



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

ISSUE 1

SUMMER 2007

IN NAIOP ENEWS...

Mid Year Summary Note from Rick Wandrocke	Page 1
Legislative Report	Page 3
NAIOP Publishes Report Demonstrating Impact of Real Estate on Economy	Page 7
Access Resources on National Website	Page 8
NAIOP-U Looks at Sustainability	Page 9
NAIOP in the Community	Page 10

Members in the News	
Summer 2006	Page 11
New Members List	Page 15

Mid Year Summary Note from Rick Wandrocke

As we reach the midpoint of 2007 I want to thank our sponsors, our members, and the NAIOP SoCal Board of Directors for a fantastic year to date. Your interest and involvement in our organization has resulted in one of the most prominent NAIOP Chapters in the country, with membership reaching over 1,100 real estate professionals. Our programs calendar has expanded to accommodate a NAIOP SoCal network event every month and each month we host two NAIOP-U education sessions.



In 2006 our state, regional and local legislative efforts were successful at every level. We had unprecedented victories across the board with our positions on issues or candidate advocacy prevailing in virtually every instance.

2007 is presenting greater challenges as our well-meaning state government adds new meaning to the definition of well-being.

Last year, Governor Schwarzenegger mandated a reduction in greenhouse gas emissions statewide with the introduction of the "California Global Warming Solutions Act." Commonly referred to as AB 32, the legislation imposes regulations intended to reduce CO2 producing emissions and improve air quality. There are many consequences of this measure and NAIOP SoCal is determined to be at every table discussion with the Governor, legislative and state agencies to ensure your best interests are met through well thought-out directives and implementation policies.

Closely related, green or sustainable building is also at the forefront of our agenda and we will be a leader in addressing rules, regulations and governance issues. We will provide proactive educational materials and events on this subject as evidenced by our recent two-part NAIOP-U series focused on green building.

Mobility and goods movement continues to be one of our key directions. On June 27th and June 28th NAIOP SoCal and NAIOP National will co-host an ICON event focusing on the importance and impact of goods movement through the ports, including Long Beach and Los Angeles.

Lastly our Chapter recognizes the importance of public and private partnerships and cooperation. Commercial projects greatly shape and enhance the communities around them. The importance of solid



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

planning and adapting projects to local needs and specifications are more prominent today than they were in the past.

For the balance of the year I look forward to seeing each of you at our upcoming summer barbeque mixers in Orange County and Los Angeles County and visiting with you at the ICON program. Also save the dates of September 11th for the Fall Forum in Los Angeles and November 15th for the Real Estate Challenge, this year being hosted on the campus of the University of Southern California.

Best Regards,

Rick A. Wandrocke
President



Legislative Report

The Contribution of Office, Industrial and Retail Development and Construction on the U.S. Economy (*see related story*) is one of the most effective research tools released by the NAIOP Research Foundation, and truly demonstrates the value of commercial real estate to our economy and the community. The Legislative Affairs Committee will be using the results of this report in its meetings with legislators and local government officials to support our advocacy efforts on your behalf.

Green Development News – Keeping You Informed

Targeting green development, [this newsletter](#) allows you instant access to news about green development research, projects and policies gathered from industry publications around the country. Green Development News is designed in a quick-read format; with linked-headline abstracts that lead to the full article for easy access what you're interested in, whether it's news, policy or resources.

NAIOP National Green Building Task Force

NAIOP SoCal members Alan Beaudette (Chair) and Robert Bunyan serve on the newly formed Green Building Task Force. The task force will determine NAIOP's policy position, outline an educational plan for the membership, establish strategic alliances for research and monitor and lobby federal legislation.

For more Green details visit the Green Resource Center at: <http://www.naiop.org/greenresource/index.cfm>.

NAIOP Goes to Washington, DC

The members of NAIOP SoCal visited the Capitol in February and joined the other California NAIOP Chapters and the California Business Properties Association (CBPA) in hosting a Congressional Reception on Tuesday, February 13th at the Sonoma Restaurant. Congressman Dan Rohrabacher (R-District 46) didn't let the snowfall stop him from joining us at the restaurant. NAIOP members enjoyed a couple hours of conversation with the Congressman.

The conference also provided a venue for the NAIOP State Council to hold a quarterly meeting. The California NAIOP Chapters and NAIOP Sacramento lobbyist Rex Hime of CBPA discussed legislation at the federal, state and regional levels.



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



NAIOP State Council Meeting with representatives from the following California NAIOP Chapters: Inland Empire, SoCal, Sacramento, San Diego and San Francisco.



Robert Evans, Bob Bunyan, Vickie Talley, Congressman Gary Miller and Trent Wylde.

ALERT!
Los Angeles County MTA Proposing Traffic Mitigation Fees

The Legislative Affairs Committee has been closely monitoring the Los Angeles County Metropolitan Transportation Authority "Metro" Countywide Congestion Mitigation Fee Feasibility Study that would implement transportation mitigation fees on construction in Los Angeles County. These fees are modeled after similar transportation fees adopted in other areas of the state including the Inland Empire. On April 18, 2007, the Metro Planning And Programming Committee adopted guiding principles to Metro's Congestion Mitigation Fee Feasibility Study.



NAIOP members that are developing or own property in Los Angeles County are urged to contact Director of Legislative Affairs Vickie Talley (vickie@talleyassoc.com or call 949-380-3300) to get involved in formulating NAIOP's response to the proposed fees.

NAIOP Intern Researches Eminent Domain and Green Building Policies

The Chapter applied for and received a grant from NAIOP National to hire an intern to do research on eminent domain. The SoCal chapter matches National's funding, outlines the research project, hires an intern and works with the intern to manage the project. A Master's Degree candidate has been retained to do the research, which has been expanded to include research on green building policies and regulations. The project will include contacting targeted representative cities in Los Angeles and Orange Counties to determine if they have adopted or are considering policies or regulations on eminent domain and green buildings. Legislative Affairs Committee members Bob Bunyan and Mark Sumpf and Director of Legislative Affairs Vickie Talley are working with intern Rowan Keltz on the project. For more information contact vickie@talleyassoc.com.

NAIOP SoCal Members Meet With Senator Lou Correa and Testify at Transportation Hearing

Committee members met with newly elected California Senator Lou Correa to discuss issues of importance to NAIOP members including transportation funding and eminent domain. Legislative Committee Chairman Dirk Geiger and Committee Members Bob Bunyan and Bert Ashland joined PAC member Pamela Sapetto and Director of Legislative Affairs Vickie Talley in the breakfast meeting in advising Senator Correa of NAIOP's support of SB 371 (Yee; D-San Francisco), a bill that reverses an unfavorable and uniformed appellate court decision on commercial security deposits to codify what has been common practice in the industry for the past several decades.

Senator Correa invited NAIOP to participate in a hearing on transportation funding held in Orange County on Friday, April 27 to discuss the distribution of bond funding approved by voters last November.



NAIOP Publishes Report Demonstrating Impact of Real Estate on Economy

A new report published by the NAIOP Research Foundation and conducted by Stephen S. Fuller, PhD demonstrates that commercial real estate development, construction and operations have effects on the economy beyond direct spending. Titled *The Contribution of Office, Industrial and Retail Development and Construction on the U.S. Economy*, the report examines the direct spending (in the form of development, construction and operating costs) of existing buildings as well as the “ripple effect” created from the salaries and wages supported by these direct expenditures.

For example, the Report shows that in California, non-residential real estate contributed \$14.671 billion in direct spending for new office, industrial, warehouse and retail buildings in 2005; contributed \$196.2 billion annually from the operating costs of existing buildings, and supported a total of 308,938 full time, year-round jobs for both new and existing buildings.

This report proves why it is necessary for developers, builders, investors and governments to understand the business cycle of commercial real estate as well as the impact development and construction has on the national and local economies. It provides a valuable resource for NAIOP members to explain the economic and fiscal importance of commercial buildings to local, state and national audiences. The national and individual state reports are available online at: <http://www.naiop.org/foundation/completedresearch.cfm>.



Access Resources on National Website

Who doesn't want to get the most out of their investment? Are you getting everything you can from your NAIOP membership? In addition to the networking opportunities, educational programs and legislative support, NAIOP SoCal and NAIOP National also provide access to the professional tools and information you need through the national NAIOP website at www.naiop.org.

Naio.org offers links and resources on today's prevalent commercial real estate topics, including:

- **Publications** - Your NAIOP Membership gives you access to case studies and other articles and also provides discounts at the NAIOP Bookstore.
- **NAIOP Research Foundation** - Access studies and reports that are exclusive to NAIOP.
- **Legislative Affairs** - Get up-to-date information on current issues and learn about new legislative changes regarding taxes, environment and insurance.
- **National Forums** - Network in peer groups that are organized by interest.
- **Membership Directory** - Access to the National NAIOP Membership Directory which contains contact information on all members.

NAIOP National's website also offers REsource Centers on the following industries and topics:

- Green REsource Center
- Industrial REsource Center
- Office REsource Center
- Mixed-Use REsource Center

Make sure to bookmark the NAIOP National website as content is always updated and refreshed for your benefit.



NAIOP-U Looks at Sustainability

On May 10, NAIOP SoCal hosted the second part of a double session NAIOP-U series on “green building” at the Pacific Club in Newport Beach. Featuring green building experts Doug Holte of Hines, Christopher Day of Swinerton Builders and Greg Shank of CTG Energetics (Bob Bunyan of DBN Environmental Properties moderated). The packed session discussed the costs of green construction and the benefits of sustainable building practices.

Some of the topics covered included the breadth of sustainable standards, the five categories of LEED certification, energy modeling (i.e. optimizing whole building energy efficiencies) and potential benefits of following an integrated LEED process when building a sustainable project.



NAIOP in the Community

Every year NAIOP SoCal makes strides to improve the both the community and the industry. In the last year alone, the chapter has donated \$10,000 to the ever-important Building Block Foundation Fund (BBFF), which provides financial support and hands-on personal effort to programs that support Orange County's under-privileged (but deserving) youth. In addition, a \$5,000 donation was made to the Challenge for Charity on behalf of the University of Southern California, in honor of the winning Real Estate Challenge team and our future real estate leaders. Finally, the Chapter has given its second \$5,000 donation to the UC Irvine Paul Merage School of Business as part of its five-year, \$25,000 commitment to the Center for Real Estate.

But we aren't the only ones out there making strides and we want to know what you are doing in the community. In our next edition of eNews, we would like to showcase a few members and their charitable community endeavors. Let us hear from you!

For consideration, please contact Julie Fornaro at julie@amies.com or 949.863.1910.



Members in the News

LOS ANGELES COUNTY

Grubb & Ellis Company announced that Kevin Lachoff of the firm's West Los Angeles office has been named 2006 Rookie of the Year for the firm in Los Angeles County. The award recognizes Grubb & Ellis' top producing rookie in the LA Metro region.

Grubb & Ellis Company announced that SDV Holdings Company, LLC, a plumbing contractor, purchased an 8,491-square-foot industrial building in Gardena to house its corporate headquarters. The transaction was valued at \$1.1 million. Joshua May of Grubb & Ellis' South Bay office represented the buyer in the transaction. Rudy Lara of **GVA Daum** represented the seller, Eugene Hsu of Gardena.

Guthrie Development Company announced the sale of a 28,750-square-foot industrial property situated on nine acres of land in Pomona, Calif. for \$10.5 million to an East Coast user.

Overton Moore Properties (OMP) reports the completion of phase one and two construction at the 830,000-square-foot Pacific Gateway Business Center, Orange County's largest new industrial development located in Seal Beach. Farmers and Merchant Bank has acquired building #6 of the development, totaling 45,225 square feet.

Pacific Coast Capital Partners and **Birtcher Anderson Realty, LLC** announce the purchase of Deer Valley Office Park for \$36.6 million. The class A office property totals 175,225 square feet and is located adjacent to Loop 101 Freeway and Interstate 17 in Phoenix, AZ.

Pacific Coast Capital Partners (PCCP) in joint venture with the Hileman Company, LLC has acquired a 16-acre class A master planned office campus in Ontario from The Trenton Group for \$52 million. The project is located within the Centrelake Development and consists of two fully leased office buildings known as University Plaza & Sterling Center, totaling 175,000 square feet and nearly eight acres of entitled land.

PM Realty Group (PMRG) has been awarded the exclusive leasing assignment for Manhattan Towers from Wells Real Estate Funds. The 309,705-square-foot, two-building, class A office project is located in Manhattan Beach. PMRG's Manhattan Towers' team will be led by Chris Strickfaden and Mark Mattis. Now 97 percent occupied, Manhattan Towers' tenants include Northrup Grumman, Vineyard Bank and Beach Business Bank.

Voit Commercial Brokerage, reports the \$3 million sale of the 17,303 square-foot new industrial property in the City of Santa Fe Springs. Randy Wind represented both the seller, Ki Bong Han & Young Hee Han, and the buyer, The Houang Group, in the transaction.

ORANGE COUNTY

Amies Communications has hired advertising and creative expert John Piazza as Creative Director and named Matt Kovach Director of Digital Media.

Birtcher Anderson Realty, LLC announces the sale of Laguna Hills Square to Universal Properties LH Five, LLC for \$20.73 million. The four-building medical office center totals 51,734 square feet and is located



in Laguna Hills. Mike Randall and Ryan Gallagher of the Newport Beach office of **Grubb & Ellis** represented the seller. Brian Garbutt of **Lee & Associates** in Newport Beach represented the buyer.

Centra Realty Corporation purchased 18.75 acres in San Juan Capistrano for \$20 million. Centra plans to develop a 241,000-square-foot business park, which will be known as Ventanas Business Center, on the site. Scott Johnstone and Greg Puccinelli of **Grubb & Ellis'** Newport Beach office represented both buyer and seller, Buie Stoddard Properties of Laguna Niguel, in the transaction. The property is the last developable parcel in San Juan Capistrano with freeway frontage.

CIP Real Estate in a joint venture with **Buchanan Street Investors** sold a 45,998-square-foot industrial building in Las Vegas, Nevada for \$6.5 million. This property is located in the Hughes Airport Center, a 1.2 million-square-foot business park situated on 420 acres. Kevin Higgins, Garrett Toft and Mike Hefner of **Voit Commercial Brokerage** represented the seller. Jeremy Green and Geoff West of **CB Richard Ellis** represented the buyer, JMK Limited Partnership.

Grubb & Ellis Company announced that 13 of its Orange County brokers were honored at the firm's Annual Circle of Excellence Awards for ranking among the Company's top 100 producers. Leading the region were Jeff Read, SVP with the Anaheim office, who was the firm's leading industrial broker nationwide, and Tim McMahon, SVP with the Newport Beach office, who was the leading retail broker nationwide.

Grubb & Ellis Company represented Safo Products Company in the \$15.5 million purchase of a 190,000-square-foot industrial building in Riverside for a regional distribution facility. Mark Kegans of Grubb & Ellis' Ontario office, Steve Bryant of Grubb & Ellis' Anaheim office and Tom Hauschild of the Tegra Group in Minneapolis represented the buyer. Frank Geraci, Walt Chenowith, Art Day and Dan de la Paz of **CB Richard Ellis** represented the seller, **Majestic Realty Co.**

Grubb & Ellis Company represented Los Angeles-based Jamison Properties in the \$13.4 million purchase of Grand Avenue Plaza from Arden Realty, Inc. The two-building office property in El Segundo comprises 81,765 square feet of space and was 99 percent leased at the time of sale. Bob Griffith and Jon Nesbitt of Grubb & Ellis' Newport Beach office, assisted by Eric Lastition of **Colliers Seeley**, represented the seller in the transaction. The buyer represented itself.

Guthrie Development Company has sold out Guthrie Orange Business Center, a 15-building, 86,372-square-foot industrial park in Orange for \$15 million. Completed in November 2006, the project is located within three miles of the 57, 55, 22 and 5 freeways. Mitch Zehner, Louis Tomaselli and Mike Boomer of **Voit Commercial Brokerage's** Anaheim Metro office, represented the seller, **Guthrie Development Company** in the sale of all 15 buildings. Zehner, Tomaselli and Boomer also represented 12 of the 15 buyers.

Kimball Office has promoted Sharon MacDougall to Strategic Account Manager. MacDougall brings over 10 years of corporate business development experience to the position.

KBS Realty Advisors announces its acquisition of Kierland I in Scottsdale, Arizona for \$53.3 million. The 4-story suburban office building is located within the Kierland submarket of North Scottsdale. Built in 1999, the class A office property totals 175,191 square feet of rentable building area and is situated on 11.2 acres of land. Kierland I is 100% leased to Prudential Life Insurance Company. KBS Realty Advisors represented itself in the transaction.

KBS Realty Advisors named Lori Lewis Executive Vice President, Director of Portfolio Operations in the firm's Newport Beach office. Lewis heads a team of professionals responsible for the underwriting, transaction management and closing of all KBS acquisitions. She is also directly responsible for arranging financing and managing portfolio operations for KBS Realty Advisors' funds.



Master Development Corporation (MDC) acquired two projects under its new MDC/GE joint venture formed by MDC and **GE Asset Management (GEAM)**, the manager for General Electric Company's primary U.S. pension plan. The two projects the firm acquired include 17 acres of land in San Diego's Otay Mesa submarket for \$6 million and a 127,800 square-foot industrial building in the Inland Empire City of Corona for \$11.5 million. Jedd Zaun and Bill Garrett of **Lee & Associates'** Newport Beach office represented MDC in the acquisition. The seller was Stuart Family Trust.

MVE & Partners announces the following hires and promotions:

- Richard Castillo and William Koster, NCARB, have been named Principals
- Jim Mittendorf has been named VP of Operations
- Samantha Smiley has been promoted to Associate Partner/Human Resources Director
- Matthew McLarand has been named Associate Partner
- Kimberly Estrada, Peter Gabrich, Megan Karasch, Esq., Jonathan Ma, Tim Smallwood, Wahid Yonus and Nathan Woods have been named Associates

MVE Institutional received the Award of Honor at the 2006 Community College Facility Coalition Professional Design Awards for the design of the Oxnard College Performing Arts Classroom & Auditorium. The project is located at Oxnard College, one of the three campuses at Ventura County Community College District, and was cited by award jurors for its ability to influence positive enrollment at the College.

With construction complete and move-ins imminent, OWR Development, Inc. (a member of the **Opus** Group of Companies) and Geoffrey H. Edmunds California, Inc. announced the grand opening of The Plaza-Irvine on January 26, 2007. Located on the corner of Jamboree Road and Campus Drive in Irvine, the luxury condominium community will transform the skyline as the first of its kind in Orange County, an area known for its classic suburban layout.

Panattoni Development Company, LLC, broke ground on Piemonte at The Ontario Center, a one million-square-foot mixed-use urban center in Ontario. The 120-acre project is situated in the heart of Ontario's business and retail area, with high-end housing surrounding the site. Piemonte at The Ontario Center will include approximately 500,000 square feet of retail, 268,000 square feet of class A office space, a 7-story 256-room full service hotel, 800 luxury condominiums and an 11,000-seat capacity sports and entertainment arena.

PM Realty Group (PMRG) appointed Carolyn A. Killion, RPA, CPM®, vice president of operations for Southern California. Killion will oversee overall management and operations for more than 12 million square feet of office, industrial, medical office and retail properties throughout Southern California.

PM Realty Group (PMRG) has been awarded three Southern California property and construction management assignments by Newport Beach-based **WCB Properties**. Totalling 371,627 square feet, the office and retail properties are located in Chatsworth, Tustin and Newport Beach. They are part of a 571,540-square-foot, five-property portfolio acquired by WCB Properties and UBS Realty Investors, LLC from **ProLogis** in June 2006. With these new assignments, PMRG now manages WCB's entire ProLogis portfolio acquisition.

Shea Properties named John Tindall vice president of commercial development. Tindall will focus on commercial development at Legacy Park, the 820-acre mixed-use community at the former Tustin Marine Corps Air Station, which broke ground in October 2006.

Sperry Van Ness has named Jerry Anderson chief operating officer. Anderson will also continue to serve in his current role of president of Sperry Van Ness' national advisor organization.



Stirling Capital Investments, a joint venture between **Stirling Enterprises** and DCT Industrial Trust Inc., announces a 10-year, 407,612-square-foot lease agreement with Newell Rubbermaid at **Southern California Logistics Airport (SCLA)**, a master-planned 8,500-acre multimodal transportation hub supported by air, ground and rail connections in Victorville. **CB Richard Ellis'** Jay Dick, Darla Longo, Mark Latimer and Jeff Morgan represented Stirling Capital Investments in the lease transaction valued at approximately \$15 million. Chuck Belden, Suzanne Serino and Mike Fonda of **Cushman & Wakefield** represented Newell Rubbermaid.

Stirling Enterprises is currently constructing Ocean Ranch Corporate Centre. This 400-acre master-planned development in Oceanside will contain 250,000 square feet of office, retail, medical, hotel and residential projects valued at \$225 million.

Verizon Wireless has signed a five-year lease for \$1.4 million on a 42,383 square-foot industrial building at Stadium Business Park in Anaheim. Louis Tomaselli, senior vice president of **Voit Commercial Brokerage's** Anaheim Metro office, along with fellow Voit broker Mitch Zehner, represented the lessor, **RREEF**. The freestanding building is located in Stadium Business Park, a 800,000-square-foot industrial park comprised of 39 buildings. Verizon Wireless was represented by Troy Williams and Mike Finley of **Grubb & Ellis**.

Voit Commercial Brokerage reports that Realty Associates Advisors, LLC acquired a \$14.8 million two-building office/industrial project consisting of a 61,545 square feet and a 6,362 square-foot building with a four-level parking structure in El Segundo. Mike Bouma and Rob Mitchell of Voit Commercial Brokerage represented the buyer. The seller, **Kilroy Realty, L.P.**, was represented in-house by Joe Hanen.

Ware Malcomb announces that design and construction have been completed for **Voit Development's** Corporate Office located in Newport Beach.

Ware Malcomb was listed as #61 in Interior Design Magazine's "Top 100 Interior Design Giants" ranking, published in the January 2007 issue. This ranking reflects a significant jump of 31 positions from the firm's ranking of #92 in 2006. In addition, Ware Malcomb was listed as one of the 10 fastest growing companies in this year's ranking.

Ware Malcomb announces the following promotions:

- CFO Tobin Sloane has been appointed to Principal
- Brock Grayson has been promoted to Principal for the Phoenix office
- Tom Myers has been promoted to Principal of Commercial Architecture for the Irvine Office



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

New Members List – February – April 2007

The Alison Company

Nick Rini

AMB Property Corporation

Scott Irwin

Arden Realty, Inc.

Andy Batcheller

Armstrong Butcher Properties

Taylor Butcher

Bank of America

Malcolm Johnson

Bixby Land Company

Quentin Hafner, Jennifer Frisk, Mike Severson

Calvada Surveying Inc.

Donna Peterson, Diedra Gonzales, Armando DuPont, Glenn Fong

CB Richard Ellis Inc.

Zachary Niles

Centra Realty Corp.

RJ Sommerdyke, Scott Flemer

Christensen Glaser Fink Jacobs Weil & Shapiro LLP

Josef Bobek

Cohen Asset Management, Inc.

Chheng Lim

Coldwell Banker Commercial

Jonathan Wickwire

CoStar Group Inc.

Garth Stern, Erik Koentje, Charlie Nikkel

CST Environmental

Steve Espinosa

Cushman & Wakefield of California, Inc.

Kelly Brennan

Davis Partners LLC

Daniel Karcher



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

Eastdil Secured

Steve Silk

EMCOR Services Mesa Energy Systems

Dana Casassa

First American Exchange Co.

Alaine Perlman

First American Title Insurance Company

Randy Scott, Zinat Hooman

First Industrial Realty Trust, Inc.

Michael Sung

Fonterra Partners

Doug Cesario

Forest City – New East Baltimore Partnership, LLC

David Dill

GMI Construction Services

Gary Monroe

Grubb & Ellis Company

Matt Didier

IA Interior Architects

Timothy Gajewski

The Irvine Company

Benedict Novak

Johnson Capital

Brent Kenefick, Jay Ash

The Koll Company

Taylor Arnett

KPMG LLP

David Meulmester

LNR Property Corporation

Michael Evans

Lowe Enterprises, Inc.

Robert Reitenour



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

LPA, Inc.

Nicholas Arambarri

Maguire Properties, Inc.

Emilie Cope, Julio Davila

Marcus & Millichap

Trevor Throntveit

Marshall School of Business USC

Jason Kilpatrick, Grant Geisen

Marvin F. Poer and Company

Felix Berry

MVA Architects

Nicole Mann

Nossaman, Guthner, Knox & Elliott

John Condas, Rensselaer Smith

O'Connor Capital Partners

Martin Caverly

Pacific Southwest Realty Services

Michael Tanner

Pharris Properties

Brian Pharris

Reznick Group

Gregg Bloomberg, Cliff Alsberg, William Hurtt

The Ricciardella Team

Matt Ricciardella

RiverRock Real Estate Group, Inc.

Erin Fullagar, John Combs

Shea Properties

Blake Bunker

Snyder Langston

George Loynd

Sperry Van Ness

Robert Read, Fouy Ly



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

The Staubach Company

Matthew Osborn

Stewart Title Company

Tiffany Liguore

Swinerton Builders

Tom Bethmann

Tait & Associates, Inc.

Tom Tait

UCLA Anderson School of Management

Martha Juarez

University of California at Berkeley

Chad Eisenbud

University of California at Los Angeles

Hovig Tchalian, Stephen Michels

US Bank

Adrian Metter, Thad Johnson, Raj Shukla, Mark Groden, Carlie Yapp, Mark Wortmann

USC

David Hodgins

Vintage Capital Group LLC

David Wong

Voit Commercial Brokerage

Seth Davenport

Voit Development Company

Chris Cussen

The William Warren Group, Inc.

Timothy B. Hobin, William Hobin

Windell Investments Inc.

Michael Martin

Wright Engineers of California

Scott Jones

Wrightwood Capital

Jason Choulochas