Governor Schwarzenegger and urges members to take steps to help him win his second term! On the ballot, there are also several critically important measures with direct impacts for our industry. The Transportation Infrastructure Bonds, Propositions 1A and 1B, must win voter approval in order to provide vital funding to alleviate the state's current transportation conditions and provide the infrastructure necessary to handle the anticipated growth while addressing environmental issues associated with traffic congestion and the movement of goods. Locally, in Orange County, we support the continuance of Measure M which provides critical funding for important transportation improvements throughout the county.



A "Voter Guide" with additional information will be provided prior to the election. In the meantime we urge you to be proactive and get involved in shaping the future of our state and our industry by taking an active role in this year's important statewide elections. Please share this information with family, friends and business associates underscoring the importance of exercising their right to vote and the significance of the far-reaching effects of the decisions that will be made by those who vote in November.

Warm regards,
Kirk Johnson



Legislative Affairs Report

Chapter Endorses Governor Schwarzenegger

The Chapter has gone on record endorsing the Governor's bid for reelection and has made generous contributions to his campaign efforts. Chapter leadership and Legislative Affairs Committee members have attended special events with the Governor in Los Angeles and Orange Counties. For more information on the Governor's platform and campaign visit www.joinarnold.com.

Inman on Transportation

Committee Member Fran Inman (Majestic Realty) co-chairs the Mobility Subcommittee and is rapidly becoming known for her expertise on goods movement. She was recently interviewed by the *Los Angeles Business Journal* and has authored the article "Transportation Vital to Region", which appeared in the July/August edition of *Real Estate Southern California*.

Chapter Opposed to Ordinance! City of Irvine Adopts Construction Site Safety Ordinance

The Chapter went on record opposing the adoption of an ordinance regulating detailed and expensive procedures for construction site safety proposed by the City's Police Chief and Councilmember David Choi. NAIOP's strong opposition resulted in significant and important changes being made to the ordinance, which will go into effect for construction projects obtaining permits after September 8, 2006. Ordinance No. 06-07 was adopted by the Council on July 11, 2006. For more information, please contact Vickie Talley at Vickie@talleyassoc.com.

Grant for Intern Awarded by National NAIOP

The Legislative Affairs Land Use and Entitlements Subcommittee prepared an application on behalf of the chapter for a grant from national NAIOP to hire an intern to study Eminent Domain. The \$2,500 grant was approved and will be matched by chapter funds. Eminent domain has been identified as a high priority issue for the chapter. Of particular interest is Proposition 90 on the November 2006 general election ballot, which would eliminate the ability of redevelopment agencies to condemn private property for development by another private property owner.

Meetings with Elected Officials and Candidates

The Legislative and Political Action Committees have been busy meeting with legislators and candidates. Recent meetings were held with Assemblywoman Bonnie Garcia who was recently honored as CBPA's Legislator of the Year, State Senator Dick Ackerman, Assemblywoman Mimi Walters, and Congressman Dana Rohrabacher. Incumbents and Candidates running for local city council positions are being interviewed to identify pro-business candidates who understand the importance of commercial real estate to the regional and state economy.

YES on 1A and No on 90!

Who can keep the statewide ballot propositions straight? Don't worry! NAIOP So Cal is on top of all of the ballot measures that impact commercial and industrial real estate and the candidates running for offices that



could make a difference in the economic development of our region. Watch for voter information and Voter Guides and call Vickie Talley or Rob Evans at (949) 380-3300 with questions and input on candidates and measures or to volunteer to meet with candidates!

Get Involved – It's Fun and Rewarding!

Members interested in becoming more involved in the political process and government affairs, please do not hesitate to contact Rob Evans or Vickie Talley at (949) 380-3300 for information on how to get involved!

NAIOP Members Support PAC Additional Help Requested

Thank you to all NAIOP members and friends who supported this year's political action committee activities through their purchase of tickets to Night at the Fights. In addition to the funds raised at the Night at the Fights event, the NAIOP PAC is also actively urging NAIOP members to contribute to the NAIOP PAC so that we can make a difference this election year on some very important issues to commercial real estate. NAIOP PAC will aggressively oppose the no growth measure in Newport Beach and just as aggressively support the extension of the Measure M transportation sales tax measure and the statewide infrastructure bond measures. Thank you for generously contributing to NAIOP PAC by sending your checks made out to NAIOP PAC. Please mail to: Vickie Talley, Director of Legislative Affairs, 25241 Paseo de Alicia, Suite 120, Laguna Hills, CA 92653. For more information on NAIOP's PAC please call Vickie at (949) 380-3300.

SAVE THE DATE!

The 2006 Legislative Year in Review and an Overview of the November elections will be key topics of discussion at the October 19th Legislative Breakfast Forum. Plans are also underway for a special Measure M Briefing and Fundraising event. Watch for more details on this!

Problems with a Government Agency? Ask NAIOP for Help!

Members who are working with local and regional agencies and run into difficulties are encouraged to call NAIOP's Director of Legislative Affairs Vickie Talley for assistance. NAIOP is here to help!



Universities Step It Up, Go Head to Head with Student Offerings

Southern California's top universities are stepping it up with offerings designed to compete for students. Offering a plethora of real estate-related degree and educational opportunities, one of the newer additions is the year-old Center for Real Estate at UC Irvine's Paul Merage School of Business, where Director Kerry Vandell took the helm this summer. This former head of one of the nation's top real estate programs at the University of Wisconsin-Madison now leads a program designed to produce highly qualified MBA graduates with special training in real estate and such related disciplines as urban planning, environmental and legal issues.

Across town at Chapman University in Orange, the first classes of the new Roger C. Hobbs Institute for Real Estate, Law and Environmental Studies begin this fall. Founded with a \$10 million endowment from local developer Roger C. Hobbs, the new institute focuses on emerging real estate trends and will place the building trade in context with issues that affect it. According to Doug Tuggle, dean of Chapman's George L. Argyros School of Business and Economics, the institute also will study how public policy issues come together to affect development trends.

Continuing a long tradition of real estate research and education, UCLA Anderson School of Management's Richard S. Ziman Center for Real Estate remains one of the top programs in Southern California. NAIOP members can make valuable contributions to the development and learning experience of young real estate leaders by becoming UCLA Ziman Center Real Estate Mentors. This program is designed to offer UCLA students a real world perspective of the business of real estate while offering professionals the opportunity to help support education and participate in the Center's activities. Click [HERE](#) to read about this program. To register as a Mentor, please click [HERE](#) to access the online application. For more details, contact Sanam Dabiri at 310.825.3322.

At USC's Lusk Center for Real Estate, degrees conferred by the School of Policy, Planning and Development, Marshall School of Business, Law School and School of Engineering are the core of the student constituency. Career services include the John Shea Speaker Series, featuring prominent developers and industry leaders in informal lunch seminars; Career Forum, aimed at educating students on various industry segments; and Industry Night, an annual real estate recruiting and networking event.



Fall Forum Promises to Be a Sell-Out Event!

On Wednesday, September 13th, NAIOP SoCal hosts its annual sell-out event—Fall Forum in Beverly Hills. This year's event features new speakers in a frank and open discussion about today's capital markets, the changing face of commercial real estate, mergers and acquisitions. Join us from 5:30 p.m. to 8:30 p.m. at the Peninsula Hotel for a night you won't want to miss!

Back by popular demand, Kathy Briscoe from Lowe Enterprises Investment Management, will serve as moderator. This year's panelists include:

Christopher T. Chee
The Blackstone Group Corporation

David P. Margulies
New Pacific Realty Securities

Ron D. Sturzenegger
Banc of America

To register, please call NAIOP SoCal at 714.979.9131.



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

SoCal's Favorite Rivalry Heats to Record Levels This November!

Join NAIOP SoCal on November 16 for the most dynamic Real Estate Challenge to date! A team of Trojans from USC's Marshall School of Business will try to defend their title from a team of Bruins representing the Anderson School of Business in a fight for the coveted Silver Shovel. Mark your calendars because this year's event promises to be more explosive than ever! Our 2006 all-star event celebrity cast includes:

USC

Keynote Speaker Ed Roski of Majestic Realty
Team Captain and Former USC Football Coach John Robinson
USC Spirit Squad

Vs.

UCLA

Keynote Speaker Nelson Rising, formerly of Catellus
Team Captain and Former UCLA Football Coach Terry Donahue
UCLA Spirit Squad

And Special Guest and Referee: Richard Ziman, who attended USC and later put his name on the UCLA Ziman Center for Real Estate!

**Don't Miss Development '06**

Get Access, Exposure and Experience at this year's Development '06, the annual meeting for commercial real estate, being held on October 30-November 2, at the San Francisco Hyatt Regency. Don't miss the opportunity to maximize your success by meeting with the commercial real estate industry's decision makers. Developers, owners, and investors from today's leading companies in office, industrial and mixed-use development will all be there. This year's speakers feature an awesome lineup of California CEO's who fully understand the challenges and opportunities unique to doing business in our state.

Don't wait! Early bird prices end October 2, 2006. [Click here](#) for additional information and to register.

The Hyatt Regency San Francisco
San Francisco, California 94111
(415) 788-1234



Members in the News

City of Riverside announces A-Check America, Inc.'s relocation of its headquarters facility from Ontario to University Research Park (URP) in Riverside. More than 100 A-Check America employees will occupy a new 30,000-square-foot facility at the 56-acre campus designed for technology-based companies involved with research and development. The firm was attracted to Riverside's URP because of the strong technology base and support network available to companies, as well as the incentives offered by the city.

LOS ANGELES

Colliers International reports that it represented Black Equities Group, a Beverly Hills-based developer, in the acquisition of a Class-A, multi-tenant office building totaling 51,396 square feet at 21731 Ventura Blvd. in Woodland Hills for \$9.5 million. Roger L. Beck, vice president of Colliers International's Encino office, represented the buyer. Jeff Resnick of First Property represented the seller, Woodland Park Development Company, a Santa Monica-based development company.

Grubb & Ellis Company announces that J.C. Casillas has been promoted to Client Services Manager for Los Angeles County. Previously, Casillas was Los Angeles County Research Services Manager.

Grubb & Ellis Company announces that Witmer Development, LLC, a Los Angeles-based developer, has purchased a 44,000-square-foot development site at 1247 West 7th St. in downtown Los Angeles from Service Employees International Union Local 1877. The transaction was valued at \$8.9 million. Witmer plans to redevelop the property into a multi-unit condominium project. Grubb & Ellis represented both buyer and seller in the transaction.

Grubb & Ellis Company announces that AVP Lancaster LLC has purchased Antelope Valley Plaza, a 126,260-square-foot retail center in Lancaster, in a transaction valued at \$20.2 million. The center on the corner of 20th St. West and Avenue J was 100% leased at the time of sale. Dixie Walker and Charley Simpson of Grubb & Ellis' Newport Beach office represented the seller. Brian Fox with Guardian Equity Growth represented the buyer.

Sperry Van Ness announces the following personnel changes and promotions as part of a national expansion program that has grown the firm from nine to more than 100 markets in four years:

- Danny Bahng has been named Vice President in West Los Angeles
- Cheri Honig and Bijan Yaghoobia have been named Senior Advisors in West Los Angeles.
- Michael W. Cassidy has been named Senior Vice President of the South Bay
- Arthur Suazo was made Regional Manager in the Woodland Hills office

ORANGE COUNTY

Amies Communications was honored with three Awards of Excellence at the 31st annual PROTOS Awards hosted by the Orange County Chapter of the Public Relations Society of America. The annual awards recognize the work of top local public relations professionals, programs and students.

Amies Communications announces the promotions of Danielle Tocco and Julie Fornaro to Senior Account Strategists.

Birtcher Anderson Realty, LLC and its joint venture partner, Thackeray Partners, have acquired Tempe Executive Center, an 88,569-square-foot Class B office property at 1208, 1232 and 1270 E. Broadway in



Tempe, AZ for \$11.05 million. Stan Shafer and Laurel Lewis of Grubb & Ellis in Phoenix represented Bircher Anderson Realty. The seller, The Walton Family Trust from Phoenix, represented itself.

Buchanan Street Partners announces the following transactions:

- Arranged financing, preferred equity and provided joint venture equity in \$66 million acquisition of Amber Oaks, an eight-building, 491,354-square-foot, Class A office park in Austin, TX
- Provided \$8 million of equity to acquire 616-unit Arlington, TX apartment community
- Joint venture partner, secured financing and will sell 137,786-square-foot office park in Riverside for Janez Properties
- Arranged \$247 million for Orange County's largest high-rise residential development, Skyline at MacArthur Place in Santa Ana
- Secured \$60 million of construction financing for development of Centergate Distribution Park, a 1,025,356-square-foot development in Redlands
- Provided \$5 million of equity to acquire downtown Dallas apartment building

Grubb & Ellis Company announces that Fremont Investment & Loan leased 6,942 square feet of office space at Jamboree Center in Irvine for a commercial lending office. Serge Vishmid of Grubb & Ellis' West Los Angeles office and Chon Kantikovit of the Newport Beach office represented the lessee. Rick Wandrocke of **The Irvine Company Office Properties** represented the lessor.

Guthrie Development Company has acquired a 60,000-square-foot industrial property, which it plans to demolish and redevelop into Guthrie Lambert Business Center, an eight-building mixed-use office and industrial project totaling 132,642 square feet at 201 North Berry in Brea. Mitch Zehner, Louis Tomaselli and Mike Boomer of **Voit Commercial Brokerage's** Anaheim Metro office are the exclusive sales representatives for Guthrie Lambert Business Center, which is slated for completion by June 2007.

Guthrie Development Company announces the sale of Tustin Freeway Commerce Center, a three-building, multi-tenant industrial park totaling 184,032 square feet in Tustin, for \$17.5 million. Michael Hefner and Alan Pekarck of **Voit Commercial Brokerage** represented Guthrie Development Company. Independent broker Bud Bergge represented the buyer, an undisclosed private investor.

MVE & Partners has opened a new regional office at 1100 Alakea St. in downtown Honolulu. The Oahu office expands the firm's resort residential presence while providing a local point of contact for its mission to provide quality, urban mixed-use residential solutions in under-utilized, infill locations on Oahu, the Big Island and Maui.

MVE Institutional has been recognized with the prestigious Leroy F. Greene Design Award for its Valley Region Elementary School No. 6 design concept. This new K-5 elementary school is part of the Los Angeles Unified School District and is programmed to serve 950 students on a 4.31-acre site in Panorama City.

Pacific Coast Capital Partners announces:

- A joint venture with San Francisco-based The Rosenberg Company for the acquisition of 55 Francisco St., an eight-story, 144,000-square-foot Class B office building with an adjacent four-story, 282-stall parking garage in San Francisco.
- It has provided a \$7.2 million loan to Newport Beach-based **CT Realty Corporation** for the acquisition and subdivision of two multi-tenant industrial buildings totaling 88,000 square feet at 10065 and 10145 Via De La Amistad in the Otay Mesa submarket of San Diego.



- The purchase of a \$17 million B note from Barclays Capital as part of an overall \$120 million senior loan to refinance Bayside I, an existing loan with JER Partners and TMG Partners, and finance an additional eight office/R&D buildings within Bayside Technology Park in Fremont.
- It has provided a \$12.8 million senior loan to San Francisco-based Fowler Property Acquisitions for the acquisition, repositioning and lease up of a two-story, 119,960-square-foot office/R&D building within Oakmead Northbay Business Park at 2199 S. McDowell in Petaluma.
- A joint venture with Lincoln Property Company for the acquisition, lease-up and development of Plano Corporate Center in Plano, TX.

PENCO Engineering, Inc. is providing surveying and civil engineering design services for the construction of One Broadway Plaza in Santa Ana, a 545,124-square-foot, 37-story office building and eight-level parking structure. In addition, it will rehabilitate four existing structures into office and commercial uses. Other projects include survey and civil engineering design for Norco Ridge Ranch in Norco and design-build civil engineering and surveying services for UCI-Bren Hall in Irvine.

Sperry Van Ness has launched the Sperry Van Ness Research Group, naming Tom Hershey national director of research. Hershey will be responsible for research, product development, and market forecasting and reporting.

Trizec Properties, Inc. announces that it has signed six leases totaling 100,000 square feet of office space at Figueroa at Wilshire, a 1-million-square-foot Class A office tower at 601 South Figueroa St. in downtown Los Angeles. New tenants include Luce, Forward, Hamilton & Scripps and ING Clarion Partners. Morgan Stanley; Knott & Glazier LLP; Liberty Mutual and Yomiuri New, Inc. signed lease renewals. Carl Muhlstein, Anthony Gatti and Andrew Goodman of Cushman & Wakefield were the exclusive building agents representing Trizec in the Luce, Forward, Hamilton & Scripps; ING Clarion Partners; Liberty Mutual and Yomiuri New, Inc. transactions.

Turner Development announces that 30% of its Phase IV office space at Turner Riverwalk, a 73-acre mixed-use business community in Western Riverside, has been sold or leased since the May groundbreaking.

Voit Commercial Brokerage reports that Orange County's industrial market experienced record high lease rates of .67 cents per square foot per month in the second quarter of 2006. This is the largest average asking triple net lease rate jump in one quarter, increasing almost 10% since the first quarter of 2006. In addition to record-breaking lease rates, Orange County's vacancy rate continues to decrease, putting additional pressure on lease rates to rise in 2006. The industrial vacancy rate is currently 3.80%—12.24% lower than one-year prior.

Voit Commercial Brokerage reports the sale of a 3,542-square-foot freestanding retail building at 3201 Newport Blvd. in Newport Beach for more than \$2 million. The building is occupied by Blockbuster Inc. Mark Sigler and Chris Deason of Voit Commercial Brokerage's Irvine office represented the buyer, CDS Realty.

Voit Commercial Brokerage has closed three industrial sales transactions totaling \$4.5 million:

- Brown Tsui acquired an 11,760-square-foot industrial building at 16722 Parkside in Cerritos for \$1.6 million. Paul Caputo of Voit's Anaheim Metro office represented the buyer; Laird Perkins of CB Richard Ellis represented the seller, SB Management.
- Robert and Connie Shaw sold a 6,640 square-foot industrial building at 1901 East Carnegie Ave. in Santa Ana for \$1.46 million. Chris Clark of Voit's Irvine office represented them. Chuck Iverson of Coldwell Banker represented the buyer, Orange County Properties, LLC.



- Dale Walton sold a 9,036-square-foot industrial building at 1918 Nancita Circle in Placentia for \$1.4 million. Mike Hefner and Mike Vernick of Voit's Anaheim Metro office represented him. Mike Vernick and Seth Davenport of Voit's Anaheim Metro office represented the buyer, Richard Bybee.

Voit Commercial Brokerage has closed five industrial lease transactions totaling \$10 million:

- United Rentals signed a 10-year lease for a 31,219 square-foot industrial space at 28311-28317 Kelly Johnson Parkway in Santa Clarita for \$3.2 million. Mike Bouma of Voit's Anaheim Metro office and Jim Ebanks of Realty Advisory Group represented the lessee. Doug Sonderegger and Craig Peters of CB Richard Ellis represented the lessor, Rye Canyon Commerce Center.
- Metrics, LLC has signed a 7.5-year lease for a 40,877-square-foot industrial space at 15210 Desman Road in La Mirada for \$1.9 million. Todd Hergesell of Voit's Irvine office represented the lessee. Scott Heaton of CB Richard Ellis represented the lessor, Desman Realty Associates, LLC.
- Moon International has signed a five-year lease for a 67,571-square-foot industrial space at 1490 Railroad in Corona for \$1.9 million. Mitch Zehner and Louis Tomaselli of Voit's Anaheim Metro office and Jeff Mitchell of Voit's Irvine office represented the lessor, Gonsalves Properties, LLC. Mark Kegans of Grubb & Ellis represented the lessee, Moon International.
- True North America has signed a five-year lease for a 40,000 square-foot industrial space at 2052 Alton Parkway in Irvine for \$1.5 million. John Griffin and Jeff Mitchell of Voit's Irvine office represented the lessor, Calwest Industrial Holdings, LLC. Andy Friedman of Industrial Properties represented the lessee.
- Samson Motorcycle Parts has signed a five-year lease for a 38,439 square-foot industrial space at 655 Tamarack in Brea for \$1.5 million. Mike Hefner and Rob Socci of Voit's Anaheim Metro office represented the lessee. Mark Hintergardt of Lee & Associates represented the lessor, Rents.

Voit Commercial Brokerage has closed three industrial sales transactions in Anaheim totaling \$5.8 million:

- Performance Powder acquired a 19,208-square-foot industrial building at 2920 East La Jolla St. for \$3.15 million. Jack Faris of Voit's Anaheim Metro office represented the buyer; Bob Schott of McKenna & James Commercial represented the seller, Awhole Kadosh Investments.
- Holli Dorr acquired a 6,540-square-foot industrial building at 4887 East La Palma Ave. for \$1.4 million. Jack Faris and Brett Lockwood of Voit's Anaheim Metro office represented the seller, Turner Development. Kathe Morgan of Colliers International represented the buyer.
- Troystar Investments, Inc. has acquired a 7,050-square-foot industrial building at 4875 East La Palma Ave. for \$1.3 million. Jack Faris of Voit's Anaheim Metro office represented both the buyer and the seller, Turner Anaheim, LLC.

Voit Development Company has broken ground on Phase I of Tramonto Crossing, an approximately 100,000-square-foot office/medical condominium development located in the master planned community of Tramonto in Phoenix.

Ware Malcomb announces the addition of Dan Ringler as director of interior design. He contributes over 13 years experience in interior architectural and design including visioning, programming, space planning, interior finishes and color selection with additional expertise in furniture specifications and lighting design.

Ware Malcomb announces it has been awarded the design of Tejon Ranch Company's corporate headquarters expansion located off I-5 in Lebec. It will provide architectural and interior design services for the 12,000-square-foot office expansion space that will serve as corporate headquarters for Tejon Ranch Company.



Ware Malcomb announces that design and construction are complete for Phase III of Turner Riverwalk, a mixed-use, multi-phased commercial development encompassing 73 acres. **Turner Development** of Newport Beach developed the project, which is located on Riverwalk Parkway in Riverside.

WCB Properties announces the acquisition of a five-property, 600,000-square-foot portfolio encompassing Class A and Class B office, retail and R&D properties in Orange and Los Angeles counties and the Inland Empire. The seller is Denver-based **ProLogis**, an industrial REIT that acquired the properties through its September 2005 merger with Catellus Development Corp.

Werdin Corporation and its partner, **Saunders Properties**, announces the development of Pacific Office Plaza, a new 66,472-square-foot office condominium project featuring two, two-story, Class A style office buildings in a campus-like environment. Located at 1422 and 1432 Edinger Street in Tustin, Pacific Office Plaza is strategically located within a mile of Orange County's master planned Tustin Legacy mixed-use complex.



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

New Members List

AEW Capital Management LP

Scott Holmes

Anderson Environmental

Steven Cook

Buchanan Street Partners

Shana Baker, Laura Bogart, Robert Lindner, Cynthia Thomas

Carrier Johnson

Julie Robbins

CB Richard Ellis

Steve Batcheller

City National Bank

Torsten Thomas, Lynne Weinberger Sullivan

Colliers International

Charles Littell

Cushman & Wakefield of California, Inc.

Andrew Harper

Dudley & Associates

Scott McGinnis

Eastdil Secured

Eric Krueger

Fidelity Bancorp Funding

Debbie Smith

First Industrial Realty Trust

Bob O'Neill

Grubb & Ellis Company

Robert Caudill, Gary Cohen

The Hoffman Company

Erik Christianson

Huffman West

Dee Young

ING Clarion Partners

Roland Vollmann



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

ING Real Estate Finance

Christine Tran

Intellicoat Technologies, Inc.

John Alexander

Macquarie Bank Limited-Representative Ofc.

Irene Owen

Marcus & Millichap

Ryan Ward

MCC Realty Management Inc.

Amy Weltmer

McCarthy Building Co., Inc.

Roger William

MetroPacific Bank

Annett Wagner

Newmark Realty Capital, Inc.

Demetri Koston

Orange Coast Title

Tom Julian, Laurie Truman, Gary Walswick

Overton Moore Properties

David McDonnell

Shea Properties

Joei Nguyen

Sperry Van Ness

Lisa Delane

TICON General Contractors

Jim Quintana

TRC Environomics

Diana Lee Dean

Triple Net Properties, LLC

Michael Anaya

UCLA Anderson School of Management

Danny Seo



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

University of California at Irvine

Rocky Wang

University of Southern California

Ryan Dos Ramos, Megan Dougherty, Daniel Hale, Nicholas Pribuss, Kenneth Rosentreter, Nicholas Saponara

VenturePoint Development

John Clement

Vintage Capital Group LLC

Brenton Watson

Wachovia Bank, N.A.

Robert Quinn, Perry Skoll

Washington Mutual Commercial Real Estate

Randy Hall

Juve Pinedo