



**SALLIE GIBLIN**  
PRESIDENT, LOCKTON SAN DIEGO

Sallie Giblin is a 21-year insurance industry veteran who has blazed a trail for other women leaders as the first female president of a U.S. office for Lockton Companies. Under her leadership, Giblin continues to grow Lockton's double-digit growth and presence in the region. After starting as a receptionist at the firm more than two decades ago, Giblin steadily advanced her career, serving in a string of executive roles before becoming a partner at Lockton, the world's largest, privately held insurance brokerage.



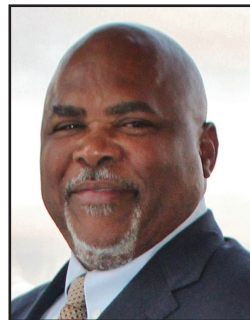
**MICHELE JACKO**  
MANAGING PARTNER AND CEO, JACKO LAW GROUP

Michelle L. Jacko leads Jacko Law Group, PC, which offers securities, corporate, real estate and employment law counsel to broker-dealers, investment advisers, investment companies, hedge/private funds and financial industry professionals. In addition, Jacko is the founder and CEO of Core Compliance & Legal Services, Inc., a compliance consultation firm.



**BRETT GOOD**  
SR. DISTRICT PRESIDENT, ROBERT HALF

Brett Good, who joined the firm in 1999, is the senior district president for Robert Half, the world's biggest specialized staffing firm. Good oversees operations in Southern California as well as Utah, Nevada and Arizona for the company's Accountemps, OfficeTeam, Robert Half's Financing & Accounting, Healthcare and Salaried Professional practices.



**DR. STEVEN JONES**  
CEO, JONES

Dr. Steven Jones is known as one of "America's Top Diversity Experts." Dr. Jones runs JONES, a diversity, leadership development and organizational change global consulting firm. In addition, he currently serves on the Boards of the San Diego EDC, Lead San Diego, University Club and Options for All. He has also served for several years as the former president/CEO of the Central San Diego Black Chamber of Commerce.



**GUY HALGREN**  
PARTNER AND CHAIRMAN, SHEPPARD MULLIN

Guy Halgren is Chair Emeritus of Sheppard Mullin, having served as the firm's chairman from 2001-2021. During his tenure as chair, Halgren oversaw the strategic growth of Sheppard Mullin. Under his leadership, the firm grew from 290 attorneys to over 1000 across the globe, with new offices that opened in Brussels, Century City, Chicago, Dallas, London, New York, North County San Diego, Palo Alto, Seoul, Shanghai, and Washington, D.C. Resident in the firm's San Diego office, Halgren continues to support the firm's strategic growth initiatives and client relationships.



**SARA KATZ**  
CEO, KATZ & ASSOCIATES

Sara Katz founded her San Diego public affairs firm in 1986 and has grown it to more than 40 employees while opening new offices in Los Angeles and San Francisco. Katz has worked on major public works projects costing over \$1 billion, including the City of San Diego's Clean Water Program and the San Diego County Water Authority's Emergency Storage Program. She is the past chair of the American Water Works Association's Public Involvement Committee and was honored in 2013 with the Public Relations Society of America's Otto Bos Lifetime Achievement Award.



**PATRICIA HOLLENBECK**  
PARTNER, DUANE MORRIS

Patricia Hollenbeck practices business and franchise litigation at Duane Morris. Hollenbeck also donates time pro bono mentoring newer lawyers. Hollenbeck has held many leadership positions in local organizations including the Lawyers Club of San Diego, San Diego County Bar Association and the San Diego Inn of Court.



**LARRY KESSLIN**  
CHIEF CONNECTOR, SPIRE

Larry Kessler is an author, entrepreneur and business development expert who moved to San Diego in 2010 and has focused his life on the intersection of "purpose and business." Kessler took over Corporate Alliance in 2018 and has transformed it into SPIRE, a community for purpose-driven leaders designed to improve San Diego and the lives of its residents. In addition to helping businesses grow, he also strives to help like-minded leaders to connect more deeply with themselves.



**BILL HOWE**  
PRESIDENT, BILL HOWE FAMILY OF COMPANIES

Bill Howe oversees a business that has been family owned and operated for three generations. Howe started AM/PM Sewer & Drain Cleaning in 1985, an enterprise that was initially run out of his studio apartment in Pacific Beach. The firm is now one of the area's largest and most active building maintenance companies, offering 24/7 services administered by one of the largest service fleets in San Diego.



**JOHN KLINEDINST**  
FOUNDER AND CEO, KLINEDINST PC

John Klinedinst founded Klinedinst PC in 1983 and has spearheaded the firm's very successful growth, overseeing the opening of five new West Coast offices serving national and international clients. His hard work, selfless community service and unwavering commitment to developing young local business leaders earned Klinedinst SDBJ's Most Admired CEO honors in 2019.



**TINA HOWE**  
VP, BILL HOWE FAMILY OF COMPANIES

Tina Howe, the vice president of The Bill Howe Family of Companies, has made significant contributions to San Diego through her dedication to the community and the advancement of women in male-dominated industries. By prioritizing philanthropy, extensive training and high ethical standards, Tina Howe's leadership continues as she helps lead the growing business, which specializes in plumbing, heating and air as well as restoration and flood services.



**ERIC KREMER**  
PARTNER, PILLSBURY WINTHROP SHAW PITTMAN

Pillsbury Real Estate partner Eric Kremer has extensive experience advising on commercial real estate transactions, infrastructure development and complex project financings. Kremer represents owners, tenants, buyers, sellers, and developers in real estate purchase, sale, leasing and financing transactions, including entitlements, site due diligence, title insurance and structuring issues. He also regularly advises on the acquisition, development, and disposition of commercial and industrial properties.





## FERNANDO LANDA

**PARTNER, CROSBIE GLINER SCHIFFMAN SOUTHARD & SWANSON**

Fernando Landa represents public real estate investment trusts, private equity funds, institutional investors and entrepreneurial developers in the acquisition, development, financing, leasing and disposition of commercial real estate assets. Specializing in transactional matters and distressed real estate, Landa has broad expertise working on large deals across the country and across the asset spectrum, including hotels, office, industrial, retail and mixed-use developments.



## ALESSANDRA LEZAMA

**FOUNDER AND CEO, TOOTRIS**

Alessandra Lezama is a serial entrepreneur, angel investor and advocate for women in STEM. Lezama, who founded and leads TOOTRIS, the first on-demand SaaS Child Care platform, has received numerous accolades for her hands-on leadership across industries. Over the past two decades, she has built four companies and created more than 2,000 jobs. She's also turned a number of underperforming tech companies into scalable, high-performance powerhouses. She was SDBJ's CEO of the Year in 2018.



## JULIE LOWEN

**FOUNDER AND CEO, CHILDREN'S PARADISE PRESCHOOL**

Julie Lowen leads Children's Paradise Preschool and Infant Center's, a state-of-the-art collection of high-quality preschools with locations in Oceanside, Vista and Escondido. Most recently, rather than temporarily closing, Lowen used the COVID-19 pandemic as an opportunity to also develop Sweet Teams, a "caring system" to improve health and safety procedures in schools.



## SAM MASCARENO

**MARKET LEADER, WEST REGION, RSM**

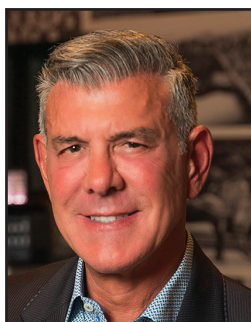
Sam Mascareno is the West market leader for RSM US. Mascareno, a CPA, joined the firm in 2001 and has extensive experience in serving clients for tax services, including tax compliance, consulting and structuring. He has served as office managing partner and tax leader for the RSM office in San Diego as well as the tax practice leader and federal credits and incentives group leader for the West region. He currently serves on the national tax leadership team, specializing in domestic and international tax issues impacting middle market companies.



## DAVID MCCULLOUGH

**PRINCIPAL LANDSCAPE ARCHITECT, MCCULLOUGH LANDSCAPE ARCHITECTURE**

As chief designer, David McCullough has more than 30 years of architecture, construction and urban planning experience and expertise. A built environment game-changer, influencing the public realm for all San Diegans, McCullough serves on the boards for numerous city and private organizations including San Diego's Historical Resources Board, SD Commons and the San Diego Architectural Foundation.



## RIC MILITI

**CEO AND CREATIVE DIRECTOR, INNOVISION MARKETING GROUP**

Ric Militi has been working with major national and global brands for more than three decades. Militi always dreamed of being in the place he is today: the leader of a team of over-achievers that share his passion for marketing and the challenges it brings. From The Ad Group, the first agency he opened in the 1990s, to the "anti-agency" he runs today, Militi's vision has always been to create a firm that serves clients first while also being home to a creative team rooted in supportive company culture.



## MIKE MERCURIO

**CEO, GREATER SAN DIEGO ASSOCIATION OF REALTORS**

Mike Mercurio leads the Greater San Diego Association of Realtors, an organization that provides Realtors tools and resources to protect private property rights. The organization also promotes home ownership and improves neighborhoods through the region. He has been the top executive at the association since 2006.



## JULIE MORAN

**MANAGING PARTNER, DELIOTTE**

Julie Moran is the marketplace leader of Deloitte's San Diego practice, overseeing four key business areas: Audit, Tax, Consulting, and Advisory Services. Moran has more than 30 years of experience in the Life Sciences industry and has worked with payers, pharmaceutical and biotechnology manufacturers, clinical research organizations, and medical device manufacturers. As a lead client service partner, she is responsible for the overall relationship for a select number of Deloitte's strategic Life Science clients in the west region. She also serves on the board of the American Heart Association.



## JEFFREY MORTON

**PARTNER, SNELL & WILMER**

Jeff Morton is a founding partner of the Snell & Wilmer San Diego office, and co-chairs Snell & Wilmer's Life Sciences and Medical Technology, and Technology Industry Groups. Morton has over 15 years of experience representing both startup and large enterprises for their intellectual property and commercial law needs.



## GREG MUELLER

**CEO AND PRINCIPAL, TUCKER SADLER ARCHITECTS**

Tucker Sadler Architects has been in business for 65 years and has created modern yet timeless architectural designs throughout San Diego and the region. Greg Mueller, Tucker Sadler's Design Principal, has created visions for San Diego's waterfront that encompass a wide range of elements, each project marrying San Diego's history and beauty with artful designs that are unique to San Diego. Tucker Sadler's multi-million-dollar open-air waterfront design of Portside Pier includes four restaurants and stunning views of the San Diego Bay on the North Embarcadero waterfront.



## JAMES MULLEN

**PATENT PARTNER, MORRISON & FOERSTER LLP**

James Mullen combines his scientific experience with his legal training in his practice to craft commercially relevant solutions for his clients' intellectual property challenges. Mullen is the founder and head of MoFo's Antibody Patent Group and leads the Patent Group in the San Diego office. As a patent prosecutor, he is well versed in obtaining focused patent protection that provides a commercial advantage in the marketplace. Prosecution is only one aspect of his practice; he also conducts intellectual property due diligence studies on both the buy and sell sides for acquisitions and funding purposes.



## JIM MUMFORD

**PRESIDENT AND FOUNDER, GOOD EARTH PLANT COMPANY**

In 1977 with just a few thousand dollars, Jim Mumford opened Good Earth Plant & Flower Company, a flower "bucket stand" in downtown San Diego. Today, Mumford is a leader in enriching peoples' lives with plants through biophilic design. An award-winning plant stylist and workplace greenery designer, expert on green roofs, living walls and moss walls, Mumford also is a sought-after public speaker and green building visionary.



## PAUL NATION

**SENIOR MANAGING DIRECTOR, CBIZ**

Paul Nation is responsible for the overall management of the CBIZ MHM offices of Southern California and the direction of services to their clients. Nation has been with the company since 1979, and has been in public accounting for more than 40 years. His technical expertise is in tax, expert testimony and business consulting. His clients include privately owned, high net worth, medium-sized companies and their owners and management in the construction, manufacturing, and servicing industries. His specific expertise includes corporate income tax, strategic planning, and estate and personal financial planning.





### LARRY NISHNICK

**CORPORATE AND SECURITIES PARTNER, DLA PIPER**

Larry Nishnick, who joined DLA Piper in 2009, advises both public company clients in capital market transactions and private emerging growth companies with their corporate-related matters throughout a broad range of industries, including tech, life sciences, healthcare, consumer products and sports, media and entertainment. Nishnick also advises underwriters, placement agents, private equity investors, venture capitalists and angel investors in connection with capital markets transactions, financings and M&A transactions.



### JACK PERKINS

**FOUNDER AND CEO, CFO HUB**

A San Diego native and graduate of SDSU, Jack Perkins started as a solo CPA at his own firm, growing the practice to include 31 full-time employees nationwide in just four years. In 2017, he founded CFO Hub, an outsourced team of expert CFOs, controllers and accountants that allows businesses to manage in-house financial operations. CFO Hub's services range from outsourcing entire accounting departments to interim CFO and project-based support. Perkins has a Bachelor's from SDSU in accounting and business administration.



### KEVIN PRIOR

**CEO, ICW INSURANCE GROUP**

Kevin Prior joined ICW Group in 1990, and over the past 19 years has held various executive positions in actuarial, analytics, reinsurance and operations. In 2004, Prior, who has an MBA from SDSU, took the helm of the firm. His combination of strategic business acumen, advanced analytics and investment in cutting edge technology has catapulted ICW Group forward -- nearly doubling surplus over the last three years. Under his leadership, the company has grown to become one of the top work comp insurers in the U.S.



### VICTOR RAMSAUER

**CEO, PRESIDENT & SHAREHOLDER, LEVITZACKS, CPAS**

LevitZacks named long-term its long-time president, Victor G. Ramsauer, as the firm's CEO in 2020. Ramsauer oversees business development and strategic planning and advises clients on deal structuring and negotiation, financial reporting research and the design and performance of due diligence procedures. With extensive skills in auditing, M&A and general business consulting, Ramsauer has a comprehensive understanding of the government contract market and Federal Acquisition Regulations and works closely with his GovCon clients. Ramsauer's interest in accounting began at an early age when he helped his mother at her bookkeeping job.



### SAM REESE

**CEO, VISTAGE**

Sam Reese is CEO of Vistage, the world's largest CEO coaching and peer advisory organization for small and midsize businesses. Over his 35-year career as a business leader, Reese has led large and midsize organizations and has advised CEOs and key executives of companies all over the world. Vistage helps CEOs make better decisions by bringing leaders together.



### TRINDL REEVES

**CHIEF SALES OFFICER AND PRINCIPAL, MARSH & MCLENNAN AGENCY**

Trindl Reeves has served as a Principal in Marsh & McLennan Agency's Commercial Department since 2006. Reeves has a significant background in risk management and health & welfare consulting to publicly traded companies and is responsible for the ongoing growth of the firm and leading the company-wide sales. Reeves is actively involved on the boards and committees of San Diego County YMCA, CONNECT, BIOCOM, the San Diego Venture Group and the San Diego Regional EDC.



### GEGORY RICHARDSON

**LEAD ADVISOR, PRINCIPAL, DOWLING & YAHNKE**

Gregory Richardson advises clients in the areas of investment management and financial planning. Richardson, an SDSU grad who joined the firm in 2002, guides his clients through the stages of wealth accumulation, distribution and preservation. He began his career in the investment advisory field. Prior to joining Dowling & Yahnke, he was a partner and advisor with fee-only firms in San Diego and the Washington D.C. metropolitan area.



### PAUL ROBINSON

**SENIOR PARTNER, HECHT SOLBERG ROBINSON GOLDBERG & BAGLEY**

Paul Robinson's practice emphasizes land use, environmental and governmental law. Robinson's role at the firm includes negotiating with and appearing before all public agencies having land-use jurisdiction within the San Diego County region, including federal, state and local agencies. He has been appointed to a number of civic and advisory boards and commissions including The San Diego County Regional Airport Authority and the City of San Diego's Mission Bay Park Committee and the De Anza Revitalization Plan Ad Hoc Committee.



### ROBERT ROBINSON

**MANAGING PARTNER, HICKMAN, ROBINSON, YAEGE**

Robert Robinson founded the firm where he serves as managing partner in 2009. As the firm's day-to-day leader, Robinson has developed Hickman, Robinson, Yaege into one of San Diego's top real estate firms. His area of practice includes both business and corporate law. In 2020, he was named to SDBJ's list of local leaders making a difference.



### DENISE SCATENA

**FOUNDING PARTNER, SCATENA DANIELS COMMUNICATIONS**

Denise Scatena leads Scatena Daniels, a marketing communications firm for brands that actively support their community and strive for real-world change. Scatena is the PRSA San Diego 2020 PR Professional of the Year and is actively engaged in efforts to foster diversity in media, communications and philanthropy.



### STEPHEN SCHREINER

**MANAGING PARTNER, SOLOMON WARD SEIDENWURM & SMITH**

Stephen Schreiner represents clients in complex business, commercial and real estate litigation. Schreiner has extensive experience as lead attorney in numerous state and federal court judge and jury trials, arbitrations and appeals as well as expertise in California gaming law. He represents gambling establishments before a variety of administrative tribunals and governmental regulatory agencies, including the California Gambling Control Commission.



### RONSON SHAMOUN

**CEO, RJS LAW**

Ronson Shamoun is a San Diego native, USD distinguished alum, adjunct professor and board member at the USD School of Law and School of Business. Shamoun, named a San Diego Super Lawyer in 2019, 2020 and 2021, is the founder of RJS Law, a tax law firm which helps clients navigate a variety of tax issues, from those impacting small businesses to large international companies. He has defended numerous clients in state and federal court and has extensive experience settling and litigating cases with the IRS and state agencies.



### TERESA SILES

**PRESIDENT AND PARTNER, NUFFER, SMITH, TUCKER**

Teresa Siles walked through the doors of Nuffer, Smith, Tucker two decades ago as an intern. Today, she's the firm's president and partner. Siles is leading the agency in redefining PR through her strategic planning approach and providing comprehensive services to clients throughout San Diego have included Chicken of the Sea, San Diego Union-Tribune and Dairy Council of California.



# SAN DIEGO <sup>HAS</sup> THE SECOND LOWEST

## FEMALE PARTICIPATION

In the Labor Force Among  
Major American Cities,  
Disproportionately  
Affecting Moms

**CHILD CARE AS A BENEFIT  
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\*TOOTRIS provides Child Care as a Benefit Solutions based on a monthly subscription fee agreement per participating employee, not including, employer-subsidized contribution(s) which TOOTRIS shall manage turn-key. | +Workforce Partnership analysis of Census' 2017 5-year ACS data, [childcare.workforce.org](https://childcare.workforce.org) | 2021 TOOTRIS, San Diego, CA.





**RANDY SOCOL**  
PARTNER, DLA PIPER

A partner at DLA Piper since 1999, Randy Socol focuses his practice on the corporate representation of established and emerging growth companies in the technology, biotechnology, healthcare and media/entertainment sectors and the venture capital and private equity firms, corporate and strategic investors and acquirors that finance and/or acquire these companies. In addition to providing strategic and corporate counseling, Socol's practice encompasses venture capital financings, M&A, debt financings, public offerings, equity and compensation matters and corporate governance.



**JACQUES SPITZER**  
FOUNDER AND CEO, RAINDROP

Jacques Spitzer leads the San Diego-based creative agency, Raindrop, a company he launched in 2010. Spitzer is a two-time Emmy award-winning storyteller, published author and former digital reporter and writer for NBC News. Raindrop's nearly 100 team members produced the most successful ad in the history of YouTube in 2020 for Dr. Squatch and also created a popular Super Bowl commercial in 2021. Raindrop's success has put San Diego on the map of creative ad agencies nationwide.



**RITA STEEL**  
PRESIDENT, PROFESSIONAL STAFFING SERVICES,  
ROBERT HALF

Rita Steel is president of West and Southwestern United States operations for Professional Talent Solutions at Robert Half, the world's first and largest specialized talent solutions firm. Steel oversees more than 100 offices, including Robert Half's four practice groups which specialize in placing accounting, finance, administrative and customer support professionals in rewarding job roles. She also serves on the board of City Ballet of San Diego, a ballet company and school that provides education and outreach programs to disadvantaged and at-risk youth.



**SETH STEIN**  
CEO, EATRIDGE WORKFORCE SOLUTIONS

Seth Stein, formerly president of Eastridge's Workforce Recruitment division, was promoted to CEO in 2020 after nearly 22 years with the company. Stein started his career at Eastridge as an entry-level sales representative and has held nearly every position in Workforce Recruitment. He's also helped Eastridge in maximizing the firm's two largest acquisitions -- Abbott Staffing Group and Operon Resource Management.



**STEVE STRAUSS**  
PARTNER, COOLEY

Steve Strauss, a passionate advocate for his clients, has never lost a jury trial. Strauss has argued numerous landmark cases where his innovative advocacy had a profound impact on his clients -- and the law. His incomparable winning record has resulted in trial verdicts and settlements in excess of \$10 billion.



**TED TINSON**  
COO, SHEPPARD MULLIN

Ted Tinson has been the chief operating officer at Sheppard Mullin since 2014. Tinson oversees the legal firm's operations across all offices worldwide. Sheppard Mullin is a full service Global 100 firm handling corporate and technology matters, high stakes litigation and complex financial transactions and has 15 offices in North America, Europe and Asia.



**FRANK L. TOBIN**  
OFFICE MANAGING SHAREHOLDER, OGLETREE DEAKINS

Frank Tobin has practiced law in San Diego for nearly three decades. Tobin represents management in all types of labor and employment disputes and has successfully tried discrimination, retaliation, harassment, wrongful discharge, wage and hour and trade secret cases. Tobin also represents employers in class action disputes and ERISA breach of fiduciary duty litigation. He was recognized in the 2021 edition of Best Lawyers in America.



**VICKIE TURNER**  
PARTNER, WILSON TURNER KOSMO

Vickie E. Turner has nearly 40 years of experience in complex litigation matters filed against corporations, with extensive emphasis in the areas of product liability, class actions, general business litigation and warranty. Turner joined Wilson Turner Kosmo as a partner in 1998 after being an associate and partner with Luce, Forward, Hamilton & Scripps in San Diego for 16 years. She has received numerous awards and honors, including University of San Diego School of Law Distinguished Alumni Award and the Outstanding Trial Lawyer Award from the San Diego Trial Lawyers Association.



**ROBERT TYSON**  
STRATEGIC MANAGING PARTNER, TYSON & MENDES

Robert Tyson is the strategic managing partner of the San Diego-based, 200-attorney national insurance defense law firm Tyson & Mendes. Tyson is a veteran trial attorney whose groundbreaking #1 best-selling book, "Nuclear Verdicts: Defending Justice for All," has fundamentally influenced how defense lawyers are trying multimillion-dollar cases.



**JERRY VARGA**  
AUDIT PARTNER, RSM US

Jerry is the office leader of RSM's San Diego office, as well as the audit practice leader. He has more than 25 years of experience providing audit and management advisory services to middle market companies in the consumer products, technology and life sciences industries. In addition, he works extensively with portfolio companies of private equity groups and early stage companies backed by venture capital firms. As the office leader, Jerry is responsible for developing and executing strategy, driving growth and maintaining its dynamic culture.



**CHRIS WAHL**  
PRESIDENT AND CEO, SOUTHWEST STRATEGIES

Chris Wahl leads Southwest Strategies, an award-winning public affairs firm. Over the past 20 years, Wahl has helped secure and build more than \$10 billion of infrastructure projects in the fields of energy, transportation, water and retail development. High-profile projects that he has helped approve include the Sunrise Powerlink Transmission Line, the revitalization of the Westfield UTC Shopping Center and the North Coast Corridor Project, a 27-mile improvement along Interstate 5. All of these projects faced considerable opposition before ultimately being approved.



**CHRIS WILLIAMS**  
CEO -- WEST REGION, MARSH MCLENNAN AGENCY

Chris Williams, CEO for Marsh McLennan Agency (MMA)'s West region, has more than 30 years' experience in the insurance industry. Early in his time at MMA, Williams was instrumental in growing the firm's Employee Health & Benefits Division, serving as principal and then managing director of MMA's Bay Area offices.



**KELLY DUFORD WILLIAMS**  
FOUNDER AND MANAGING PARTNER, SLATE LAW GROUP

Kelly DuFord Williams is the founder of San Diego's Slate Law Group, which features an integrated service offering and provides growing businesses with quality, affordable and approachable legal, tax and HR services. Williams' clients include JuneShine, Vizer, McKinney Capital, CommSafe AI and Fortune 500 company Springboard.



**CARISA WISNIEWSKI**  
PARTNER, MOSS ADAMS

Carisa Wisniewski has practiced public accounting since 1989, providing audit services to a variety of public and private companies in the technology, manufacturing and life sciences industries. Wisniewski is the former partner in charge of Moss Adams' San Diego office. Prior to joining Moss Adams, she spent 16 years with a large international firm, including two years in that firm's national office SEC department. She serves on the board of the American Red Cross and Girl Scouts of San Diego County.







**Paul Nation**  
Senior Managing Director

Congratulations **Paul Nation** and **David Diamond** on being recognized as two of the 2021 Top 500 Executives in San Diego! Thank you for your contributions to our business and our local community.



**David Diamond**  
Managing Director


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MHM (Mayer Hoffman McCann P.C.) is an independent CPA firm that provides audit, review and attest services, and works closely with CBIZ, a business consulting, tax and financial services provider. CBIZ and MHM are members of Kreston International Limited, a global network of independent accounting firms.

Congratulations

# Chris Wahl!

From all of us at Southwest Strategies, congratulations on this well-deserved recognition. Your leadership and dedication to San Diego are an inspiration to us all.



SOUTHWEST STRATEGIES



**SELTZER  
CAPLAN  
MCMAHON  
VITEK**

*Congratulates our Shareholder and Employment Law Group Leader Dan Eaton on being named among the SD500.*



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**GARY ACOSTA****CO-FOUNDER AND CEO, NATIONAL ASSOCIATION OF HISPANIC REAL ESTATE PROFESSIONALS**

Serial entrepreneur Gary Acosta is a public policy advocate and investor. Acosta is the co-founder & CEO of NAHREP, a network of over 40,000 professionals and 100 local chapters comprising the nation's largest Hispanic business organization. In his capacity as CEO of NAHREP, he created the Hispanic Wealth Project, a nonprofit with a strategic plan to triple Hispanic household wealth by 2024.

**DOUGLAS AUSTIN****FOUNDER, CHAIRMAN, CEO, AVR P STUDIOS**

Doug Austin, who founded AVR P Studios, is a San Diego planning commissioner and vice chair of CCDC. He also serves as chair of the San Diego Ballpark Design Task Force Chair and was recognized by the San Diego City Council as "visionary" of the city's skyline. Austin is passionate about finding innovative ways to solve the area's housing crises and has been awarded US patents for new ways to build infill housing that save money and time. He is currently designing major San Diego County projects worth over \$3 billion.

**JAY ALEXANDER****MANAGING DIRECTOR, JLL**

As the leader of the San Diego JLL office, Jay Alexander's primary focus is in marketing of premier office, industrial and research and development buildings and projects within the I-15 corridor. Alexander and his team represent nearly 5 million square feet of properties. Prior to joining Jones Lang LaSalle in 2010, Alexander was a Senior VP with Colliers International since 1992. His clients are some of the largest and most nationally and locally recognized real estate development and investment firms.

**JAMES AWFORD****PRINCIPAL, BNB BUILDERS**

James Awford joined BNBuilders in 2014 as principal of the firm's SoCal operations. Awford has nearly 30 years of experience in construction, with expertise in alternate delivery methods, including IPD, design-build and negotiated general contracting. He is responsible for strategic growth, business development and operations, working closely with owners and designers to lead project teams through preconstruction and construction. Awford pushes the limits of teamwork, integrating the appropriate use of technology to generate the optimum approach and results on projects.

**AL APUZZO****PRESIDENT, LEE & ASSOCIATES**

Al Apuzzo leads Lee & Associates in Carlsbad. Apuzzo has nearly 25 years of finance and real estate experience both locally and nationally. His team-based approach has accelerated company growth year-over-year since Apuzzo took the helm at Lee & Associates. He has wide-ranging experience in retail, investments and land and a diverse resume in the areas of brokerage, tax deferred exchange, asset management, consulting, project management, finance and development.

**JIMMY AYALA****DIVISION PRESIDENT, TRI POINTE HOMES**

Jimmy Ayala serves as division president for both existing and future Tri Pointe Homes communities in the San Diego region. Ayala manages San Diego's operations including Community Development, Marketing, Multifamily, Sales, Construction and Purchasing departments, while overseeing all facets of planning and operations for the company's expanding footprint. During his career, Ayala has developed many long-standing community relationships and serves on several area boards.

**BRIAN ARRINGTON****CEO AND CHAIRMAN, PACIFIC SOTHEY'S INTERNATIONAL REALTY**

As Pacific Sotheby's International Realty's Founder and CEO, Brian Arrington directs the company's strategy and oversees operations. His vision of a company that can deliver unrivaled local market knowledge supported by enormous international resources has propelled Pacific Sotheby's International Realty to one of the top real estate firms in Southern California. Arrington is firmly committed to setting the ultimate standard of excellence within the luxury real estate market in Southern California.

**BEN BADIEE****PRESIDENT AND CEO, BADIEE DEVELOPMENT**

Ben Badiee has been involved in real estate development for 30 years, developing millions of square feet of Class A real estate projects in the greater San Diego region. Badiee also is active in the community and is involved in a variety of mentorship programs, including NAIOP. During his career, Badiee has mentored hundreds of young real estate professionals.

**DOUG ARTHUR****PRESIDENT AND CEO, SENTRE**

Doug Arthur leads SENTRE, a San Diego headquartered commercial real estate investment firm which has acquired / operated projects in excess of \$4B in transactional volume. He hosts the annual Nikki St. Germain Golf Tournament in support of Rady Children's Hospital. During the course of its history, the popular event has raised \$860,000.

**PAUL BARNES****DIVISION PRESIDENT, SHEA HOMES SAN DIEGO**

Paul Barnes leads the San Diego division of Shea Homes, the largest privately owned builder in the U.S. Barnes has been president of the division since February 2004 and is responsible for the ultimate profitability of the firm's San Diego division, which builds single-family and multifamily residential homes. He actively participates in the community on various boards and mentors five of the firm's senior managers.

**GUY ASARO****PRESIDENT, MERIDIAN DEVELOPMENT**

A 36-year veteran of the real estate industry, Guy Asaro manages all of the firm's business-related activities, acquisitions and equity partnerships. In addition, Asaro steers strategic implementation of master plan communities and oversees master marketing at the company and project level. He also serves as the RME for the company's general contracting entity, Meridian Building Services. Asaro started Meridian Development after leaving the Corky McMillin Companies where he had been president of homebuilding operations since 2007.

**JASON BARRY****REALTOR, BARRY ESTATES**

With over \$4 billion in sales, Jason Barry and his team have developed a global reputation as the top real estate agents for San Diego's luxury marketplace. Barry's expertise in the luxury real estate market and the firm's integrity, loyalty and professionalism, have come together to facilitate some of the most expensive home sales in Rancho Santa Fe, La Jolla, Del Mar, Solana Beach, Carlsbad, Downtown San Diego and Point Loma.





**LAURA BARRY**  
REALTOR, BARRY ESTATES

Ranked the number one volume-producing agent every year for the last decade in San Diego, Laura Barry is a real estate titan. The Wall Street Journal ranks her nationally amongst the top 100 best-performing agents annually. A native of San Diego, Barry brings unparalleled market knowledge to her buyers and sellers, and she consistently reinvents her approach to the industry while pushing every boundary.



**KAREN BURGESS**  
EXECUTIVE DIRECTOR, NAIOP

Karen Burgess Karen leads NAIOP San Diego and SIOR San Diego chapters. She works with association members and prospective members to create lasting experiences through networking, stellar programming and compelling levels of sponsorship visibility, donations and career enhancement. Burgess brings more than 30 years of association management experience, encompassing all aspects of association and nonprofit administration and executive director leadership. She is well known in the industry as a trusted, proactive and informed advisor and also has a strong philanthropic background.



**MIKE BERRYHILL**  
DIVISION MANAGER, SWINERTON

Mike Berryhill has over 25 years of construction industry experience. Berryhill joined Swinerton in 2015 as a project executive and was quickly promoted to operations manager. During his tenure at the firm, Berryhill has been instrumental in developing a culture focused on self-perform expertise, financial acumen and talent development. His diverse background of market sector experience includes projects in self-perform concrete, R&D and technology, commercial office, special projects, hospitality, tribal gaming and high-rise residential.



**KEVIN BURKE**  
PRESIDENT, BURKE REAL ESTATE CONSULTANTS

Kevin Burke has worked in real estate since 1979. He also is a court-certified expert witness on the standard of care of real estate agents, as well as disclosure obligations of both sellers and agents. He was 2019 President of the Greater San Diego Association of REALTORS and is the incoming chair of the California Association of REALTORS Risk Management Committee. Burke is also an instructor of real property law.



**WOLF BIELAS**  
MANAGING PARTNER, DOWNTOWN WORKS

Wolf Bielas is co-founder and managing partner at Downtown Works Coworking, a facilities services company that touts inspiring, flexible coworking space. The company was launched in 2016 on B Street in downtown San Diego. It is not Bielas' only business venture. He also serves as managing partner of Wolfpack Ventures, an investment company involved in the real estate, technology, hospitality and entertainment sectors. Bielas is also a board member for Aquai.



**GORDON CARRIER**  
CHAIRMAN AND CEO, CARRIER JOHNSON + CULTURE

Gordon Carrier leads Carrier Johnson + Culture, a unique design laboratory emphasizing the value of brand strategy in three dimensional environments. The firm's approach focuses on clarifying "actual" client needs versus industry assumptions of need in an effort to avoid unnecessary spatial expense. Carrier's specialties include brand strategy, architecture, interior design, urban design, master planning, graphics and website design.



**CARRIE BOBB**  
CEO, CARRIE BOBB & CO.

Carrie Bobb launched a positively disruptive retail brokerage firm and a social media company that leverages social media platforms for retail properties. Bobb has completed transactions worth in excess of \$2 billion. She also spearheaded a law introduced to Congress in April 2020 to exclude sexual assault and rape from arbitration clauses in employment contracts.



**LEE CHESNUT**  
PRINCIPAL, CHESNUT PROPERTIES

Lee Chesnut is principal and founder of Chesnut Properties, a Solana Beach-based commercial real estate investment and development company. Chesnut, who launched his firm in 1990, is involved in projects representing more than 60 acres of land and entitlements, totaling more than 3,000,000 square feet. Among Chesnut's projects is Millenia Office. The company also has played a key role in attracting major educational and corporate tenants to the 210-acre Millenia work-live-play community in eastern Chula Vista.



**JOHN BONNANO**  
CHIEF INVESTMENT OFFICER AND CO-FOUNDER, IQHQ

John Bonnano joined IQHQ in 2019 and also serves on the firm's board. Bonnano served various roles at BioMed from 2008 to 2017 until that company's sale to Blackstone. Bonnano co-founded Phase 3 Properties and also was managing principal at Corlo, an entrepreneurial real estate investment firm.



**MIKE CONROY**  
VP OF OPERATIONS, LEVEL 10 CONSTRUCTION

With more than 26 years of construction experience in the San Diego area and throughout California, Mike Conroy has managed and overseen projects from the construction of new campuses to museum expansions and occupied facility additions. Conroy now manages Level 10 Construction's San Diego operations, which continue to log strong growth in all market segments, including life science, higher education, high-rise multi-family and corporate tenant improvements.



**DAN BRODERICK**  
PRESIDENT, WEST REGION, CUSHMAN WAKEFIELD

As president of the Americas West region for Cushman & Wakefield, Daniel T. Broderick oversees the firm's interests in the western U.S., Canada and Latin America. In addition, Broderick is responsible for the National Industrial Practice and is the executive sponsor for the National Single Tenant Net Lease Investment Group. Prior to his current role, Broderick served in many leadership positions at Cushman & Wakefield.



**NATALIE DAHL**  
MANAGING DIRECTOR, CBRE

Natalie Dahl is the managing director for CBRE's San Diego region offices. Dahl leads the firm's talent pipeline committee and is working to develop the next generation of real estate professionals and leaders. She also serves the community by contributing to board memberships in organizations such as Downtown Partnership, NAIOP San Diego and Burnham-Moores Center for Real Estate.





**WILLIAM DAVIDSON**  
PRESIDENT AND FOUNDER, DAVIDSON COMMUNITIES

As president of Del Mar-based Davidson Communities, William Davidson has built more than 5,000 homes in 45 new home communities, with a total value of more than \$2 billion. Davidson's past projects include Cielo in Rancho Santa Fe and Atrium at Eastlake in Chula Vista. His more recent projects include neighborhoods in San Elijo Hills and San Juan Capistrano. As a boutique homebuilder, Davidson Communities has garnered many industry awards.



**JOHN FRAGER**  
EXECUTIVE MANAGING DIRECTOR, CBRE

John Frager is the regional leader for CBRE's San Diego, North Baja Mexico and Hawaii businesses. Frager oversees more than 275 real estate professionals. A Navy veteran, he serves his community through multiple San Diego organizations including Connect, the San Diego Regional Chamber of Commerce, USD's Board of Trustees and YPO.



**DEREK DAVIS**  
PRESIDENT, DAVISREED CONSTRUCTION

Derek Davis leads davisREED Construction. In 2002, Davis took the best parts of what he gained from his first 20 years in the industry and started davisREED Construction with EE Reed. The company has a strong base in hospitality construction and Davis' general contracting experience ranges from historical renovations to five-star resorts.



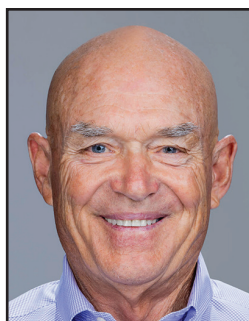
**NICK FRASCO**  
MANAGING DIRECTOR, LONGFELLOW REAL ESTATE PARTNERS

Nick Frasco leads Longfellow Real Estate Partners San Diego office. The firm, headquartered in Boston, also has offices in Durham, Research Triangle Park and San Francisco. Longfellow is a vertically-integrated life science and tech real estate developer and operator that invests in major biotech and technology clusters across the country. In 2021, Frasco was the winner of SDBJ's 40 Under 40 Award.



**PERRY DEALY**  
PRESIDENT AND CEO, DEALY DEVELOPMENT

Perry Dealy has over 45 years of real estate experience in public and private development. Dealy has entitled over \$6 billion of projects, of which over \$3 billion has been completed. Key projects have included downtown San Diego's Research and Development District, Convention Center Expansion, Manchester Grand Hyatt San Diego and Navy Headquarters.



**SCOTT FREE**  
CEO, LUSARDI CONSTRUCTION

Scott Free's 50-plus years of unwavering commitment to Lusardi Construction has helped make the firm one of the nation's top general contractors. Along with his big-picture leadership, Free is also focused on closely mentoring the senior staff that make up Lusardi's executive management team. With Free at the helm, Lusardi Construction is consistently ranked on Engineering News-Record's prestigious "Top Contractors" and "Top Green Building" lists. Prior to his role as CEO, Free was president of Lusardi Construction for 15 years and managed all daily operations.



**RYAN J. EGLI**  
SENIOR VP, CBRE

With nearly two decades of real estate experience, Ryan Egli is a leader in the Office and Life Sciences sector. Egli currently serves as the practice leader for the San Diego Life Sciences Group at CBRE, focusing on providing sophisticated strategies to his local and institutional clients. In 2014 and 2020, Ryan was awarded the RISE/William H. McCarthy Memorial Award for San Diego County, CBRE's highest award for excellence in client services, professionalism and integrity.



**YEHUDI GAFFEN**  
CEO, GAFCON

Yehudi "Gaf" Gaffen, together with his wife Pam, founded Gafcon in 1987 to fulfill their vision of assisting owners in delivering complex projects supporting vibrant communities. Today, Gaffen lends his 40-plus years of experience and expertise to the programs and projects Gafcon manages -- from once-in-a-lifetime projects like Seaport San Diego to community capital programs for San Diego Unified School District. He also sits on various boards, including the San Diego Regional EDC, Foundation for Grossmont and Cuyamaca Colleges and Wende Museum Advisory Group.



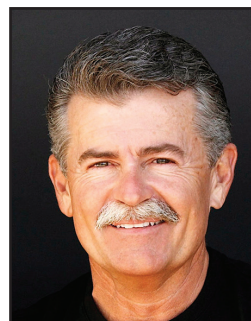
**MARCELA ESCOBAR-ECK**  
PRESIDENT AND CEO, ATLANTIS GROUP LAND USE CONSULTANTS

After a long career in planning and development with the City of San Diego, Marcela Escobar-Eck left her role as director of Development Services to found Atlantis Group in 2007, which provides planning and entitlement services to developers and property owners. Atlantis Group has become the "go-to" land use and planning firm in San Diego, with major successes on complex projects such as the once-controversial One Paseo in Carmel Valley and the recently approved Trails at Carmel Mountain Ranch project.



**MARK GLEIBERMAN**  
CEO, MG PROPERTIES GROUP

As the firm's founder, Mark Gleiberman guides the growth of MG Properties Group, overseeing the acquisition, development and property management of 81 apartment communities in California, Washington, Oregon, Arizona, Nevada and Colorado totaling over 23,000 units, with a market value of over \$7.2 billion. Gleiberman was Ernst and Young's 2018 Entrepreneur of the Year.



**RAYMOND FOX**  
MEDICAL ARCHITECT/PRINCIPAL, RAYMOND FOX & ASSOCIATES

For four decades, Raymond Fox has made healthcare more efficient with his prolific, nationwide, patient-first medical office designs. Fox impacts San Diegans' well-being through his medical office building designs for Palomar Health, San Ysidro Health and other area medical facilities. The medical architect was recently appointed to the national Pandemic Task Force.



**SANDRA GRAMLEY**  
PRINCIPAL, PLATT/WHITELOW ARCHITECTS

Sandra Gramley's love for architecture was inspired by her father, who was also a successful architect. Gramley joined Platt/Whitelaw in 2000 and was made principal ten years later. She now owns and leads the firm along with her business partner, Naveen Waney. Gramley was a member of the organizing committee for San Diego Green, which was spearheaded by the San Diego GBC. She also taught sustainable design at the Design Institute.



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**1683 El Paso Real, La Jolla**  
\$5,995,000 | 4 BR, 5 BA | Approx. 4,341sf | Web# 210026847  
Erika Borunda   O 310.819.3250 | M 619.363.4038   DRE# 01963227  
Josh Altman   O 310.819.3250 | M 323.610.0231   DRE# 01764587



**1770 Avenida del Mundo #1407-08, Coronado**  
\$4,500,000 | 3 BR + Den, 3 BA | Approx. 2,355sf | Web# 210026370  
Olga Lavalle   O 619.867.0380 | M 619.995.6259   DRE# 01724705



**17258 Lyons Creek Road, Jamul**  
\$1,395,000 | 6 BR, 4 BA | Approx. 4,817sf | Web# 210021943  
Leann Thompson   O 619.363.4038 | M 619.890.7844   DRE# 01375388  
Ruth Pugh   O 619.363.4038 | M 619.977.7884   DRE# 01139420



**13041 Westrose Way, Valley Center**  
\$1,299,000 | 5 BR, 5 BA | Approx. 4,626sf | Web# 210032028  
Sanjay Solomon   O 619.363.4038 | M 720.633.2044   DRE# 02119049



**8326 Tommy Drive, San Carlos**  
\$1,100,000 | 4 BR, 3 BA | Approx. 1,470sf | Web# 210030587  
Kellie Lundgren   O 619.363.4038 | M 619.219.1773   DRE# 01780623



**1077 Sage View, Chula Vista**  
\$699,000 | 3 BR, 2 BA | Approx. 1,699sf | Web# 210032009  
Benjamin Biggs   O 619.363.4038 | M 619.987.8294   DRE# 02016327  
Jeffrey Discher   O 619.363.4038 | M 619.887.2800   DRE# 01400184





**ROBERT GREEN**  
CEO, THE ROBERT GREEN CO.

Robert Green founded his namesake firm in 1999. During his career, Green has developed many types of projects but hotel and resort developments are his primary focus. The company's first hospitality projects included the Four Seasons Resort in Jackson Hole, Wyoming, and the Four Seasons Hotel in Palo Alto. In 2008, RGC also completed the high-profile restoration of a treasured Hollywood landmark, the Palladium Theater. In 2017, RGC completed the very first Pendry Hotel in San Diego.



**ANDY LA DOW**  
REGIONAL MANAGING DIRECTOR, COLLIERS

Andy La Dow focuses on expanding Colliers' unique culture by empowering individuals and delivering best-in-class resources to every client. La Dow oversees Colliers' San Diego County brokerage operations for two offices of more than 100 professionals. He has 37 years of experience in the industry and a successful track record of providing solutions on complex, high-value corporate office transactions.



**LINDA GREENBERG**  
PRINCIPAL, LEE & ASSOCIATES

Linda Greenberg specializes in industrial leasing and sales within San Diego County, with an emphasis in the Central and South County markets. A top performer at Lee for nearly a decade, Greenberg has worked in the industry since 1983 and also served as a senior VP at Colliers International and Grubb & Ellis.



**CASEY LEBLANC**  
PRESIDENT AND CEO, NEW VENTURE ESCROW

As a serial entrepreneur, Casey Leblanc has been successful at growing and scaling several small to medium-sized businesses. As CEO of New Venture Escrow, Leblanc's mission is to educate, innovate and utilize new technology to deliver a truly unique and superior escrow experience.



**JEFFREY HARPER**  
PRESIDENT, HARPER CONSTRUCTION

At the firm founded by his father Ron in 1974, Jeff Harper maintains the family-owned company's outstanding reputation for uncompromising quality and safety. With a strong reputation as an industry leader in design-build construction, Harper Construction provides excellence in a full spectrum of pre-construction, program management, design development, construction, interior design management, inspection and quality control services.



**ESTEAN LENYOUN**  
PARTNER, SUDBERRY PROPERTIES

Estean Lenyoun has been a partner at Sudberry Properties since 2006 and heads up the company's urban redevelopment efforts. His long career in urban redevelopment has given him extensive experience working with municipalities and redevelopment agencies. Most recently, Lenyoun has been involved with the development of Breakwater Town Center, a 45,000-square-foot retail center that is a public/private partnership with the City of Imperial Beach. Lenyoun also is president/CEO of Impact Urban America, a entrepreneurial, belief-based socially responsible public benefit corporation he founded with former pro athlete and activist Rosey Grier.



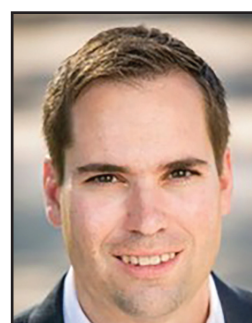
**J. KEVIN HEINLY**  
MANAGING DIRECTOR, GENSLE

As leader of Gensler's San Diego office, Kevin Heinly has been a pivotal force for the firm's client development, project leadership and strategic vision. Heinly has successfully diversified the San Diego practice, growing the team from 20 to 100. In addition to being an active member of organizations like the Urban Land Institute and the Downtown San Diego Partnership, he serves on the boards for the NAIOP San Diego Chapter and the NewSchool of Architecture and Design.



**IAN MICHAEL MAHON**  
CEO, LEVEL 3 CONSTRUCTION

Ian Mahon and his father began Level 3 Construction in 2006 to pivot from residential development toward commercial. The business was an immediate success, becoming a top-tier hotel remodeler for properties such as Hilton and Holiday Inn. In 2018, the firm was recognized as one of the fastest-growing private businesses by SDBJ. Due to the COVID pandemic's impact on the hospitality industry, the business has now pivoted to focusing on multi-family and affordable housing.



**ERIC HEPFER**  
MANAGING DIRECTOR, HINES

Eric Hepfer oversees Hines' acquisitions, development and asset management projects in San Diego. Since joining Hines in 2012, Hepfer served on the development team for the 420,000-square-foot LPL at La Jolla Commons office project and worked extensively on that building's unique Net-Zero-Energy electrical generation system. He also oversaw the lease up and disposition of the 449,000-square-foot Procopio Tower at 525 B Street. More recently, Eric led the firm's expansion into the Carlsbad market with the acquisition of 400,000 square feet of flex/office projects.



**MIKE MAHONEY**  
WEST REGION PRESIDENT, RYAN COMPANIES

With more than two decades of multifaceted industry experience, Mike Mahoney brings seasoned capabilities to his role overseeing the West Region of Ryan's business. Mahoney directs the firm's development, design, construction and real estate management teams. His leadership background -- encompassing real estate development and project management -- gives Mahoney an unusually well-honed set of skills, embracing the full lifecycle of projects, including acquisition, entitlements, financing, consultant coordination, construction and turnover to property management.



**BRIAN KOSHLEY**  
REGIONAL DIRECTOR, WARE MALCOMB

Brian Koshley brings over 35 years of architectural design expertise to the Ware Malcomb team. As regional director, Koshley oversees all aspects of architecture, interior architecture and client relationships for the San Diego offices. He also is heavily involved with on-going communication, coordination of architectural and interior architecture design, as well as on-site project supervision that includes consultant, contractor and vendor coordination. As a licensed architect, he works as the primary client contact.



**NEAL MCFARLANE**  
PRESIDENT AND CEO, MCFARLANE ARCHITECTS

Neal McFarlane has grown McFarlane Architects into one of the largest architectural firms in San Diego and one of the largest R&D Facility Design Firms in the country. McFarlane Architects was recently recognized nationally as the country's 23rd fastest-growing firm in the architectural, engineering and consulting industry. McFarlane has designed more than 8 million square feet of life science and advanced tech facilities.



**DAMIAN MCKINNEY****PRINCIPAL AND MANAGING DIRECTOR, AVISON YOUNG**

For the last 40 years, Damian McKinney has served Fortune 500 companies as a trusted commercial real estate advisor. By taking a fiduciary approach, McKinney has managed transactions exceeding \$6.5 billion. Colleagues say what sets McKinney apart is his personal mission to empower others to become better versions of who they are.

**TIM MEISSNER****PRESIDENT, MEISSNER COMMERCIAL REAL ESTATE**

Tim Meissner has forty years of experience in commercial real estate, focused on transactions and the formation of Meissner CRES, which manages a commercial real estate portfolio valued in excess of \$1 billion. Meissner's business activities involve advancing the multiple business lines of Meissner, which include asset management, property management, accounting and facility services.

**JOE MONACO****PRESIDENT AND CEO, DUDEK**

Joe Monaco, who joined the company in 2000 as a planner, was named Dudek's president in 2017 and in 2020, assumed the CEO role after company founder Frank Dudek announced his retirement. During his tenure at Dudek, which is 100% employee-owned, Monaco has focused on regional water resource development and habitat conservation planning and has managed the analysis of environmental feasibility, compliance and permitting for six regional desalination facility programs in California, including the facility in the City of Carlsbad.

**MARTHA MOSIER****PRESIDENT, BERKSHIRE HATHAWAY HOME SERVICES CALIFORNIA PROPERTIES**

After years of specializing in the legal side of the sale and acquisition of single-family, multifamily and commercial properties in the Southern California region, Mosier now serves as the top executive for Berkshire Hathaway HomeServices California Properties. She is passionate about issues like diversity, equity and inclusion and serves as a founding member of The I.M.P.A.C.T. Council as well as the secretary of The Charitable Foundation.

**TRACY A. MURPHY****PRESIDENT & FOUNDER, IQHQ**

Before co-founding IQHQ and serving as the real estate investment trust's president, Tracy Murphy successfully built out Kilroy's life science platform, doubling the size of the platform while serving in her role as EVP. Previously, Murphy was SVP at BioMed, where she oversaw a 10-million-square-foot portfolio. She serves on the board of directors for BIOCUM.

**R. MICHAEL MURPHY****PRESIDENT AND CHAIRMAN, MURPHY DEVELOPMENT**

Michael Murphy's firm has master-planned or completed over 10,000,000 square feet of corporate quality industrial and technology buildings. As an integral part of the development process, the company has entitled over 500 acres of projects in San Diego. In order to secure the entitlements for the company's 3,200,000 square foot Brown Field Technology Park, Murphy Development gained approvals from the City of San Diego, the Airport Land Use Commission and the San Diego Regional Airport Authority.

**MICHAEL NEAL****PRESIDENT AND CEO, H.G. FENTON**

In 2018, Mike Neal was one of five professionals in the state tapped for induction into the California Homebuilding Foundation's Hall of Fame. Neal joined H.G. Fenton in 1988 and is considered the chief architect of the company's real estate emphasis and growth. Under his direction, the privately held organization is one of the largest real estate owners and developers in San Diego County, with a portfolio that includes 16 apartment communities.

**ANDREW NELSON****PRESIDENT AND CEO, WILLIS ALLEN REAL ESTATE**

Andy Nelson grew up in Del Mar and began working for Willis Allen Real Estate in 1987. Three years later, Nelson was named president. In 1995, he bought the company, which today is the largest independently operated real estate company in Southern California. In 1914, the firm began matching buyers and sellers in what was then known as a sleepy enclave called La Jolla. Today Willis Allen Real Estate serves residential clients with 7 strategically located offices and over 200 agents, with an industry best for average sales volume per agent.

**RYAN NESSEN****SENIOR VP, SUNDT CONSTRUCTION**

In 2020, Ryan Nessen was selected to lead the California District for Sundt Construction's Building Group. As Senior Vice President and California District Manager, Nessen is responsible for the district's overall performance. He has over 25 years of construction experience, including 17 years at Sundt and has overseen numerous high-profile projects, including three at the San Diego International Airport and multiple projects at SDSU and City College.

**ERIC NORTHBROOK****MANAGING DIRECTOR, VOIT REAL ESTATE SERVICES**

A twenty-three-year real estate industry veteran, Eric Northbrook gives Voit Real Estate Services a prominent presence in the commercial market of San Diego County. Northbrook has received the prestigious Cushman & Wakefield Chairman's Circle Award multiple times for being a top producer in southern California and nationwide. Prior to joining Voit Real Estate Services in 2014, Northbrook was with Cushman & Wakefield and Colliers International. He has sold and leased over 18 million square feet of space and 100 acres of land, with a total value of approximately \$3 billion.

**SUMEET PAREKH****PARTNER, HP INVESTORS**

Sumeet Parekh brings over 15 years of diverse real estate experience to HP Investors, including institutional private equity, real estate investment banking, and as a direct investor. Parekh manages the day-to-day operations of the firm, as well as deal sourcing, asset management and fundraising. Prior to founding HP Investors, Parekh acquired, structured and managed over \$3 billion in real estate investments in New York City for The Carlyle Group.

**MARK PAYNE****VP AND DIVISION MANAGER, SWINERTON**

Mark Payne joined Swinerton Builders in 1999 and has been the lead executive in San Diego since 2012. Bay Area-based Swinerton is the largest general contractor in the region and has been named one of SDBJ's best places to work. Payne is a board member of the Swinerton Foundation and is on the board of the Associated General Contractors of San Diego, the Palomar College President's Associates and the American Heart Association. Payne has announced his plans to retire in early 2022.

**MARC PENICK****CEO, T.B. PENICK & SONS**

Marc Penick, along with his brother Tim, has built the family-owned T.B. Penick and Sons into one of the largest concrete contractors in the U.S. Under his leadership, Penick has received safety awards from the Associated General Contractors of America and the American Society of Concrete Contractors, among others. Almost all of the company's work is LEED certified. Penick is an SDSU grad.





**TIM PENICK**  
PRESIDENT, T.B. PENICK & SONS

Tim Penick is president of the family-owned business that was founded in 1905. Headquartered in San Diego, the firm performs work in all 50 states and Guam and is renowned for award-winning general construction and for delivering projects using a variety of delivery methods, including design-build, lease-leaseback, CM at Risk, agency CM and negotiated general contracting.



**LORI HOLT PFEILER**  
PRESIDENT AND CEO, BIA SAN DIEGO

In 2021, housing champion and longtime community leader Lori Holt Pfeiler was named the new president and CEO of the Building Industry Association of San Diego County. Holt Pfeiler brings years of government, nonprofit and housing experience to her new role at BIA. She previously served as mayor of Escondido and chairperson of SANDAG and the North County Transit District. She also is CEO of San Diego Habitat for Humanity and currently chairs the board of the San Diego Housing Federation.



**FRED PIERCE**  
PRESIDENT, PIERCE EDUCATION PROPERTIES

Fred Pierce founded and leads Pierce Education Properties, one of the nation's leading buyers of student housing. The firm targets student apartment properties in joint venture with its capital partners. With an acquisition history of more than 27,000 acquired beds, Pierce is one of the fastest growing student housing companies in the country. Prior to launching PEP, Pierce was a principal and chief financial officer of Los Angeles-based Platt Companies where he directed the acquisition and financing of \$400 million in real estate assets.



**MARK READ**  
REGIONAL PRESIDENT, KIDDER MATHEWS

Mark Read, a 40-year commercial real estate veteran, is regional president for Kidder Mathews' SoCal and Southwest brokerage. Read joined Kidder Mathews in 2015, opening its first SoCal office in San Diego, and later opened six more regional offices as well as one in Phoenix. During his tenure, Read has grown the firm's regional presence from three to 147 brokers.



**ADAM ROBINSON**  
FOUNDER, RAF PACIFICA GROUP

Adam Robinson has directed more than 2 billion in real estate transactions throughout his career, including the acquisition, renovation, and disposition of more than 250 industrial, multi-family and office properties. Since founding RAF Pacifica Group, Robinson has also spearheaded the development of more than 1.5 million square feet of ground up construction on behalf of the firm, and led the RAF team in acquiring more than 3.5 million square feet of commercial properties throughout San Diego County.



**RALPH ROESLING**  
PRINCIPAL, ROESLING NAKAMURA TERADA ARCHITECTS

Ralph Roesling, founding partner of Roesling Nakamura Terada Architects, has been practicing architecture and planning since 1980. Roesling's passion is public and educational architecture that elevates the spirit of a community. He has designed numerous award-winning libraries, civic centers, community centers, K-12 schools and higher education buildings across the region. He is currently a member of the adjunct faculty at Cal Poly, San Luis Obispo, where he has been a design instructor since 2004.



**STEVE ROSETTA**  
CEO, IQHQ

Prior to co-founding and leading IQHQ, Steve Rosetta served as EVP and chief investment officer at Kilroy. Previously, Rosetta opened Cushman & Wakefield's office in San Diego County, where he spent over 20 years, most recently as a vice chairman. He also previously served as a principal in an opportunistic real estate company where he partnered with institutional and private equity companies to develop and reposition office projects across the U.S.



**SUMIT ROY**  
PRESIDENT AND CEO, REALTY INCOME

Sumit Roy leads Realty Income Corporation, one of the country's leading REITs. Through Roy's strategic vision and leadership of the firm, Realty Income has established itself as the leader in the net lease REIT space. Roy has served as Realty Income's CEO since 2018 and president since 2015. He previously served as Realty Income's COO from 2014 to 2018, overseeing the company's investments and business operations, including acquisitions, dispositions, asset management, portfolio management, IT, internal audit and HR. Before joining Realty Income in 2011, Roy was an executive director at UBS Investment Bank.



**JAMES SCHMID**  
CEO, CHELSEA INVESTMENT

During his 40-year career, Jim Schmid's responsibilities have included project acquisition, financing, design, construction, marketing and property management of commercial, industrial and residential projects throughout the country. Since 1993, he has focused on development of affordable housing. A respected authority in all aspects of real estate development and management, Schmid is a former lecturer for the MSRE degree program at USD, past chair of the San Diego Building Industry Association, sought-after panelist and speaker and inductee into the Building Industry of San Diego Hall of Fame.



**DENNIE SMITH**  
FOUNDER AND PRESIDENT, SMITH CONSULTING ARCHITECTS

Founded in 1988 by Cheryl "Dennie" Smith, SCA is an award-winning firm specializing in master planning, architectural design and interior design. SCA is a woman-owned, small business enterprise with a diverse portfolio that includes office, healthcare, industrial, R&D, laboratory, retail, manufacturing, distribution, and LEED certified facilities for end-users, government clients and real estate developers.



**ERIC STENMAN**  
CEO WEST REGION, BALFOUR BEATTY CONSTRUCTION

Eric Stenman began his career in construction with boots on the ground — as a plumbing contractor. His tenure at the firm began in 2001 when he served as VP and general counsel for Douglas E. Barnhart. Stenman's strong leadership and construction business acumen led to his promotion to president in 2007 and after Barnhart was acquired by Balfour Beatty in 2008, Stenman has gone on to serve in several national leadership roles.



**LORI ANN STEVENS**  
DESIGN MANAGER, TURNER CONSTRUCTION

Lori Ann Stevens has risen through the ranks of construction in San Diego for more than two decades. Stevens began her career in construction after her "undergraduate degree" placing concrete at an occupied jail. After that on-site training, Stevens moved into the office and became a project manager at the age of 26. While working full-time, she earned a Master's in civil engineering and upon graduation moved to the development side, working on over \$1 billion of design-build projects. She is currently the company's national director of Technical Design.



**RANDEE STRATTON**  
MANAGING DIRECTOR, NEWMARK

Randee Stratton has over 18 years of experience in real estate brokerage in California. Stratton focuses on providing exclusive tenant representation for national and regional retail and restaurant tenants expanding in the state and has played an integral part in the franchise rollout of Phenix Salon Suites into the California market. Stratton acquires new tenant representation, providing clients with market analysis, strategic planning and site selection expertise. She also assists in procuring sales and acquisitions of retail centers and mixed-use development.



**BRAD TERMINI**  
CO-CEO, ZEPHYR

Brad Termini co-founded Zephyr in 2006. Termini focuses on large-scale developments that have massive positive impact in specific communities. Throughout his career, Termini has demonstrated an exceptional ability to envision defining opportunities. At Zephyr, he not only drives the culture of the company but directs partnerships, acquisitions and finance. He is locally known in San Diego not only as a discerning real estate investor but also as a person who can bring unlikely parties together to create partnerships and successful collaborations. Termini currently manages a \$1 billion development portfolio.





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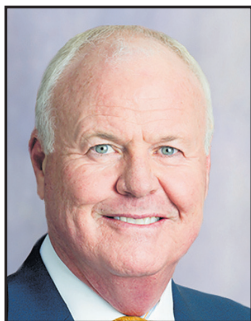
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**THOMAS TURNER****VP, CBRE ADVISORY & TRANSACTION SERVICES**

Thomas Turner specializes in helping law firms, technology, biotech and healthcare companies and a wide variety of real estate users negotiate advantageous space transactions. Turner also assists owners and investors in a wide variety of property types. Prior to CBRE, Mr. Turner was an award winning commercial real estate attorney at Procopio Cory Hargreaves & Savitch. For 17 years he served as the firm's managing partner and CEO. Turner was previously a partner in the real estate department of Brobeck, Phleger and Harrison and has significant experience representing public entities in large public/private partnership projects.

**DOUGLAS WILSON****CEO, DOUGLAS WILSON COMPANIES**

Douglas P. Wilson is a nationally recognized authority in problem resolution, development and real estate management issues. Wilson has overseen the development and management of nearly \$15 billion in assets and has served as a court-appointed receiver for over 1,200 state and federal Court matters in 35 states. Prior to founding Douglas Wilson Companies in 1989, he was the managing general partner of the company that developed Symphony Towers, a \$160 million, 1.2-million-square-foot office and hotel complex in downtown San Diego.

**JOHN VORSHECK****FIRST VP, DISTRICT MANAGER, MARCUS & MILLICHAP**

John Vorsheck is a senior VP and the division manager for Marcus & Millichap's Western Division, which includes much of the West Coast and Rocky Mountain states as well as Alberta and British Columbia in Canada. Vorsheck oversees the Western Division from the firm's San Diego office in Del Mar. Vorsheck joined the firm in 2006 as sales manager of the Newport Beach office, was promoted to regional manager of the Las Vegas office in 2007 and to manager at the firm's Del Mar office in 2011.

**JOSEPH WONG****FOUNDER AND PRINCIPAL, JOSEPH WONG DESIGN ASSOCIATES**

Since Joseph Wong established JWDA in 1977, the firm has completed a broad range of projects for both the public and private sectors and received over 50 local and national awards for design excellence. JWDA provides comprehensive architecture and design services, including master planning, project management and programming. Wong's firm has a reputation for on-time and on-budget delivery of services and places high value on clients' success.

**NAVEEN WANEY****PRINCIPAL, PLATT/WHITE LAW ARCHITECTS**

Naveen Waney, who was born in India and immigrated with his family to San Diego as a child, joined Platt/Whitelaw in 1985 as an intern under the mentorship of Lee Platt and later Alison Whitelaw. While going to school, Waney worked his way up through every role in the firm, an experience that allowed him to understand architecture from the ground up. He was made principal in 2010 and now owns and leads the firm along with his business partner, Sandra Gramley.

**ALEX ZIKAKIS****FOUNDER AND PRESIDENT, CAPSTONE ADVISORS**

Alex Zikakis is founder and CEO of Capstone Advisors, which is celebrating its 25th anniversary in 2021. Capstone is a diversified real estate investment, development and asset management company recognized for the ability to blend the vision, drive and flexibility of an entrepreneurial firm with the sophisticated management capabilities valued by institutional real estate investors. Zikakis is an active member of the policy advisory board at USD, and past board member at Cornell University and University of Colorado. He also has served as a long-time advisor to the Salvation Army in San Diego and Mexico.



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For more information on Meissner Commercial Real Estate Services, please contact:  
Kristin Howell

[KristinH@MeissnerCRES.com](mailto:KristinH@MeissnerCRES.com) 858-373-1240

Or

Dustin Sutton

[DustinS@MeissnerCRES.com](mailto:DustinS@MeissnerCRES.com) 858-373-1134

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