

**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 \$4.5 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.



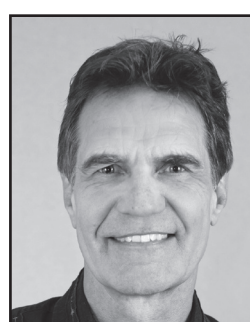
**KEVIN BURKE**  
PRESIDENT, BURKE REAL ESTATE CONSULTANTS

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 Bonnanno joined IQHQ in 2019 and also serves on the firm's board. Bonnanno served various roles at BioMed from 2008 to 2017 until that company's sale to Blackstone. Bonnanno 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.



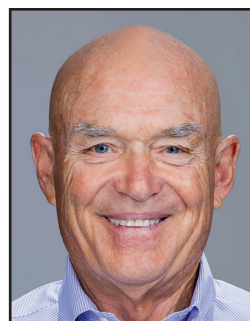
**NICK FRASCO**  
MANAGING DIRECTOR, LONGFELLOW REAL ESTATE PARTNERS

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.



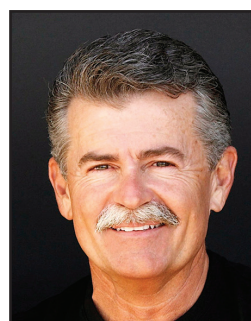
**MARCELA ESCOBAR-ECK**  
PRESIDENT AND CEO, ATLANTIS GROUP LAND USE CONSULTANTS

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.



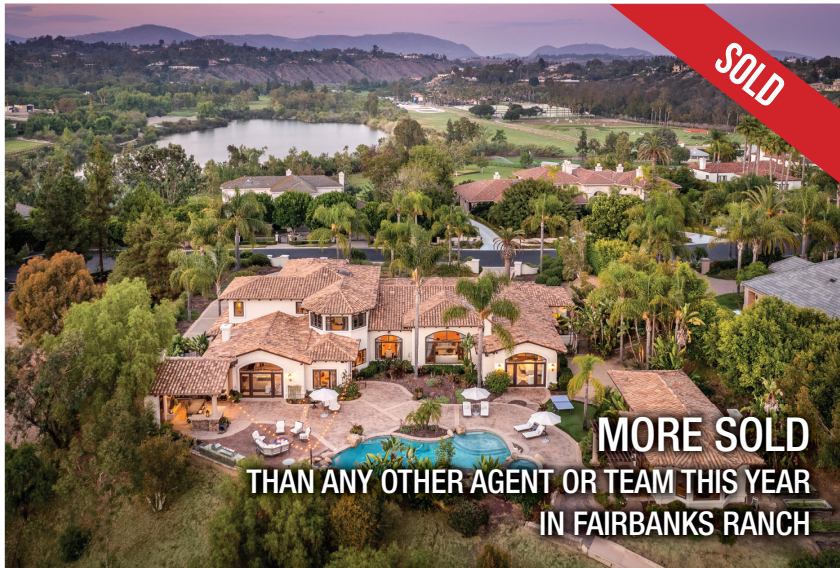
**SANDRA GRAMLEY**  
PRINCIPAL, PLATT/WHITELEW ARCHITECTS

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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# San Diego *Unwrapped*

The holidays are here and to celebrate we're unwrapping San Diego. The food, the festivities, the family fun. From the agents who love where they live. For the people who make the city so special.

Visit [EllimanHolidaysSanDiego.com](https://www.elliman.com/holidays/san-diego) to explore more. **#UnwrapSanDiego**

 **Douglas Elliman**  
The Next Move Is Yours





**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 Lavallo   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.





**Atlantis Group Land Use Consultants**  
congratulates our President and CEO  
Marcela Escobar-Eck for being recognized as  
one of the Top 500 Business Executives in San  
Diego. Marcela's commitment to excellence for  
the community, the company and its clients,  
and her leadership in the land development  
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Congratulations to Realty Income's President and CEO, Sumit Roy,  
for being named one of San Diego's influential business leaders.



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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.



# MEISSNER

Commercial Real Estate Services



Meissner CRES proudly congratulates founder and CEO Tim Meissner on again being named as one of San Diego's Top 500 Executives. We have always known you were an influential leader, and we are proud everyone else now knows it too. On behalf of all your employees, thank you for all that you do.

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## Congratulations Jimmy Ayala,

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