

# WOMEN *in Construction & Commercial Real Estate*

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# WOMEN IN CONSTRUCTION & COMMERCIAL REAL ESTATE



**ROXANNE COUTURE**

PINNER CONSTRUCTION

As a Pinner Construction Co., Inc. QSP, Roxanne Couture is dedicated to stormwater quality management and pollution prevention by providing industry-leading guidance, scientific inspection and assessment, regulatory review and processing. She works with all relevant regulatory agencies to minimize erosion and sediment, while simultaneously working to guarantee the minimization of non-stormwater discharges on-site for Pinner projects. Couture is currently a dedicated Project Engineer for Pinner's Ulysses. S. Grant High School Modernization Project.

Born in Los Angeles, Couture spent most of her formative years in high school and college in Mexico. She returned to Southern California after attending a university in the state of Tlaxcala and earning a Bachelor of Arts in Business. Couture has a long background in banking and auditing; however, after being presented with a one-off opportunity in construction, she took a leap out of her heels and into work boots for Pinner Construction. A self-proclaimed plant lady, tree hugger and environmentalist, Couture was offered the opportunity at Pinner to receive her QSP certification, a career path that she says is "right up her alley."

Now, after 12 years, she continues to appreciate the working environment and relationships provided by Pinner. She also understands the company's dedication to women in construction and has found a love for the industry by seeing the way it has restructured to finally embrace the positive impact that women have in the overall execution of a project. Seeing her success, Couture's two young daughters have expressed interest in pursuing similar careers, saying they would like to "build stuff, too."



**LAUREN DELLARINGA**

UPRITE CONSTRUCTION

A University of Colorado Alum, Lauren Dellaringa studied Business with an emphasis in Marketing. After her time in Boulder she returned to her home state of Hawaii where she began a career with Aloha Investment Group, assisting in the management of a portfolio of Commercial Real Estate.

She was later recruited to grow the Hawaii market for AmeriGas Propane where she managed the sales and operational cycle from introduction to execution and implementation, overseeing installations for small "mom and pop shops" to large hotels and resort communities. It was at this time Dellaringa discovered her interest in field operations and Construction Management.

A passion for philanthropy earned Dellaringa the title of Miss Hawaii 2013 and 2014 which provided her the opportunity to work closely with charitable organizations, both within her community as well as Nationwide, such as the Make A Wish Foundation and the American Cancer Society.

In 2015 Dellaringa relocated to Orange County where she became involved with Upright Construction, first as a Consultant and subsequently as their Director of Business Development. During a time of reimagining and growth, Dellaringa has worked to grow the Upright team and has been instrumental in the development of the company. In 2020, Lauren was named the CIO of Upright Construction Corp.



GREENLAW



**JENNIFER DURANT**

GREENLAW

Jennifer Durant began her career in the commercial real estate industry in 2010 with Hudson Pacific Properties, working as an Assistant Property Manager of an 360,000 square foot Class A high-rise office property in Orange, CA.

She joined Greenlaw Management in 2013, initially continuing as an Assistant Property Manager, working on several office and industrial assets, notably through the years of ongoing and substantial growth of the Greenlaw managed portfolio. Durant's current role, as Senior Property Manager, includes the operational oversight of approximately 1.9 million square feet, comprising Class A high-rise office, low-rise suburban office parks, and industrial space located throughout Orange County, and an extensive team of Property Management professionals and building staff members assigned to her portfolio. In 2019, she led her team in the pursuit and accomplishment of the BOMA Orange County TOBY Award for Tustin Centre, of which subsequently earned the 2020 Pacific Southwest Regional TOBY Award, and nomination of the BOMA International TOBY within its office size category. Durant prioritizes the mentorship and growth of her team, working with concerted focus on their annual goal setting and achievement.

Durant holds a Bachelor of Arts Degree in Liberal Studies from California State University Long Beach, and is actively involved within the commercial real estate management industry, notably as a member of IREM of Orange County.



**KAREN FLANIGAN**

GREENLAW

Karen Flanigan maintains 23 years of experience in the field of commercial real estate management. She commenced her career in 1997, working in firms over the years such as Birtcher Real Estate Group, Signature Services, and Irvine Company, in the property management of several office, industrial and retail properties located throughout Southern California.

Flanigan joined Greenlaw in 2006, as an asset manager on the Greenlaw team. Currently, as Executive Vice President of Greenlaw, Flanigan oversees the Property Management and Operations of a portfolio, comprised of over eight million RSF of Class A office high-rise, varying classes of mid-rise office and low-rise campus office, industrial, mixed use, and medical office assets, primarily positioned throughout Orange, Los Angeles, and Inland Empire counties. She directly leads the in-house Property Management Team, and has oversight of the Property Accounting Team, with a comprehensive group of over 40 Greenlaw team members. She has an active role on the firm's Executive team, participating in annual, strategic planning and goal setting, as well as in the development of employee initiatives and overall company culture enrichment measures.

Flanigan holds a Bachelor's of Science Degree in Human Development, with an emphasis on Education, from California State University, Fullerton. She remains highly active within the Orange County Commercial Management industry, and served as Chair of College Outreach for CREW Orange County in 2014, followed by President for the CREW OC Chapter in 2017. Currently, Flanigan is on the Board for BOMA Orange County, as President of the Chapter for 2020.



**LISA HOOD**

GREENLAW

Lisa Hood maintains an extensive 28 year career in the field of commercial real estate development and management. Throughout her career, Hood has directly contributed to the growth of many companies with which she has been affiliated. During her time at The Trenton Group, Hood participated in the acquisitions, design, development, property and asset management of over 10 million square feet located in multiple locations within the U.S. Subsequently, she served as the senior project manager at Hileman Management, in the oversight of all property, asset, and construction management activities.

Hood joined Greenlaw in 2012, and currently works as a Senior Portfolio Manager overseeing the management and operations of a mixed portfolio, consisting of 450,000 square feet of industrial, office, and medical office properties located in Orange County. In 2019, she substantially expanded the scope of her role within Greenlaw to include the oversight of 1.9 million square feet, entailing over \$40.8 million of redevelopment and construction, for several recently acquired Amazon sites, of which are positioned throughout Southern California and Arizona. Hood remains highly involved in every aspect of her projects, creating effective partnerships with the contractors and Amazon team members for each location, while concurrently upholding the leadership of the property management and building staff team members assigned to her comprehensive portfolio.

Hood graduated from California State University, Fullerton with a Bachelor's Degree in Business Administration, and an emphasis on Finance. She remains highly active within the commercial real estate industry, and is a current member of BOMA Orange County.



**ERIN JONES**

PINNER CONSTRUCTION

Erin Jones, marketing manager at Pinner Construction, Co., Inc., has more than 10 years of experience in marketing, communication and graphic design. Her expertise includes formulating, writing, designing and editing high-impact marketing collateral, including proposals, newsletters, e-blasts, brochures and presentations, for the A/E/C industry. Specifically, Jones spent many years working in the civil engineering, right of way/land acquisition, program management and commercial real estate sectors.

Her varied prior experience also includes copywriting and project management for an events agency and the UK Parliament, including the Department for Education and the Office of the Children's Commissioner for England.

As an accomplished writer with more than a decade of experience writing for a number of different media and technical corporations, Jones is skilled in translating industry jargon into user-friendly terminology. She holds a master's degree in Media, Communication and Development from the London School of Economics and Political Science and a bachelor's degree in Journalism from Winthrop University in Rock Hill, South Carolina. Jones is a member of the Society for Marketing Professional Services.



# We thank you for your dedication!

Greenlaw would like to celebrate the extraordinary women on our team, all of whom play an integral role in our company success.

Ann Anderson  
Aira Barte  
Alexa Nelson  
Alicia Floyd  
Amanda Ly  
Amanda Burke  
Amanda Manrique  
Amanda Morton  
Ashley Johnson  
Audy Origel  
Becky Ring  
Cathren Young  
Cindy Kamps  
Donna-May Gil  
Elena Tellez  
Emily Ojeda  
Emily Sumner  
Hannah Harris  
Isabel Flores  
Jade Blevins  
Jannelle Del Carmen  
Jennifer Durant  
Julie Vin

Karen Flanigan  
Kari Johnson  
Kelly Schuster-Graves  
Leslie Carroll  
Lila Carrera  
Lisa Hood  
Lisa Nguyen  
Miriam Nicholas  
Natalie Lokos  
Nicole Kendall  
Paola Serkovic  
Phuong Nguyen  
Rachel Kong  
Rowena Marquez Trejo  
Roxanne Castillo  
Sara Tomlinson  
Shanda Lazenby  
Sheila Ruiz  
Sommer Banich  
Stacy Mignano  
Trang Nguyen  
Vivien Chan  
Voz Davis



GREENLAW



# WOMEN IN CONSTRUCTION & COMMERCIAL REAL ESTATE



**CINDY KAMPS**

GREENLAW

Cindy Kamps maintains 15 years of experience in the field of commercial real estate management. She commenced her career in 2005, working for firms such as Sares Regis and PM Realty Group, in the property management of several office, industrial and retail properties located throughout Southern California.

Kamps joined Greenlaw Management in 2010, as a property manager on the Greenlaw team. Currently, as Senior Property Manager, Kamps oversees the Property Management of a diverse portfolio, comprised of over one million RSF of Class A office high-rise, and mid-rise office properties positioned within the North Orange County market. She leads an extensive team of property management professionals and building staff members assigned to her portfolio, and directs all vendor activities relative to the operations of each property. Kamps provides oversight of substantial tenant improvement and capital building projects on a recurring, annual basis. She maintains strong tenant relations, and has been instrumental in the development of tenant support enhancement programs for the Greenlaw managed portfolio.

Kamps is involved within the Orange County Commercial Management industry, and is currently a member of IREM Orange County. Previously, she served as IREM Orange County Executive Councilor-Friends of IREM in 2017-2018. As an accomplished and respected professional within the industry, Kamps was recognized with the IREM Orange County CPM Candidate of the Year Award in 2016, as well as the BOMA Orange County Property Manager of the Year Award in 2014.



**SHANDA LAZENBY**

GREENLAW

Shanda Lazenby began her career in commercial real estate in 1992, providing leasing and sales support for firms such as Marcus & Millichap, Colliers International, and Simmonds Realty Group, working with tenant representing brokers in their leasing efforts of office and industrial real estate space.

Lazenby left the commercial real estate market in 1996 to pursue a career in technology, working with firms such as J.D. Edwards, PeopleSoft, AMR Research, Telelogic, and IBM. Following substantial merger and acquisition activity occurring within the technology sector, coupled with the economic downturn in 2010, she opted for stability, and returned to her commercial real estate origins.

Lazenby joined Greenlaw Management in 2010, as a Property Coordinator on the Greenlaw team. Currently, as Senior Property Manager, Lazenby oversees the property management of a portfolio, comprised of nearly one million RSF of Class A office high-rise, mid and low-rise campus office located within the Orange County Airport submarket. In addition to her building operational successes, she has achieved multiple building certifications, including LEED, FitWel, and Wired Certification. She has been effective in initiating operational process improvements within her portfolio, as well as with developing vendor management programs to enhance service provider and property management team relations.

Lazenby holds an active California Real Estate License, and is currently pursuing both an BOMI RPA, and HP Sustainable Building Certification.



**SUSAN MOREHEAD**

OPTIMA ASSET MANAGEMENT AND  
OPTIMA CONSTRUCTION SERVICES

A real estate professional with experience in property and asset management as well as construction and tenant improvements, Susan Morehead is known for her forward-thinking leadership. With over 30 years of experience managing a diversified portfolio of projects, Morehead's commitment to excellence has driven her the Optima team to achieve new levels of efficiency, quality, and customer care. Optima proudly offers new construction services to build out any project, of any size, catering to each project's unique construction needs. Maintenance support is also available to help maintain and repair facilities with the assistance of in-house HVAC, electrical, and janitorial personnel. Serving owners, investors, and lenders of commercial real estate, Optima's complete suite of solutions is ideal for busy owners and operators who value a one stop shop. Leading with a proactive approach to each and every project, Morehead has cultivated a team that refuses to settle for anything less than the highest level of client satisfaction. Providing complimentary consultations and free estimates, Optima's goal is to foster long-term relationships built on trust.

A pillar of the community, Morehead has created give-back opportunities through Optima, having served on the board of, and supported organizations such as Child Abuse Prevention Center, Royal Family Kids Camps, AASK (Aid to Adoption of Special Kids), CHOC Children's Hospital, The American Red Cross, Connecting Hands OC, and the Orange County Food Bank through service, sponsorship, and donations. Morehead also has been on the forefront of mentoring and empowering the next generation of female leaders. She embraces each opportunity to pay forward and serve others.

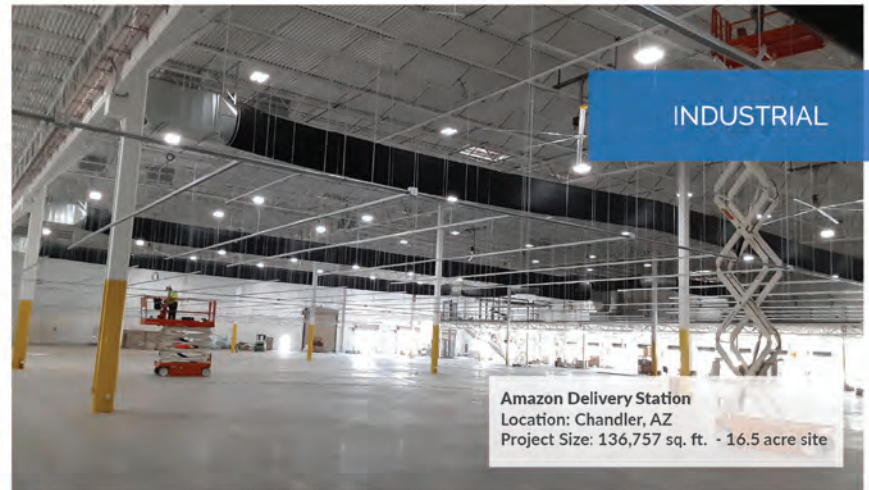
## YOU DREAM IT. WE BUILD IT.

### TENANT IMPROVEMENT



Newmark Knight Frank  
Location: Irvine, CA  
Project Size: 19,077 sq. ft.

### INDUSTRIAL



Amazon Delivery Station  
Location: Chandler, AZ  
Project Size: 136,757 sq. ft. - 16.5 acre site

### MIXED-USE



500 E. Balboa Blvd.  
Location: Newport Beach, CA  
Project Size: 8,054 sq. ft.

### DESIGN/BUILD



Anaheim Transportation Network  
Location: Anaheim, CA  
Project Size: 144,000 sq. ft.

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**EMILY OJEDA**  
GREENLAW

Emily Ojeda holds 17 years of experience in the field of commercial real estate management. She began her career in 2003, working for firms over the years such as Trinity Property Consultants, Arden Realty, GE, and Ensemble Real Estate in the management of commercial office assets located throughout Southern California.

Ojeda joined Greenlaw Management in 2017 in the management oversight of a multi-faceted office, mixed use and retail, commercial campus, comprised of 526,000 square feet and 75 tenants, located in La Palma, CA. She led \$4.7 million in repositioned capital reinvestment into the property, inclusive of building and system upgrades, interior and exterior enhancements, and communal tenant amenities, while actively partnering with the Association Management in improvements for shared common areas, concurrent to providing supportive tasks for the disposition of two of the buildings within the park. Currently, as Senior Property Manager, Ojeda oversees the property management and operations of an expanded portfolio comprised of over 1.8 million RSF of Class A office high-rise, office mid-rise, R&D, and industrial assets, positioned throughout Orange and Los Angeles counties. Ojeda leads her extensively sized team of management professionals and building staff members exemplifying integrity, an engaged work ethic, dedication, and creative service, encouraging her teams to think as a commercial property owner, to build and maintain strong relationships with tenants and service providers, and to proactively remain detail focused.

Ojeda is a member of BOMA OC Orange County, and actively participates within the Commercial Management Industry.



**BELINDA PACA**  
PINNER CONSTRUCTION

Belinda Paca, a Cost Analyst for Pinner Construction Co. Inc., reviews, monitors and assesses job cost with the goal of eliminating job cost overrun. Obsessed with numbers and graphs, she spearheaded an internal movement to present specific data that provides insight into the company's current financial state.

With a degree in Business Administration from California State Polytechnic, Pomona, Paca first joined the company as an Estimating Assistant where she was responsible for obtaining bid documents, completing client pre-qualifications, and ensuring the accuracy and organization of all bid information for the pre-construction team. Today, she continues to assist the business development team on bid days.

ements, completing client pre-qualifications, and ensuring the accuracy and organization of all bid information for the pre-construction team. Today, she continues to assist the business development team on bid days.

A 10-year Pinner employee, Paca has also served Pinner as a Labor Compliance Administrator. In this role, she was responsible for reviewing and verifying subcontractor payroll records, fringe benefit statements, employer training contributions and apprenticeship paperwork to determine compliance with labor code and regulations on publicly funded public works projects. Her experience at Pinner continues to deepen her appreciation for the construction workforce and their dedication to do what it takes to complete projects successfully.

Paca resides in northwestern Orange County with her husband. Outside of work, they enjoy hiking and recently traveled to Red Rock Canyon in Las Vegas, Nevada, for their latest hiking expedition.



**KIMBERLY PRADILLO**  
C.W. DRIVER

As senior estimator, Kimberly Pradillo works alongside C.W. Driver Companies' chief estimator to develop and analyze budgets for owners and ensures competitive pricing. She is responsible for all estimating functions, including conceptual estimating, budgets, negotiated, hard bid, value engineering and design-build estimates. With six years' of experience, Pradillo uses her expertise to work closely with the team during the preconstruction phase to develop project scopes, solicit pre-qualifications from subcontractors, develop budget updates at each phase of design and work on value engineering solutions when necessary. Pradillo is proficient in model-based estimating, including Bluebeam and Revit, and is well-versed in K-12, higher education and civic markets.

Key projects under her purview at C.W. Driver Companies include Irvine USD's Woodbridge High School Performing Arts Center, California State University Dominguez Hill's Center for Science and Innovation and Chino Valley USD's Measure G modernizations.

Pradillo earned her Master of Science in construction management and bachelor's degree in civil engineering from California State University, Fullerton.



**CARINA SALCEDO**  
UPRITE CONSTRUCTION



Carina Salcedo has been in the construction industry for 13 years, starting in public works and now in the private sector. She has held several different positions from front desk to Estimating and finally found her passion

in Marketing and Pre-Construction. Salcedo has worked on projects up to \$150 million in all sectors of the construction industry and her extensive experience has allowed her to assist in the bid of hundreds of projects from industrial, retail, medical, education, and more.

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# WOMEN IN CONSTRUCTION & COMMERCIAL REAL ESTATE

**C.W. Driver  
COMPANIES**



**AIMEE SIEMIANOWSKI**

C.W. DRIVER

As senior vice president, Siemianowski leverages two decades of commercial real estate experience to oversee all Driver SPG projects while managing the company's budget, operations, business development efforts and long-term business strategy.

Siemianowski works alongside C.W. Driver Companies' executive management team and Driver SPG's leadership team to deliver excellent work while continuing to grow the company. She oversees all aspects of the construction process, including contract negotiations, safety, quality, scheduling, subcontractor support and project management.

Key Driver SPG projects under Siemianowski's leadership include the ground-up construction of Valley Beth Shalom's Howard and Irene Levine Community Center; ground-up construction of Newport Beach Country Club; full tenant improvement build-out of Anduril Industries' headquarters in Irvine; renovations of Balboa Bay Resort in Newport Beach and the ground-up construction of St. Junipero Serra Catholic School's chapel and student recreation center in Rancho Santa Margarita.

Previously, Siemianowski served as vice president of TynanGroup, Inc., a national real estate development services firm. She earned a bachelor's degree in design from Florida State University and is based in the company's Anaheim office.

**C.W. Driver  
COMPANIES**



**JENNIFER VASQUEZ**

C.W. DRIVER

As vice president of business development and corporate communications at C.W. Driver Companies, Vasquez helps guide the company's marketing strategy and ensures business development goals are met. With nearly 20 years of experience in the architecture, engineering and construction industry and 15 years of experience at C.W. Driver Companies, Vasquez works closely with the executive team to develop comprehensive annual business and marketing plans and oversee the alignment of all corporate strategies. She serves as the primary strategic advisor to the firm's executive leadership. In her business development role, she champions the expansion into new markets, develops strategies to build the firm's client base, identifies potential partners and leads the planning and execution of sales initiatives. This year, Vasquez was honored by GlobeSt's Real Estate Forum as a Woman of Influence.

Outside of work, Vasquez is a member of HillSides H100 – a group of young professionals in the Los Angeles area who advocate for children's rights and develop resources in support of vulnerable children and their families. She is also an active member of the Society for Marketing and Professional Services, Los Angeles chapter, having served as a board member for five years, public relations chair for two years and membership chair for three years. Additionally, Vasquez was honored in 2019 by the Society for Marketing and Professional Services, Los Angeles chapter as Mentor of the Year and is co-chairing the Lessons in Leadership Mentorship program for 2020. She earned her bachelor's degree in business administration with an emphasis in marketing and management from the University of San Diego.

**UPRITE  
CONSTRUCTION**



**TRACY ZALKE**

UPRITE CONSTRUCTION

Tracy Zalke is the Financial Controller for a growing company, Upright Construction, located in Irvine CA. She has over 30 years of experience in the construction industry. After moving from Seattle Washington to Southern California, Tracy started working for a subcontractor in South El Monte, where she found her niche in construction accounting. Gaining experience and taking on new challenges she moved on to work for a General Contractor as Sr Project Accounting and later into the Regional Accountant role for a General Contractor with locations in multiple states. After learning, spending years in those rolls and all the experience in construction, her dream position as the Controller, landed her in Downtown Los Angeles for a large General Contractor.

Tracy's most memorable projects: Tomorrow Land at Disneyland, LACMA, Hotel Figueroa, Commercial Exchange, Wayfarer Hotel, McKenna BMW, and many high rise residential located in Hollywood, Los Angeles and Long Beach. Projects ranged from TI work to \$130 million dollar projects.

Tracy is a strong believer in mentoring women in the construction industry and is very happy to be part of an industry that is continuing opening doors for so many women. As a long-term veteran in the construction industry she has happily embraced the change in women's roles through the years.



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