

COMMERCIAL REAL ESTATE AWARDS PREVIEW

Letter from the Publisher



The **San Diego Business Journal's** Commercial Real Estate Awards program will showcase the most notable commercial real estate brokers and projects throughout the region.

Our event is set for April 18 at the Bali Hai, and the program will run from 4 p.m. to 7 p.m. Tickets are available by visiting sdbj.com/bizevents or by calling us at (858) 277-6359.

In this edition, we'd like to introduce you to the brokers and projects that are finalists for this year's awards. A panel of independent judges, drawn from the region's civic, legal and real estate sectors, will select the winners using a point system.

I want to thank the judges and sponsors who make our Commercial Real Estate Awards event possible. The judges are **Betsy Brennan**, president and CEO of the Downtown San Diego Partnership; **Stath Karras**, executive director of the Burnham Moores Center for Real Estate at the University of San Diego; **Heather Riley**, partner at Allen Matkins; and **Bree Wong**, partner and co-founder of Meraki Pacific LLC.

Our sponsors are **CBRE**, **Colliers International**, **The Irvine Company**, **Lusardi Construction Company**, **McCullough Landscape Architecture**, **DPR Construction**, and the San Diego Chapter of **NAIOP**, the commercial real estate development association.

Congratulations to all of our finalists. We salute the developers, brokers, financiers, tenants, investors, architects, contractors, city leaders and others who played key roles in making these deals happen.

We hope you will join us when we reveal the winners the evening of April 18.

Barb Chodos
President & Publisher



Commerical Real Estate Awards Finalists

BROKERS

Conor Brennan
Marcus & Millichap

Michael Burton
Flocke & Avoyer Commercial Real Estate

Emmett Cahill
Quality First Commercial Real Estate

Bill Chiles
CBRE

Raymond Choi
Marcus & Millichap

TJ Donnelly
Lee & Associates Commercial Real Estate

Marc Frederick
CBRE

Conor Freeman
NorthMarq

Rob Hixson
CBRE

Rob Ippolito
Newmark Knight Frank

Bobby Israel
Legacy Commercial Management

Ted Jacobs
Cushman & Wakefield

Caitlin Little
CBRE

Matt LoPiccolo
CBRE

Alvin Mansour
Marcus & Millichap

Mike Moser
Retail Insite

Kevin Mulhern
CBRE

Phil Sambazis
Marcus & Millichap

Mike Spilky
Location Matters

Aric Starck
Cushman & Wakefield

Ben Tashakorian
Marcus & Millichap

Ashley Tiefel
Flocke & Avoyer Commercial Real Estate

Nick Totah
Marcus & Millichap

Matt Weaver
Lee & Associates Commercial Real Estate Services

Tim Winslow
Cushman & Wakefield

Jeff Woolson
CBRE

Aziz Zakkout
Marcus & Millichap

Nick Zalkow
ACI Apartments

Chris Zorbas
Marcus & Millichap

Lars Eisenhauer & Dan Henry
CBRE

Darcy Miramontes & Kip Malo
JLL

Matt Weaver & Al Apuzzo
Lee & Associates Commercial Real Estate Services

Jim Rinehart & Mike Moser
Retail Insite

Mark McGovern & Scott Peterson
CBRE

Matt Carlson, Jeff Oesterblad & Ryan Grant
CBRE

Rick Reeder & Brad Tecca
Cushman & Wakefield

Bryce Aberg, Jeff Chiate, Jeff Cole & Ed Hernandez
Cushman & Wakefield

Bill Shrader, David Maxwell & Serena Patterson
Colliers International

Nicole Winters, Jay Alexander & Joe Anderson
JLL

Lisa Churchill, Matt Paterson, Casey Brown & John Kenney
Cushman & Wakefield

Chad Iafate, Bruce Schiff & Phil Lyons
Cushman & Wakefield

Bruce Schiff & Phil Lyons
Cushman & Wakefield

Brett Ward & Michael Cassolato
Cushman & Wakefield

Corey McHenry & Peter Scepanovic
Colliers International

Ciara Trujillo & Matt Weaver
Colliers and Lee & Associates Commercial Real Estate Services

PROJECTS

701B

704 E Grand

AMP&RSAND

Bayside Fire Station No. 2

BioMed Realty Trust i3

Buzztime

Callaway Golf Performance Center

dommusstudio architecture

Horizon Center

Kilroy Sabre Springs

LUX UTC

Millenia Town Center

Piazza della Famiglia

San Diego Airport Terminal 2 Parking Plaza

San Diego Airport International Arrival Facility

San Marcos Middle School

SDSU Tula Conference Center

Sienna at Otay Ranch

Takeda Pharmaceuticals

The Campus at San Diego Business Park

The Shift

UCSD Senior Emergency Care Unit

UCSD Tata Hall

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COMMERCIAL REAL ESTATE AWARDS JUDGES



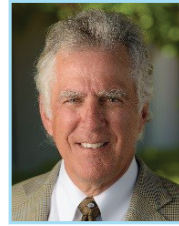
Betsy Brennan, President & CEO

Downtown San Diego Partnership

As president and CEO, **Betsy Brennan** leads the **Downtown San Diego Partnership**. The partnership serves more than 400 member businesses, representing thousands of residents, employees and downtown property owners. Brennan and her staff run the Clean & Safe Program, a \$9-million Property and Business Improvement District of the city of San Diego.

Brennan obtained her Juris Doctor, with a specialization in land use, at the University of San Diego in 2003. After law school, Brennan served as chief of staff for the city of San Diego's first-ever City Council President, Scott Peters, and was integral in the transition to a strong-mayor form of government. She served as chief of staff to the presidents of San Diego State University and Cal Poly San Luis Obispo.

She sits on the board of the San Diego Regional Chamber of Commerce and the San Diego Regional Economic Development Corp.

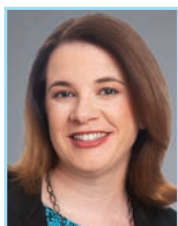


Stath Karras, Executive Director

Burnham Moores Center for Real Estate, USD

Stath Karras is the executive director of the **Burnham-Moores Center for Real Estate (BMC)** at the University of San Diego. He is responsible for working with the faculty and BMC professionals in creating a meaningful learning experience for the real estate students and working with them to enhance their career opportunities. In addition, he is responsible for cultivating relationships with key stakeholders, raising funds and creating scholarships.

Prior to this position, Karras served as the executive managing director at Cushman & Wakefield, where he was involved in executive management, business development, receiverships and operations throughout the Southern California region. He also spent 19 years with Burnham Real Estate Services, where he was president and CEO. Karras received his Bachelor of Science in mathematics and MBA with an emphasis in finance from the University of Utah. He serves on the board of HG Fenton and as an adviser to multiple companies.



Heather Riley, Partner

Allen Matkins

Heather Riley is a partner with the **Allen Matkins** law firm. Her reputation as a go-to land use and environmental attorney—trusted by both developers and public agencies—hinges on two essential qualities: her attention to detail in solving complex project planning puzzles and her knowledge of the strict regulations and processes of CEQA, the California Environmental Quality Act.

For commercial and residential developers and real estate firms with multi-state endeavors looking to get discretionary projects approved, Riley's successful track record covers all angles. From the initial acquisition to the oversight of land use documentation and entitlement approvals, she makes sure that the project files contain evidence to support the agency's determination. If a third party files a project or CEQA challenge, Riley has all the tools and skills necessary to vigorously defend her clients' positions in litigation. She regularly takes cases through to final judicial hearings in trial and appellate courts.



Bree Wong, Partner & Co-founder

Meraki Pacific LLC

Bree Wong is partner and co-founder of **Meraki Pacific LLC**, a commercial real estate development and development services firm. Her CRE career began at a local civil engineering firm over 15 years ago, where she worked her way up through the ranks, ultimately being named vice president and partner in 2014 and growing the company's annual revenue over 50 percent. Wong's experience managing projects as one of the first disciplines on a team gave her invaluable insight into the evolution of a project from start to finish. In 2018, she co-founded Meraki to both provide owners, developers and tenants with full-service due diligence, owner's rep, project management and construction management services, and to develop mixed-use and multifamily properties with a unique emphasis on collaboration and community enhancement. Wong currently sits on the board of directors for the San Diego Housing Federation and was 2018 president of CREW (Commercial Real Estate Women) San Diego.

COMMERCIAL REAL ESTATE AWARDS KEYNOTE SPEAKER



Malin Burnham

Malin Burnham has been chairman of **John Burnham & Co. Insurance** and **Burnham Real Estate** and has remained involved since 1949. In 2008, Burnham Real Estate was acquired by Cushman & Wakefield.

Burnham is a native San Diegan who graduated from Stanford University in 1949 with a Bachelor of Science in industrial engineering. In addition to his involvement with the Burnham Cos., he has been active as a board member of several major corporations and 16 firms, in total. His present involvements include: board member of Sanford Burnham Prebys Medical Discovery Institute, UC San Diego Foundation, Rady School of Management and the USS Midway Museum. He is chairman of the Sanford Consortium for Regenerative Medicine. Burnham served as a trustee of Stanford University from 1985 to 1995. He co-endowed the Burnham-Moores Center for Real Estate at the University of San Diego.

Burnham has been awarded numerous honors, some of which include: Junior Achievement/San Diego Business Hall of Fame, 2002; Philanthropist of the Year, National Society of Fund Raising Executives, 2000; Civic Entrepreneur of the Year, Economic Development Corp., 1999; Mr. San Diego, Rotary Club of San Diego, 1998; Gold Spike Award, Stanford University, 1996; and inducted into the Stanford Real Estate Hall of Fame, 2012.

Burnham has chaired nine major nonprofits and has co-founded 14 organizations in his career, most providing direct benefit to San Diego, California and the nation. In the sports world, he has been a world-recognized sailor for five decades and has helped San Diego achieve prominence in both local and professional sports. At age 17, he became the youngest skipper to win a world championship in the International Star Class. In 1987, he played a leading role in bringing the America's Cup to San Diego. He is a former partner/owner of the San Diego Padres and the San Diego Sockers.

2019 CRE Awards & Reception: Thursday, April 18, 2019

4:00 pm to 7:00 pm at Bali Hai | 2230 Shelter Island Drive, San Diego, CA 92106

Visit sdbj.com/bizevents for tickets or call (858) 277-6359



COMMERCIAL REAL ESTATE BROKERS FINALISTS



CONNOR BRENNAN
Marcus & Millichap



MICHAEL BURTON
Flock & Avoyer
Commerical Real Estate



EMMETT CAHILL
Quality First
Commerical Real Estate



BILL CHILES
CBRE



RAYMOND CHOI
Marcus & Millichap



TJ DONNELLY
Lee & Associates
Commerical Real Estate



MARC FREDERICK
CBRE



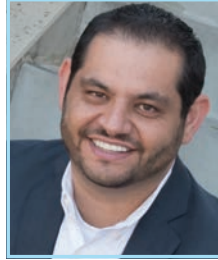
CONOR FREEMAN
NorthMarq



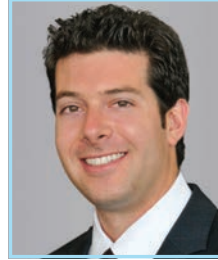
ROB HIXSON
CBRE



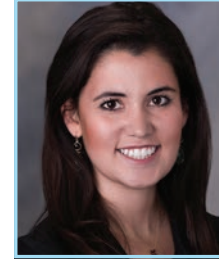
ROB IPPOLITO
Newmark Knight Frank



BOBBY ISRAEL
Legacy Commercial
Management



TED JACOBS
Cushman & Wakefield



CAITLIN LITTLE
CBRE



MATT LOPICCOLO
CBRE



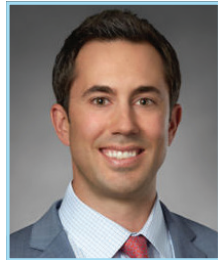
ALVIN MANSOUR
Marcus & Millichap



MIKE MOSER
Retail Insite



KEVIN MULHERN
CBRE



PHIL SAMBAZIS
Marcus & Millichap



MIKE SPILKY
Location Matters



ARIC STARCK
Cushman & Wakefield



BEN TASHAKORIAN
Marcus & Millichap

Marcus & Millichap | COMMERCIAL REAL ESTATE AWARDS FINALIST

Broker of the Year



ALVIN MANSOUR
Executive Managing
Director Investments
Retail/Net Leased



PHIL SAMBAZIS
Senior Managing
Director Investments
Retail/Net Leased



CHRIS ZORBAS
Institutional
Property Advisors
Multifamily



BEN TASHAKORIAN
Institutional Property
Advisors
Office and Industrial

Rising Star



AZIZ ZAKKOUT
Senior
Associate
Multifamily



CONOR BRENNAN
Senior
Associate
Multifamily

Best Retail Sale



NICK TOTAH
First Vice President
Investments
Office and Industrial



BEN TASHAKORIAN
Institutional Property
Advisors
Office and Industrial

Best Office Sale



NICK TOTAH
First Vice President
Investments
Office and Industrial



BEN TASHAKORIAN
Institutional Property
Advisors
Office and Industrial

Best Industrial Sale



BEN TASHAKORIAN
Institutional Property
Advisors
Office and Industrial

Best Multifamily Sale

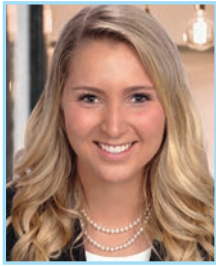


RAYMOND CHOI
Senior Vice President
Investments
Multifamily

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ASHLEY TIEFEL
Flock & Avoyer
Commercial Real Estate



NICK TOTAH
Marcus & Millichap



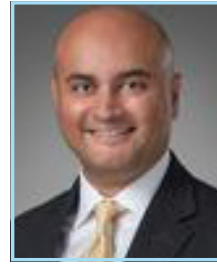
MATT WEAVER
Lee & Associates
Commercial Real Estate



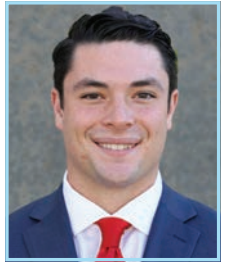
TIM WINSLOW
Cushman & Wakefield



JEFF WOOLSON
CBRE



AZIZ ZAKKOUT
Marcus & Millichap



NICK ZALKOW
ACI Apartments



CHRIS ZORBAS
Marcus & Millichap



LARS EISENHAUER & DAN HENRY
CBRE



MARK MCGOVERN & SCOTT PETERSON
CBRE



MATT CARLSON, RYAN GRANT & JEFF OESTERBLAD
CBRE



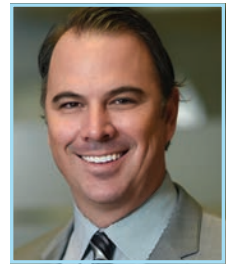
COREY MCHENRY & PETER SCEPANOVIC
Colliers International



DAVID MAXWELL, SERENA PATTERSON & BILL SHRADER
Colliers International



CIARA TRUJILLO & MATT WEAVER
Colliers International and Lee & Associates Commercial Real Estate



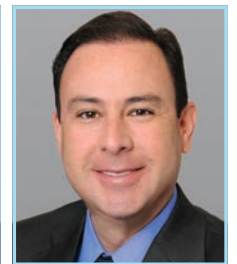
PHIL LYONS & BRUCE SCHIFF
Cushman & Wakefield



MICHAEL CASSOLATO & BRETT WARD
Cushman & Wakefield



BRYCE ABERG, JEFF CHIATE, JEFF COLE & ED HERNANDEZ
Cushman & Wakefield



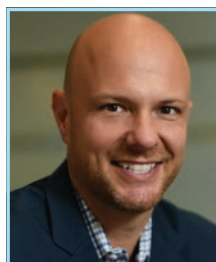
RICK REEDER & BRAD TECCA
Cushman & Wakefield



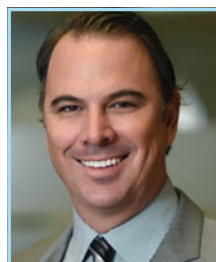
CASEY BROWN, LISA CHURCHILL, JOHN KENNEY & MATT PATERSON
Cushman & Wakefield



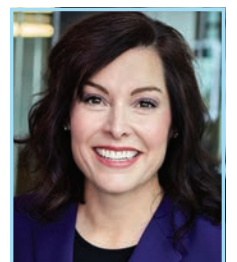
CHAD IAFRATE, PHIL LYONS & BRUCE SCHIFF
Cushman & Wakefield



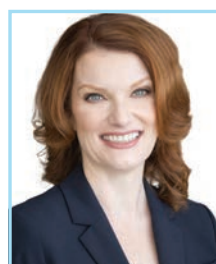
AL APUZZO & MATT WEAVER
Lee & Associates Commercial Real Estate



KIP MALO & DARCY MIRAMONTES
JLL



JAY ALEXANDER, JOE ANDERSON & NICOLE WINTERS
JLL



MIKE MOSER & JIM RINEHART
Retail Insite





COMMERCIAL REAL ESTATE PROJECTS FINALISTS



Contractor: Swinerton
Architect: LPA
Category: Office

701B, 701 B Street, San Diego



Developer: Watermen Investments
Contractor: Jake Hicks Construction
Category: Office

704 E Grand, 704 E Grand Avenue, Escondido



Developer: Casey Brown Company
Contractor: CW Driver Companies
Architect: Wolcott Architecture
Category: Office

AMP&RSAND, 350 Camino de la Reina, San Diego



Developer: Civic San Diego
Contractor: Barnhart-Reese Construction, Inc
Architect: Rob Wellington Quigley FAIA
Category: Public

Bayside Fire Station No. 2, 1595 Pacific Highway, San Diego



Legacy Commercial Management congratulates our VP, Bobby Israel, CPM®.

Bobby has been nominated as a finalist for the 2019 Commercial Real Estate Awards | Best Property Management

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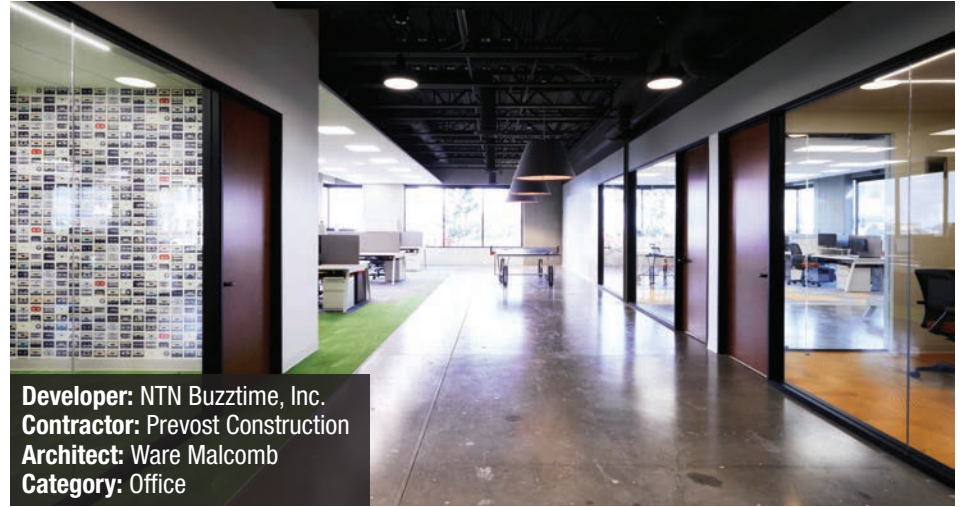


COMMERCIAL REAL ESTATE PROJECTS FINALISTS



Developer: BioMed Realty Trust, Inc.
Contractor: McCarthy Building Companies
Architect: Perkins + Will
Category: Office

BioMed Realty Trust i3, 4775 Executive Drive, San Diego



Developer: NTN Buzztime, Inc.
Contractor: Prevost Construction
Architect: Ware Malcomb
Category: Office

Buzztime, 1800 Aston Avenue, Suite 100, Carlsbad



Developer: KBS Real Estate Investment Trust II
Contractor: Level 10 Construction
Architect: ID Studio, Inc.
Category: Office

Horizon Center, 10325 Meanley Drive, San Diego



Developer: Kilroy Realty - San Diego
Architect: Ware Malcomb
Category: Redevelopment

Kilroy Sabre Springs, 13480 Evening Creek Drive North, San Diego



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Hoag Hospital, Heart and Vascular Institute



UC San Diego, Basic Sciences Building



HCP, Spec Lab



COMMERCIAL REAL ESTATE PROJECTS FINALISTS



Contractor: Pacific Building Group
Architect: Ware Malcomb
Category: Tenant Improvement

Callaway Golf Performance Center, 5860 Dryden Place, Carlsbad



Developer: domusstudio properties
Contractor: Watkins Landmark Construction
Architect: domusstudio architecture
Category: Office

domusstudio architecture, 2800 Third Avenue, San Diego



Developer: Garden Communities
Contractor: Garden Communities
Architect: Togawa Smith Martin
Category: Multi-Family

LUX UTC, 4200 Brooke Court, San Diego



Developer: Sudberry Properties
Architect: Andrew Hull Stevenson Architects
Category: Retail

Millenia Town Center, Millenia Avenue, Chula Vista

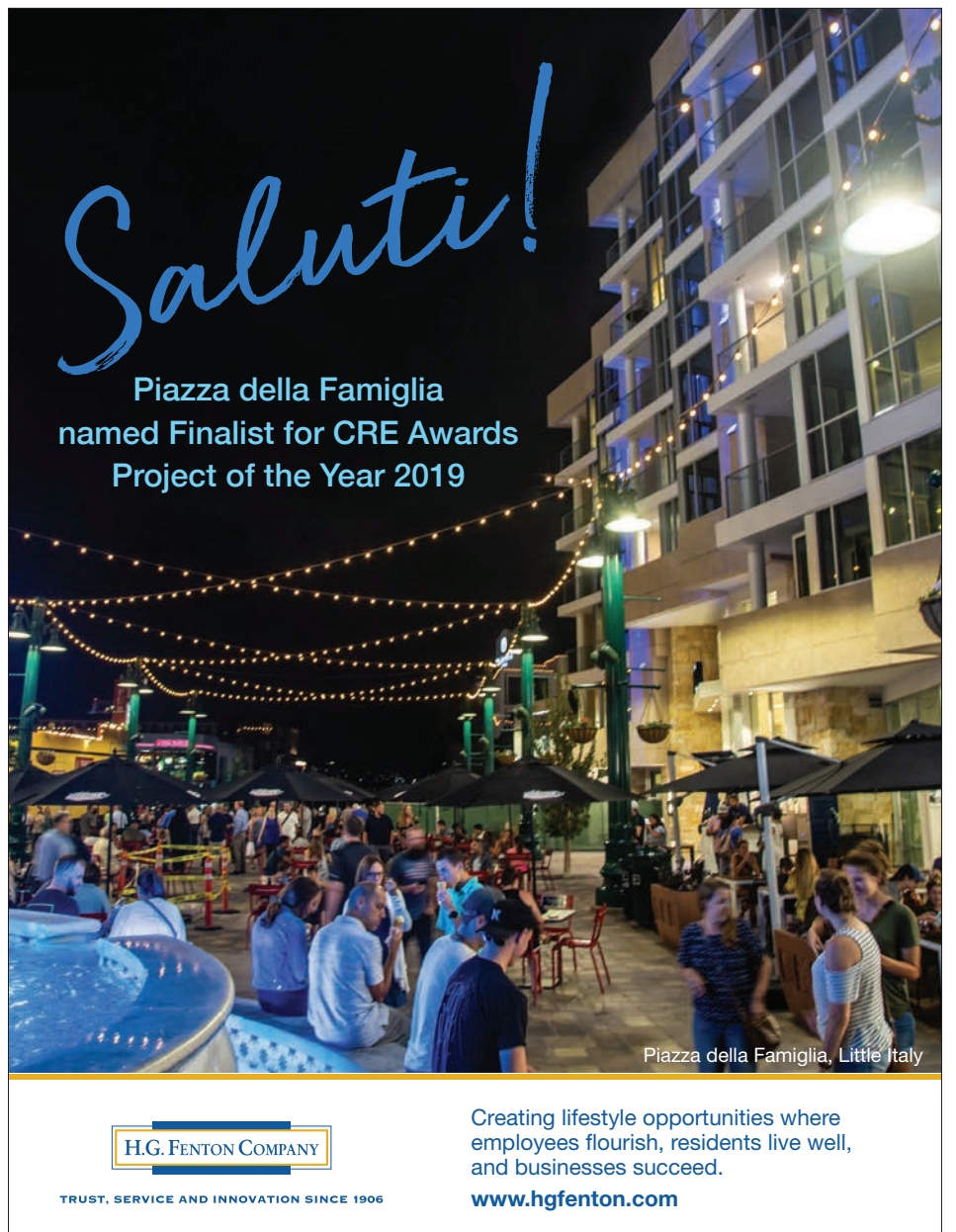


Congratulations

MICHAEL BURTON
Broker of the Year Finalist

ASHLEY TIEFEL
Rising Star Finalist

FLOCKE & AVOYER
Commercial Real Estate



Saluti!

Piazza della Famiglia
named Finalist for CRE Awards
Project of the Year 2019

Piazza della Famiglia, Little Italy

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COMMERCIAL REAL ESTATE PROJECTS FINALISTS



Developer: H.G. Fenton Company
Architect: Martinez and Cutri Architecture
Category: Mixed-Use

Piazza della Famiglia, 523 Date Street, San Diego



Developer: San Diego County Regional Airport Authority
Contractor: Swinerton
Architect: Watry Design
Category: Public

San Diego Airport Terminal 2 Parking Plaza, 3665 N Harbor Drive, San Diego



Developer: San Diego State University
Contractor: PCL Construction
Architect: Gensler
Category: Redevelopment

SDSU Tula Conference Center, 6001 Lindo Paseo, San Diego



Developer: Douglas Wilson Companies
Contractor: Sundt
Architect: Irwin Partners Architect
Category: Hospitality

Sienna at Otay Ranch, 1290 Santa Rosa Drive, Chula Vista

CONGRATULATIONS

NorthMarq proudly congratulates **CONOR FREEMAN** on being named finalist for the **2019 COMMERCIAL REAL ESTATE AWARDS RISING STAR**



Conor Freeman
VICE PRESIDENT - PRODUCER
SAN DIEGO OFFICE

SAN DIEGO OFFICE
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McCarthy Building Companies congratulates our project teams on the UCSD Tata Hall and BioMed Realty Trust i3 projects for being finalists in the San Diego Business Journal Commercial Real Estate Awards.

UCSD TATA HALL
Public Property Finalist



BIOMED REALTY TRUST i3
Office Property Finalist



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COMMERCIAL REAL ESTATE PROJECTS FINALISTS



Developer: San Diego County Regional Airport Authority
Contractor: Turner-PCL (Joint Venture)
Architect: Gensler
Category: Public

San Diego Airport Int'l Arrivals Facility, 3665 N Harbor Drive, San Diego



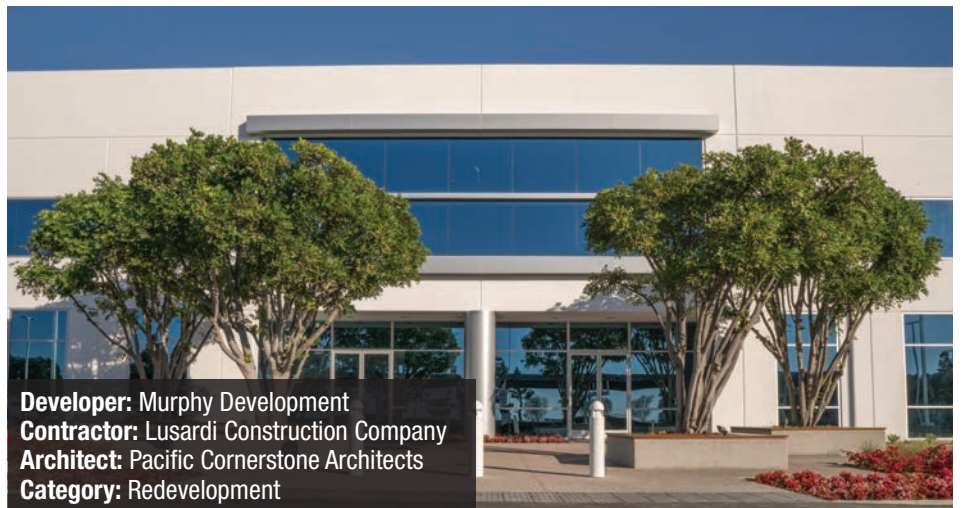
Developer: San Marcos Unified School District
Contractor: Lusardi Construction Company
Architect: BakerNowicki Design Studio
Category: Public

San Marcos Middle School, 650 W Mission Rd, San Marcos



Developer: Alexandria Real Estate
Contractor: DPR Construction
Architect: Dowler Gruman Architects
Category: Office

Takeda Pharmaceuticals, 9625 Town Centre Drive, San Diego



Developer: Murphy Development
Contractor: Lusardi Construction Company
Architect: Pacific Cornerstone Architects
Category: Redevelopment

The Campus at San Diego Business Park, 2001-2005 Sanyo Ave, San Diego

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COMMERCIAL REAL ESTATE PROJECTS FINALISTS



Developer: Lennar Multifamily Communities
Contractor: Swinerton
Architect: carrier johnson + CULTURE
Category: Multi-Family

The Shift, 460 16th Street, San Diego



Developer: University California, San Diego
Contractor: Align Builders, Inc.
Architect: Entente Design
Category: Medical

UCSD Senior Emergency Care Unit, 9434 Medical Center Drive, La Jolla



Developer: University California, San Diego
Contractor: McCarthy Building Companies
Architect: CO Architect
Category: Public

UCSD Tata Hall, 9500 Gilman Drive, San Diego

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