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SCHOOL OF BUSINESS



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COMMERCIAL REAL ESTATE AWARDS PREVIEW



The **San Diego Business Journal** will present its Commercial Real Estate Awards for 2020 on Wednesday, Feb. 26, from 4 to 7 p.m. bayside at the Bali Hai restaurant, 2230 Shelter Island Drive.

The event will shine a light on San Diego's most notable commercial real estate brokers and projects. Details on the finalists are on the following pages. A panel of independent judges, whose biographies are below, will select the winners using a point system.

In addition, the evening will honor **Stath Karras** with a Lifetime Achievement Award. Karras spent decades working in commercial real estate and is now executive director of the Burnham-Moores Center for Real Estate at the University of San Diego.

I want to thank the judges and sponsors who make our Commercial Real Estate Awards event possible. Our presenting sponsor for the evening is the **University of San Diego School of Business**. Other sponsors include **CBRE, Colliers International, Lusardi Construction Co., Marcus & Millichap, Ryan Companies US** and **Voit Real Estate Services**.

The judges are **Betsy Brennan**, president and CEO of the **Downtown San Diego Partnership**; **Michael Brown**, vice president of marketing and communications at the **Port of San Diego**; **Norm Miller**, Ernest W. Hahn Chair of Real Estate Finance at the **University of San Diego School of Business**; and **Bree Wong**, partner and co-founder of **Meraki Pacific LLC**.

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

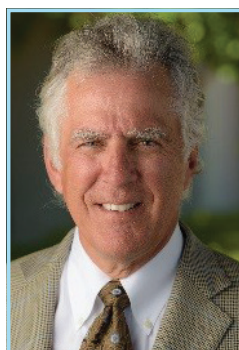
We hope you will join us when we reveal the winners the evening of February 26th.

Barb Chodos

Barb Chodos
President & Publisher



LIFETIME ACHIEVEMENT AWARD



Stath Karras, Executive Director
Burnham-Moores Center for Real Estate, USD

Stath Karras will receive the Lifetime Achievement Award when the San Diego Business Journal presents its annual Commercial Real Estate Awards on Feb. 26.

"I am very honored and very humbled to receive the award," Karras said, considering that it is for a lifetime of work.

Karras is executive director of the Burnham-Moores Center for Real Estate at the University of San Diego.

He is responsible for working with the faculty and center professionals in creating a meaningful learning experience for the real estate students and working with them to enhance their career opportunities.

Prior to his position at USD, Karras served as the executive managing director at

Cushman & Wakefield. He also spent 19 years with Burnham Real Estate Services, where he was president and CEO. Karras led the effort for the distressed asset business at both companies, where he was a court-appointed receiver in the 1990-1995 and 2008-2012 market downturns.

Through the years, Karras has stayed involved in civic and community endeavors. At times he served as a chairman of the San Diego Regional Economic Development Corp., chairman of Connect and co-chair of LEAD San Diego. He is still active on several organizations and maintains board positions and/or advisory roles with multiple private companies.

"I would encourage anyone that is a working professional here in San Diego to get themselves involved in areas just outside their main line of work," Karras said. There is a need to shape the community and to find solutions to existing and future challenges, he said. There is also a need to continue San Diego's unique collaborative culture.

Karras received his bachelor's degree in mathematics and an MBA with an emphasis in finance from the University of Utah.

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.



Michael Brown, Vice President, Marketing & Communications, Port of San Diego

Michael Brown joined the Port of San Diego as the Vice President of Marketing & Communications in July 2019 and oversees the Marketing & Communications and Waterfront Arts & Activation Departments. Most recently, he was the chief marketing officer for the City of Norfolk, Virginia. Brown was educated at the University of Puget Sound where he earned a bachelor's degree in politics and government.



Norm Miller, Ernest W. Hahn Chair of Real Estate Finance
University of San Diego School of Business

Norm Miller is the Ernest W. Hahn Chair of Real Estate Finance at the University of San Diego (USD) School of Business where he has served as a professor since 2007. He is also affiliated with the Burnham-Moores Center for Real Estate. Miller is currently a Homer Hoyt Land Use Institute faculty and board member and is the recipient of a number of awards.



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.



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#1 REAL ESTATE
COLLEGE IN THE NATION
FOR THE THIRD STRAIGHT YEAR.

WHY WE STAND OUT:

- Student-centric, “student first” philosophy
- Nationally renowned and nationally recognized real estate faculty
- Personalized career coaching leveraging career assessment tools
- Industry-funded real estate center (Burham-Moores Center for Real Estate) enhances the academic and career growth of real estate students

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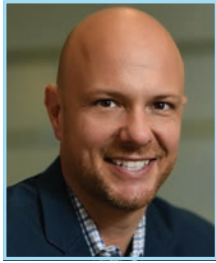


University of San Diego
SCHOOL OF BUSINESS

BROKERS // Finalists



Majenda Anderson
Commercial Asset
Advisors



Al Apuzza
Lee & Associates



Roc Beas
Commercial Asset
Advisors



Michael Burton
Flocke & Avoyer



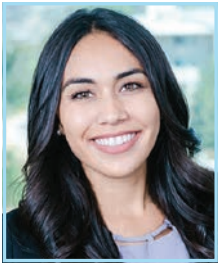
Michael Cassolato
Cushman & Wakefield



Mike Conger
Commercial Asset
Advisors



Bryan Cunningham
Flocke & Avoyer



Alexis Dachs
Location Matters



Alex Drechsel
Flocke & Avoyer



Arby Eivazian
ACI Apartments



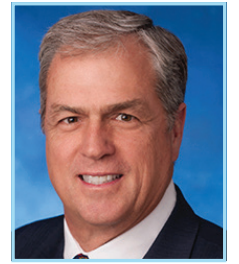
Michael Golden
Lee & Associates



Linda Greenberg
Lee & Associates



Jon Hamby
RED Strategies



Rob Hixson
CBRE



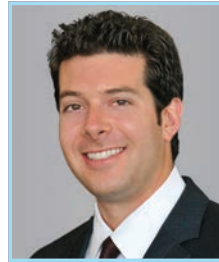
Todd Holley
Voit Real Estate



Austin Huffman
Marcus & Millichap



Derek Hulse
Cushman & Wakefield



Ted Jacobs
Cushman & Wakefield



Gino Kalasho
Commercial Asset
Advisors



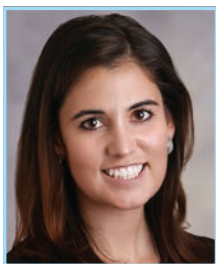
Marc Karren
Location Matters



Stewart Keith
Flocke & Avoyer



Todd Law
Capital Growth
Properties



Caitlin Little
CBRE



Matt LoPiccolo
CBRE



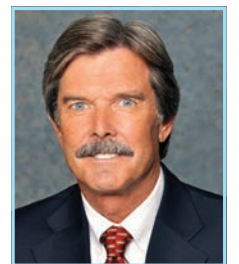
Mark Marquez
Pacific Sotheby's



Kevin Mulhern
CBRE



Chad O'Connor
Marcus & Millichap



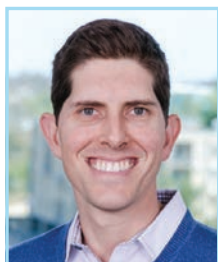
Norm Root
ACI Apartments



Dave Savage
ACI Apartments



Stephanie Sonthana
RiverRock Real Estate
Group



Mike Spilky
Location Matters



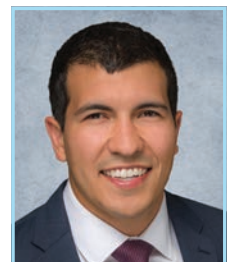
Aric Starck
Cushman & Wakefield



Brian Starck
Cushman & Wakefield



Ben Tashakorian
Marcus & Millichap



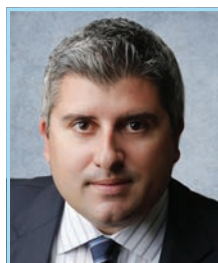
Carson Trujillo
Marcus & Millichap



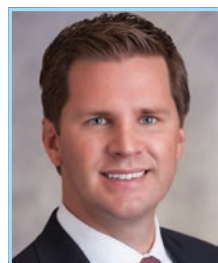
Regan Tully
Cushman & Wakefield



Brad Williams
Flocke & Avoyer



Chris Zorbas
Marcus & Millichap



Matt Pourcho & Lars Eisenhauer
CBRE



Dan Henry & Lars Eisenhauer
CBRE





BROKERS // Finalists



Bill Barnett & Doug Hogan
Colliers International



Kevin Nolen & Mark Marquez
Cushman & Wakefield and Pacific Sotheby's



Brad Tecca & Rick Reeder
Cushman & Wakefield



Steve Avoyer & Brad Williams
Flocke & Avoyer



Michael Burton & Pasquale Ioele
Flocke & Avoyer



Alvin Mansour & Kevin Mansour
Marcus & Millichap



Bill Rose & Rick Puttkammer
Marcus & Millichap



Dan McCarthy & Kyle Clark
Intersection



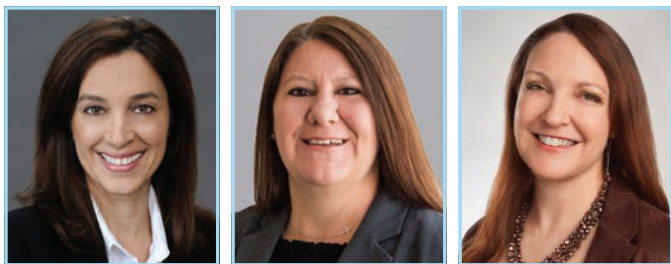
Brandon Keith & Kipp Gstettenbauer
Voit Real Estate



Tom Turner, Mike Hoeck & Andy Ewald
CBRE



Kevin Nolen, Tim Winslow & Jason Kimmel
Cushman & Wakefield



Karina Cassidy, Lisa Churchill, Rosemary Turner & Tom Crosser (not pictured)
Cushman & Wakefield



Matt Pourcho, Anthony DeLorenzo, Gary Stache & Doug Mack
CBRE



Reg Kobzi, Phil Voorhees, Jimmy Slusher & Eric Shain
CBRE



Derek Applbaum, Evan Djikas, Andrew Gooliak & Michael Cummings
Colliers International



Bryce Aberg, Jeff Chiate, Jeffrey Cole & Zach Harman
Cushman & Wakefield



Kevin Nolen, Tim Winslow, Jason Kimmel & Mark Marquez
Cushman & Wakefield and Pacific Sotheby's



PROJECTS // Finalists



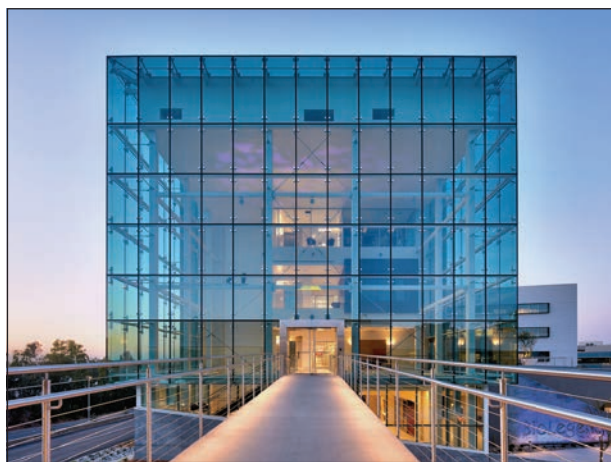
330 CEDROS

Address: 330 S Cedros Avenue
Category: Mixed-Use
Developer: RAF Pacifica Group
Contractor: TFW Construction Inc.
Subcontractor(s): LTD Sheet Metal Inc.; Cleavenger Masonry Inc.; DEMCON Concrete Contractors, Inc.
Architect: SGPA Architecture and Planning



ALPHA LOFTS

Address: 3808 El Cajon Boulevard
Category: Mixed-Use
Developer: Chelsea Investment Corp.
Contractor: Emmerson Construction
Architect: The McKinley Associates



BIOLEGEND

Address: 8999 BioLegend Way
Category: Industrial
Developer: BioLegend
Contractor: DPR Construction
Subcontractor(s): Hughes Marino; Coffman Engineers; Schmidt Design Group
Architect: Delawie



BLOCK D IN EAST VILLAGE

Address: 845 15th Street, East Village
Category: Sustainability
Developer: Lankford & Associates
Contractor: Hensel Phelps Construction
Architect: BNIM Architects



BROWN AND CALDWELL

Address: 450 B Street | 15th Floor
Category: Tenant Improvement
Developer: LeBeau Realty & Associates
Contractor: Bingham Construction
Subcontractor(s): Dynalectric; All Star A/C; Howard's Rug Company
Architect: Gensler



CENTER FOR NOVEL THERAPEUTICS

Address: 930 Athena Circle
Category: Sustainable
Developer: BioMed Realty
Contractor: McCarthy Building Companies, Inc.
Architect: Perkins + Will, Inc.



GUILD HOTEL

Address: 500 W Broadway
Category: Redevelopment
Developer: Oram Properties One LLC
Contractor: davisREED
Architect: PGAL



JEFFERSON PACIFIC BEACH

Address: 4275 Mission Bay Drive
Category: Multi-Family
Developer: JPI
Contractor: JPI
Subcontractor(s): DG Plumbing; Hondo Framing, Inc.; Seal Electric
Architect: Carrier Johnson + CULTURE



PROJECTS // Finalists



KEYSTONE INNOVATION CAMPUS

Address: 1347 & 1359 Keystone Way
Category: Industrial
Developer: Badiie Development
Contractor: TFW Construction Inc.
Architect: Smith Consulting Architects



LA JOLLA MUSIC SOCIETY | THE CONRAD

Address: 7600 Fay Avenue
Category: Public
Developer: La Jolla Music Society
Contractor: DPR Construction
Subcontractor(s): BWE, Inc.; Syska Hennessey
Architect: Epstein Joslin Architects



LEGACY INTERNATIONAL CENTER

Address: 875 Hotel Cir S
Category: Hospitality
Developer: Morris Cerullo Legacy Center Foundation
Contractor: Clark Construction
Subcontractor(s): A.O. Reed + Co.; Dynalectric
Architect: Carrier Johnson + CULTURE



McFARLANE ARCHITECTS

Address: 6256 Greenwich Drive, Suite 510
Category: Tenant Improvement
Contractor: JB Pacific
Subcontractor(s): Pacific Rim Mechanical; SCI Lighting Solutions
Architect: McFarlane Architects



OLD POWAY VILLAGE

Address: 14005-14055 Midland Road
Category: Retail
Developer: Intersection
Contractor: Pacific Building Group
Architect: Hauck Architecture



PACIFIC VISTA COMMERCE CENTER

Address: 2800, 2810 & 2820 Whiptail Loop
Category: Mixed-Use
Developer: Ryan Companies US, Inc.
Contractor: Ryan Companies US, Inc.
Subcontractor(s): Qualtech Concrete; Iriscape Construction; Panelized Structures
Architect: Ware Malcomb



PACIFICA AT PLAYA DEL SOL

Address: 5235 Calle Dorado
Category: Multi-Family
Developer: Chelsea Investment Corp.
Contractor: Emmerson Construction
Architect: Bassenian Lagoni



PALISADE AT WESTFIELD UTC

Address: 8800 Lombard Place
Category: Multi-Family
Developer: Greystar & Unibail-Rodamco-Westfield
Contractor: Suffolk
Architect: Joseph Wong Design Associates



PROJECTS // Finalists



PALM PROMENADE

Address: 770 Denney Road
Category: Retail
Developer: Citivest Commercial Investments, LLC
Contractor: W.L. Butler
Architect: MCG Architecture



PLUNGE AT FIT

Address: 3115 Ocean Front Walk
Category: Public
Developer: Pacifica Enterprises
Contractor: Lusardi Construction Co.
Subcontractor(s): Unique Building Group; Christian Brother's Flooring & Interiors Inc.; Neal Electric Corp.
Architect: Jules Wilson Interior Design



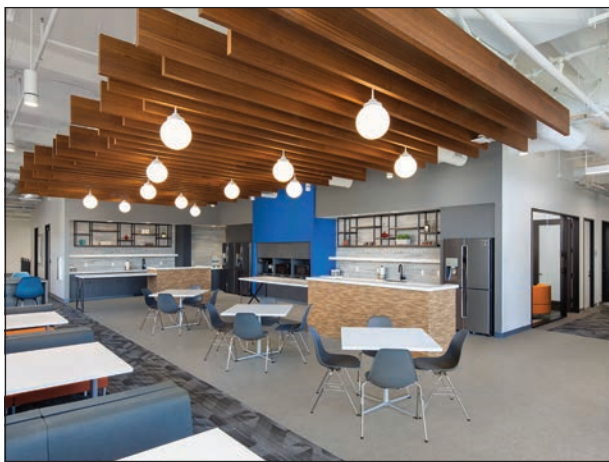
RESMED FLOOR 1

Address: 9001 Spectrum Center Blvd
Category: Tenant Improvement
Contractor: Swinerton
Architect: ID Studios, Inc.



THE MOXY

Address: 831 Sixth Ave
Category: Hospitality
Developer: J Street Hospitality
Contractor: Swinerton
Subcontractor(s): A&D Fire Sprinklers; Bergelectric Corporation; Sherwood Mechanical
Architect: Delawie



TRILINK

Address: 10770 Wateridge Circle
Category: Tenant Improvement
Developer: Bioscience Properties, Inc.
Contractor: BN Builders
Subcontractor(s): Pacific Rim Mechanical; Ickler Electric
Architect: McFarlane Architects



WARE MALCOMB

Address: 3911 Sorrento Valley Boulevard, Suite 120
Category: Tenant Improvement
Contractor: Bycor
Architect: Ware Malcomb

