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THURSDAY, MARCH 21, 2019 / 5:30 - 8:30 PM

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Eric Paulsen
Managing Principal
Cushman & Wakefield

KEYNOTE SPEAKER



Lynn Jochim
Co-Chief Operating Officer
FivePoint Holdings, LLC.

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The Power of CREW: An Orange County Business Organization With Deep Roots

Business leaders gather at the Pacific Club in Newport Beach. There are handshakes and cards exchanged, followed by a presentation on "Tips for Setting and Reaching Your Goals in 2019" with Dr. Lisa Sparks, Dean of the School of Communication / Foster and Mary McGaw Endowed Professor in Behavioral Sciences at Chapman University. Dr. Sparks speaks candidly about leadership, communication, goal setting and career coaching to a packed room of commercial real estate professionals.

It's the first luncheon of the year for Commercial Real Estate Women - Orange County (CREW-OC), an organization that provides members with a network to strengthen and extend business relationships and form valuable personal contacts.

The organization, which is a chapter of the larger, national CREW Network, provides members with events and activities that encourage the advancement of women within commercial real estate.

"CREW Network was established in 1989 as a support and networking tool for women in the male-dominated industry of commercial real estate," explains Linda Padilla-Smyth, Director of Real Estate and Property Management for Chapman University and 2019 President of CREW-OC. "In Orange County, the strong group of women who founded our chapter saw the need for women in commercial real estate to connect on a local and national level."

Today, these connections are essential to the success of the organization, which continues to grow in membership.

"Women continue to have a large impact in the commercial real estate industry," says Padilla-Smyth. "Our chapter has deep roots in the industry with approximately 170 members and demonstrates strong growth each year."

This growth mirrors that of the national CREW Network, which continues to post



strong growth across more than 75 chapters in the U.S., Canada and the UK, with nearly 12,000 members.

The size and strength of the national network is a major benefit to local members, according to Padilla-Smyth, who notes that CREW-OC members have access to professionals throughout North America - a fact that can help members to strengthen their individual career growth.

"Our chapter has grown tremendously over the past 30 years," she says. "Our members are able to leverage relationships with real estate professionals around the globe in order to advance their careers while also increasing exposure for the companies and organizations they represent."

To nurture these contacts, CREW-OC offers an extremely strong base of events, encompassing lunch programs and panel discussions, a summer charity party, mentorship program and various member-only events throughout the year.



The organization also conceptualized and created Orange County's premier commercial real estate awards program - the SPIRE Awards. CREW-OC's SPIRE Awards recognizes outstanding performance and accomplishments in commercial real estate, through various categories, bringing together the greater commercial real estate community. This year's SPIRE Awards Gala will take place at the Samueli Theater in Costa Mesa on Thursday, March 21, 2019.

"As we plan our events, we want to create a forum that our members will continue to benefit from the unique networking and mentorship opportunities that our organization can deliver," says Padilla-Smyth. "The women and men of CREW-OC are driven leaders in their companies, and in Orange County, and we will continue to support them as they advance in this industry."

For more information on Commercial Real Estate Women - Orange County (CREW-OC), visit www.crew-oc.org.

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To learn more, visit our Empowering Women page at bankofamerica.com/women.

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Support the Future Generation of Commercial Real Estate Leaders

Since 2015, CREW Orange County (CREW-OC) has financially supported women seeking educational opportunities to advance their commercial real estate careers. Each year CREW-OC awards a \$5,000 academic scholarship to a female undergraduate or graduate student based on her academic record, commitment to a career in the commercial real estate industry, work, internship and volunteer experience, as well as other notable accomplishments.

This year's scholarship winner and recipient of the \$5,000 CREW College academic scholarship will be announced at the CREW-OC's SPIRE Awards Gala at the Samueli Theater on Thursday, March 21, 2019.

The scholarship winner will receive \$5,000 toward tuition and books, as well as:

- A complimentary CREW-OC Membership
- Free registration to attend the CREW-OC's SPIRE Awards Gala
- A network of mentors to guide the student as she begins or advances in her career



2018 CREW Orange County's Scholarship Winner, Amy Lei Hu of the University of California, Irvine.

generation of female leaders and welcomes them into a built-in network of high-achieving professionals in the industry," says Linda Padilla-Smyth, Director of Real Estate and Property Management for Chapman University and CREW-OC's 2019 President. "The scholarship provides applicants with the invaluable opportunity of kickstarting their career with support from a strong network of industry connections."

CREW-OC Academic Scholarship applications are due on March 1, 2019 with interviews taking place during the week of March 11, 2019.

HOW YOU CAN SUPPORT OUR PROGRAM

In 2019, CREW Orange County aims to increase the financial support they can provide to undergraduate students and real estate professionals pursuing advanced degrees. With a goal to raise to \$10,000 towards the scholarship program, CREW-OC is seeking donations that will contribute to the further success of aspiring young women in commercial real estate.

"This scholarship program encourages career advancement for the next

For more information, please contact Shauna Smith at shauna.smith@ctt.com.

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30 Years in Business

CREW Network Presents Latest Study on Achieving Pay Parity in Commercial Real Estate

CREW Network's latest industry research white paper, *Achieving Pay Parity in Commercial Real Estate*, presents expert insight, data, best practices and action items for company leadership, human resources, and women professionals to close the 23.3 percent pay gender pay gap in commercial real estate. The publication also outlines how pay parity benefits business and explores what's on the horizon for equal-pay-for-equal-work legislation globally.



More than 80 countries have some form of equal-pay-for-equal-work legislation in effect, while approximately 24 have some sort of mandatory reporting requirement. The white paper provides a snapshot of the U.S. (20 percent pay gap), Canada (25 percent) and the U.K. (9.1 percent)—the countries where CREW Network's 74 chapters and affiliate groups are located.

The white paper also looks at best practices of companies that have achieved—or nearly achieved—pay parity, including Wells Fargo, Adobe, Salesforce and Starbucks, plus insight from leading experts and researchers on pay parity and hiring trends.

Recent social movements have heightened society-wide awareness about negative treatment and pay disparities that women are facing in the workplace. Like other industries, commercial real estate is now under greater pressure to address these issues as companies strive to meet equality and diversity and inclusion goals.

CREW (Commercial Real Estate Women) Network, the leading producer of research on women in commercial real estate, develops white papers annually and publishes a benchmark study every five years to provide valuable industry data and insights. The 2018 white paper was developed by the CREW Network Industry Research Committee.

To download the white paper, <https://crewnetwork.org/about/research/white-papers>.



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John Combs, Principal
RiverRock Real Estate Group
2019 SPIRE Awards Nomination Judge

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LEASING NOMINEES



Project: Metagenics and Carrington Mortgage Lease Transactions
Nominee(s):
CBRE
Allison Kelly, Senior Vice President
Carol Trapani, Senior Vice President



Project: Cybercoders
Nominee(s):
Cushman & Wakefield
Chon Kantikovit, Executive Director



Project: Element, Aliso Viejo
Nominee(s):
JLL
Byron Foss, Executive Vice President
Nick Carey, Executive Vice President
Curtis Ellmore, Senior Vice President
Wade Tift, Executive Vice President
Waterford Property Company
John Drachman, Co-Founder



Project: Kareo
Nominee(s):
Kareo
Gregg Waldon, CFO
Cushman & Wakefield
Chon Kantikovit, Executive Director



Project: BizHaus
Nominee(s):
JLL
Matt Christensen, Vice President



Project: BJs Restaurants
Nominee(s):
BJ's Restaurants
Greg Lynds, Chief Development Officer
Cushman & Wakefield
Chon Kantikovit, Executive Director



Project: Taco Bell, W. Lincoln in Anaheim
Nominee(s):
Coreland Companies
Ben Terry, Vice President | Retail Brokerage



Project: Taco Bell Headquarters
Nominee(s):
Cushman & Wakefield
Chon Kantikovit, Executive Director
Rick Kaplan, Executive Vice Chairman

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NEW CONSTRUCTION/DEVELOPMENT NOMINEES



Project: Ganahl Lumber
Nominee(s):
Ware Malcomb
 Richard Gardner, Senior Project Architect
Englekirk
 Lawrence Ho, Principal
Oltmans Construction Co.
 Yemi Alade, Project Manager



Project: Tokyo Central Specialty Market
Nominee(s):
Little
 Henry Kwon, Studio Principal
 James Farnell, Design Principal
 Ellen Spurlock, Art Director
 Rich Glenny, Interior Designer
 Jose Cervantes, Project Manager

Project: Chapman University, The Keck Center for Science and Engineering
Nominee(s):
C.W. Driver
 Dave McGlothlin
 Senior Project Manager
AC Martin
 Robert Murrin, Principal
Abacus Project Management
 Kurt Riedl, Director
Brandow and Johnston, Inc.
 Howard Lam, S.E., Senior Principal
Glumac
 David J. Nelson, Project Manager
DRC Engineering, Inc.
 Chris McKee, Project Manager
Bennitt Design Group
 Todd Bennitt, FASLA, Principal

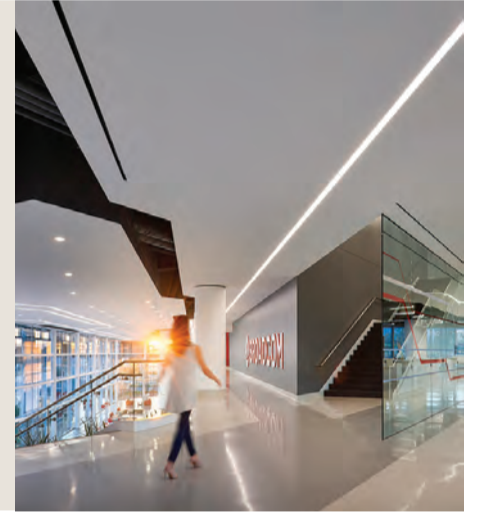


Project: Orange County Great Park Sports Complex
Nominee(s):
KPRS Construction Services, Inc.
 Joel Stensby, President
FivePoint Holdings, LLC
 Lynn Jochim, Co-Chief Operating Officer
NBBJ
 Andrzej Czech, Senior Associate



Project: Ponderosa Park and Family Resource Center
Nominee(s):
Perkins Eastman Dougherty
 Betsey Olenick Dougherty, Principal Architect
City of Anaheim
 Pamela Galera, Parks Manager, Community Services Department
MIG
 Steve Lang, Principal, Landscape Architect

Project: Broadcom
Nominee(s):
Gensler
 James Young, Design Principal/Co-Managing Director
Broadcom
 Mark B. Thomas, Director, Global Workplace Services
DPR Construction
 Paul Panelli, Project Executive
Englekirk
 Zen Hoda, Associate Principal
tk1sc
 Brian Sybesma, Project Manager
Kaplan Gehring McCarroll Architectural Lighting
 Moritz Hammer, Principal



Project: Irvine Valley College IDEA at ATEP
Nominee(s):
South Orange County Community College District
 Mary Opel, Director of Site Development
Perkins Eastman Dougherty
 Brian Dougherty, Principal
 Seung Paek, Project Manager
McCarthy Building Companies
 Rob Ragland, Project Director
 Craig Langseth, Project Manager
MHP Structural Engineers
 Ken O'Dell, Principal
 Dan Fox, Project Manager



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Project: Cadence Park
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 Greg Swanson, Project Manager
 Brett Kennedy, Project Manager
 Matt Bukowiecki, Superintendent
 Bryan Fierro, Superintendent
 Toni Gsell, Project Administrator
Studio One Eleven
 Matthew Wister, Project Manager/Associate
FivePoint Holdings, LLC
 Bruce Lewis, VP Commercial Development (Retired)
 Mark Jones, Construction Manager
BrightView Design Group
 Ryan Honeybourne, Senior Designer



Project: OC Animal Care Facility
Nominee(s):
County of Orange
 Joseph Seybold, Sr. Project Manager – O.C. Public Works
Snyder Langston
 Peter Tuma, Project Executive
 Jennifer Walker, Senior Project Manager
 Ryan Grant, Superintendent
 Yale Kim, Senior Project Engineer
 Nick Hopkins, Project Engineer
RFA Architects
 Richard Rauh, Principal





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Nominee(s):
R.D. Olson Development
 Robert Olson, President/CEO



Project: Brookhurst Place
Nominee(s):
Kam Sang Company
 Ronnie Lam, President



Project: Eleven10 Apartment Homes
Nominee(s):
The Picerne Group
 Derek Picerne, Senior Vice President of Development
 Jim Teegarden, Vice President Construction/Development



Project: Irvine Unified School District, Cadence Park K-8 School
Nominee(s):
C.W. Driver
 Jonathan Keene, Senior Project Manager
PJHM Architects
 Kenneth Podany, CEO, Principal Architect

TENANT IMPROVEMENT NOMINEES



Project: Home Franchise Concepts
Nominees:
Howard Building Corporation
 Sarah Webb, Project Manager
FKB Architecture & Associates, Inc.
 Fariba Khalvati Beighlie, President
Savills Studley
 Charles Suh, Associate Director
Office Furniture Group
 Kathalene Ferranti, Designer
 Bill Holman, Account Executive
 Scott Lazarus, President



Project: Systems Source Headquarters
Nominees:
Systems Source
 Rosemarie Smith, Founder, Owner & President
Savills Studley
 Steve Card, Senior Managing Director
Turelk, Inc.
 Robert Bland, Project Manager
Irvine Company Office Properties
 Jason Hale, Senior Construction Manager



Project: Hdl Companies Corporate Office
Nominees:
Trendzitions
 Mary Bradley, Senior Project Manager
Kamus + Keller Interiors | Architecture
 Cheri Bancroft, Interior Design Director
 Karin Ross, Senior Designer
Hofmann Finn Development Company
 Ken Pummill, Project Manager
 Craig Brown, Superintendent



Project: Behr Paint Company
Nominees:
H. Hendy Associates
 Jennifer Bartelt, Project Manager
 Jeep Pringsulaka, Senior Designer
DPR Construction
 Rudy Martinez, Project Manager



Project: WISEPlace Community Room
Nominees:
Retail Design Collaborative (RDC)
 Jonathan Lopez, Associate Principal, Design Director
CDG Builders
 Scott Cernigoj, Senior Project Manager, LEED GA
Herman Miller
 Kathleen Neary, Business Development Manager
Pivot Interiors
 Brian Ogden, Account Executive



Project: Chapman Mock Pharmacy
Nominees:
Chapman University
 Kris Olsen, Vice President Campus Planning and Operations
 Linda Padilla-Smyth, Director of Real Estate and Property Management
 Jim McInerney, Director of Real Estate - Project Management
CASCO Contractors
 Cheryl Osborn, President
CASCO Design Studio
 Lisa Luttrell, Director of Design
 Melinda Toka, Project Manager

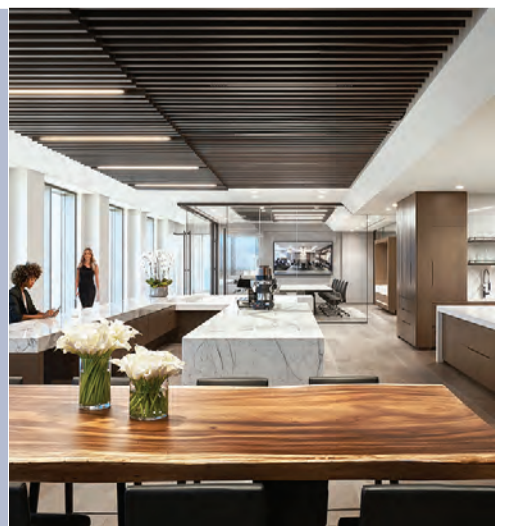
Project: Hoag Health Center (Tustin Legacy)
Nominees:
Howard Building Corporation
 Genevieve West, Director, Healthcare Services
Boulder Associates, Inc.
 Matthew Whitcomb, Architect
Howe Bonney & Associates
 Brian Pawli, Construction Manager
California Commercial Real Estate Services
 Amos Bracero, Property Manager
Hoag Memorial Hospital Presbyterian
 Sandy Smith, Senior Vice President, Real Estate, Facilities, Construction, & Operations



Project: Naples Ristorante E Bar
Nominees:
Shea, Inc.
 Adam Meyerring, Project Manager/Architect
 Jordan Skelcher, Project Coordinator
 Anna Brost, Interior Designer
H.A. Builders Inc.
 Herk Alcaraz, Project Manager
MHP Structural Engineers
 Rick Beall, Principal
 James Kramer, Associate, Project Manager
KGM Architectural Lighting
 John Martin, Associate Principal | Los Angeles
 Dan Weinreber, Partner in Charge
 Bahareh Hosseini, Designer
Patina Restaurant Group
 Nick Valenti, CEO



Project: T2 Hospitality
Nominees:
Gensler
 James Young, Design Principal/Co-Managing Director
T2 Development
 Sarika Tarsadia, Creative Director
Turelk, Inc.
 Matt Martinez, Senior Project Manager
AVI-SPL
 Matt Rapoza, Vice President - Sales
KPFF
 Robert Fecarotta, Principal
KGM Architectural Lighting
 Mortiz Hammer, Principal



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09 MICHAEL BARREIRO
ORANGE COUNTY



10 STEVE CRANE
ORANGE COUNTY



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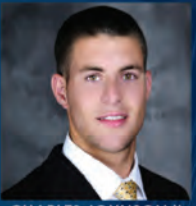
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TENANT IMPROVEMENT NOMINEES



Project: Easterseals Southern California Headquarters
Nominees:
H. Hendy Associates
 Sonaly Dudheker, Project Manager
 Todd Shumaker, Senior Designer



Project: Canterbury Consulting
Nominee:
SAA interiors + architecture
 Dickson Oi, Project Manager



Project: WKE, Inc.
Nominee:
SAA interiors + architecture
 Michael Parr, Project Manager



Project: FivePoint Tenant Improvement
Nominee:
KPRS Construction Services, Inc.
 Joel Stensby, President
Gensler
 Hyatt Tortorella, Job Captain
 Jim Young, Managing Director
FivePoint Holdings LLC
 Lynn Jochim, Co-Chief Operating Officer
RJRA, Inc.
 Matt Jepsen, Construction Manager

BUILDING RENOVATIONS NOMINEES



Project: Urth Caffé - Orange
Nominees:
Urth Caffé
 Shallom Berkman, Co-Founder
 Jilla Berkman, Co-Founder



Project: VKCC (Von Karman Creative Campus)
Nominee:
Wolcott Architecture
 AJ Wilder, President



Project: Center Tower, Costa Mesa
Nominees:
Cushman & Wakefield
 Rick Kaplan, Executive Vice Chairman
 Robert Lambert, Executive Director
 Brian Booth, Director



Project: 3420 Bristol Street, Costa Mesa
Nominees:
Cushman & Wakefield
 Rick Kaplan, Executive Vice Chairman
 Robert Lambert, Executive Director
 Brian K. Booth, Director
 Viki Thomas, Director
 Jill Brown, General Manager



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Project: The Brain Institute
Nominee(s):
Chapman University
 Kris Olsen, Vice President Campus Planning and Operations
 Linda Padilla-Smyth, Director of Real Estate and Property Management
 Jim McInerney, Director of Real Estate-Project Management
CASCO Contractors
 Cheryl Osborn, President



Project: Lakeshore Parking Structure
Nominees:
SENTRÉ Partners (client)
 John Brand, Chief Operating Officer
Snyder Langston
 Richard Cavecche, Senior Vice President, Operations
 Alan Wardin, Senior Project Manager
 Erin Sommer, Assistant Project Manager
 Scott Hardy, Senior Superintendent
 Mark Lopez, Assistant Superintendent
 Kelsey Frazier, Project Engineer
Gensler
 Thomas Ventura, Lead Architect



Project: Imagine More
Nominees:
St. Mary's School
 Sharon Taylor, Head of School
 Terry Moore, Head of Finance and Operations
Westling & Associates
 Josh Westling, President
KPRS
 Kevin Ivey, Business Development Officer
 Christy Thordsen, Project Manager
 Michael Fabian, Estimator
RGA Architects
 Chris Savage, Principal
 Erin Thrash, Architect

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PHILANTHROPY NOMINEES


Nominee:
Adrian Montero, Senior Vice President & Market Manager – Orange County Commercial Real Estate Division
Company:
U.S. Bank



Nominee:
Patrick Donahue, Chairman & Chief Executive Officer
Company:
Donahue Schriber Realty Group, Inc. Lawrence Casey, President & Chief Operating Officer




Nominee:
Robert Lambert, Executive Director
Company:
Cushman & Wakefield



Nominee:
Christopher Bosley, Executive Director
Company:
Cushman & Wakefield



Nominee:
Rebecca Hall, President & CEO
Company:
Idea Hall



Nominees:
Ernest Schroeder, President
Asia Pham, Vice President
Company:
Schroeder Management Company, Inc.



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GREG PUCCINELLI



JEFF READ



SCOTT READ



JOHN SCRUGGS



STEPHEN SPRENGER



GEORGE THOMSON



GREG TIPPIN

* Professionals listed in alphabetical order



Nominee:
Ed Hanley, President
Company:
Hanley Investment Group



Nominee:
Kathleen Neary, Business Development Manager
Company:
Herman Miller



Nominees:
Melanie Colbert, Principal, Operations
Tracey Hagadorn, Regional Operations Manager
Company:
LBA Realty



Nominee:
John Combs, Principal
Company:
RiverRock Real Estate Group

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to support local veterans in three critical areas of need

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THE 4TH ANNUAL ORANGE COUNTY REAL ESTATE LUNCHEON

in partnership with the



THURSDAY, APRIL 18, 2019
11:30 AM - 1:30 PM

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KEYNOTE SPEAKER:
General H.R. McMaster, 26th National Security Advisor

In three years, the Orange County Real Estate Luncheon has awarded \$2.3 million in grants to nonprofit veterans organizations that help local veterans transition back to civilian life.

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PHILANTHROPY NOMINEES



Nominee:
Jim Durslag, President
Company:
Hilton



Nominees:
Rossi Coyle, Senior Manager, Operations
Ally Canepa, Assistant Manager, Construction
Brett Auer, Manager, Operations
Kristie Lew, Associate
Vanessa Wilson, Senior Associate
Robin DeYoung, Senior Associate
Talya Breen, Operations Analyst
Birdie Miller, Associate
Mike Bennett, SVP Property Operations
Erron Williams, VP Engineering
Company:
Irvine Company Care Community

SALES NOMINEES



Project: Village Business Park
Nominee(s):
Newmark Knight Frank
Paul Jones, Executive Managing Director
Blake Bokosky, Managing Director
Brandon White, Senior Associate
Kevin Shannon, Co-Head of U.S. Capital Markets
Ken White, Executive Managing Director



Project: Laguna Canyon Plaza
Nominee(s):
Newmark Knight Frank
Blake Bokosky, Managing Director
Brandon White, Senior Associate
Kevin Shannon, Co-Head of U.S. Capital Markets
Ken White, Executive Managing Director



Project: The Hive
Nominee(s):
Newmark Knight Frank
Paul Jones, Executive Managing Director
Blake Bokosky, Managing Director
Brandon White, Senior Associate
Kevin Shannon, Co-Head of U.S. Capital Markets
Ken White, Executive Managing Director



Project: Stadium Centre
Nominee(s):
Newmark Knight Frank
Paul Jones, Executive Managing Director
Blake Bokosky, Managing Director
Brandon White, Senior Associate
Kevin Shannon, Co-Head of U.S. Capital Markets
Ken White, Executive Managing Director

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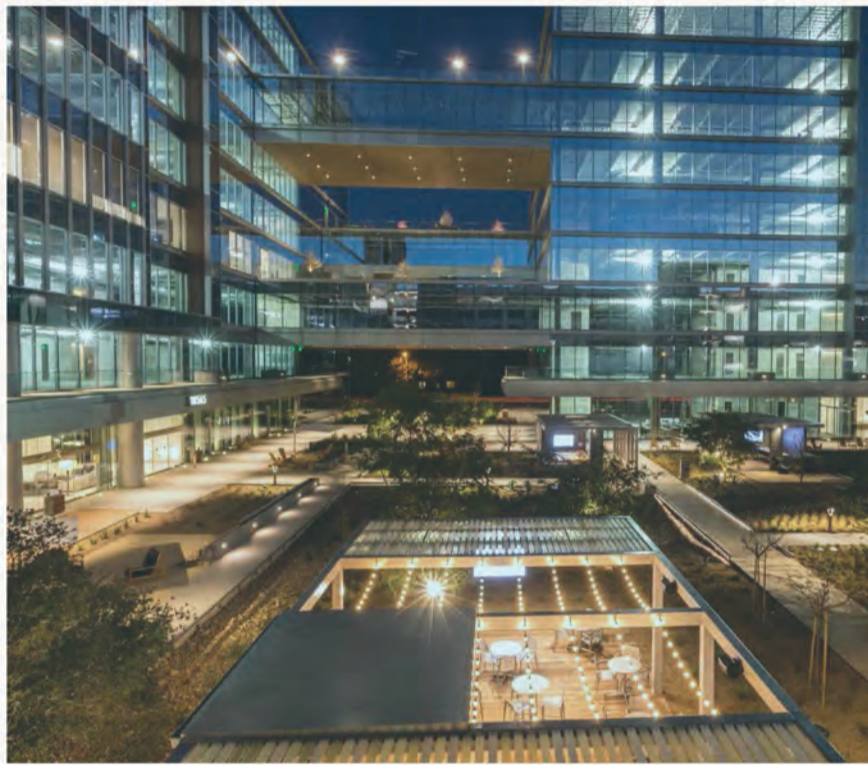
Orange County, CA

2019

In recognition of the important work CREW-OC does to advance the success of women within the commercial real estate industry, Colliers is proud to congratulate this year's SPIRE Award recipients. The collective dedication, determination and hard work of each winner serves as a true inspiration to us all.

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Jack McNutt (NGKF)

PROPEL MEDIA

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Kevin Bender (CBRE)

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Lic. 01935441
+1 949 725 8458
weston.chandler@cbre.com

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SALES NOMINEES



Project: 1325 N. Anaheim Boulevard
Nominee(s):
Newmark Knight Frank
 Justin Hodgdon, Director
 David Kluth, Executive Managing Director
 John Scruggs, Managing Director
 Mai Hu, Associate



Project: Bayside Square
Nominee(s):
Newmark Knight Frank
 Paul Jones, Executive Managing Director
 Blake Bokosky, Managing Director
 Brandon White, Senior Associate
 Kevin Shannon, Co-Head of U.S. Capital Markets
 Ken White, Executive Managing Director



Project: The Atrium
Nominee(s):
Newmark Knight Frank
 Paul Jones, Executive Managing Director
 Blake Bokosky, Managing Director
 Brandon White, Senior Associate
 Kevin Shannon, Co-Head of U.S. Capital Markets
 Ken White, Executive Managing Director



Project: Summit Office Campus
Nominee(s):
Newmark Knight Frank
 Paul Jones, Executive Managing Director
 Blake Bokosky, Managing Director
 Brandon White, Senior Associate
 Kevin Shannon, Co-Head of U.S. Capital Markets
 Ken White, Executive Managing Director



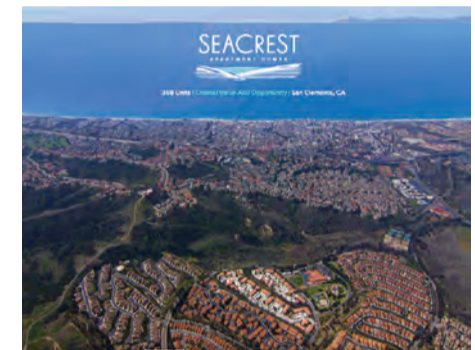
Project: 1500 Quail, Newport Beach, CA
Nominee(s):
Newmark Knight Frank
 Paul Jones, Executive Managing Director
 Blake Bokosky, Managing Director
 Brandon White, Senior Associate
 Kevin Shannon, Co-Head of U.S. Capital Markets
 Ken White, Executive Managing Director




Project: City Tower
Nominee(s):
Newmark Knight Frank
 Paul Jones, Executive Managing Director
 Blake Bokosky, Managing Director
 Brandon White, Senior Associate
 Kevin Shannon, Co-Head of U.S. Capital Markets
 Ken White, Executive Managing Director



Project: Corporate Pointe
Nominee(s):
Newmark Knight Frank
 Paul Jones, Executive Managing Director
 Blake Bokosky, Managing Director
 Brandon White, Senior Associate
 Kevin Shannon, Co-Head of U.S. Capital Markets
 Ken White, Executive Managing Director




Project: Seacrest Apartment Homes
Nominee(s):
CBRE
 Stewart Weston, Executive Vice President



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 Due Diligence
 Seismic Retrofit
 Anchorage



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Project: Fusion Apartments
Nominee(s):
CBRE
 Stewart Weston, Executive Vice President



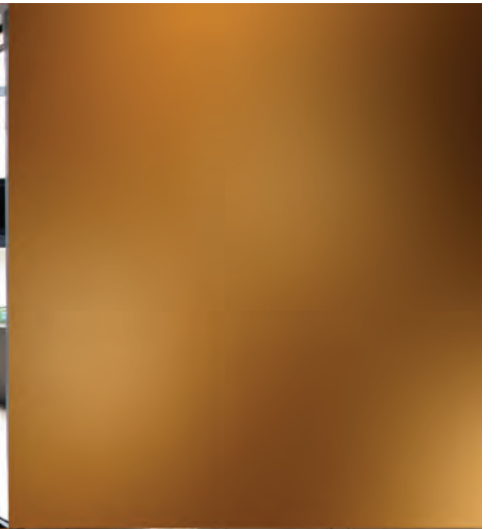
Project: Anaheim GardenWalk
Nominee(s):
CBRE
 Philip D. Voorhees, Vice Chairman
 Jimmy Slusher, Vice President



Project: Jamboree Promenade
Nominee(s):
Sperry Commercial Global Affiliates
 Jim Resha, Senior Vice President

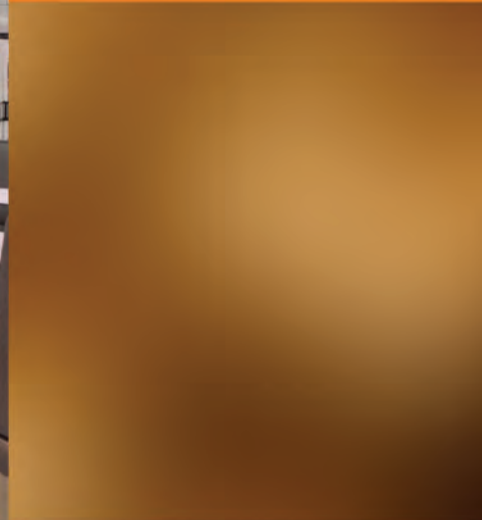


Project: RICOH Deal
Nominee(s):
CBRE
 Dave Desper, Executive Vice President
 Ross Bourne, Senior Vice President



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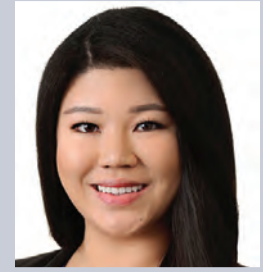
JAMIE KLINE
Director
HFF



BRIAN BOOTH
Director
Cushman & Wakefield



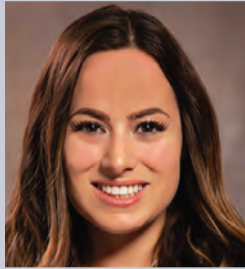
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ALI HAWTHORNE
Senior Associate
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CHRISTINE DEPIILLO
Vice President Senior Client Associate
Chase




CHRIS VOROS
Senior Project Manager
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Western National Property Management is the multifamily residential real estate management arm of **Western National Group**. Founded in 1958, **Western National Property Management** has earned a reputation for providing property management services that surpass owner's goals while enhancing the value of each asset and providing a high-quality living environment at each community. We currently manage over 23,000 units and believe what makes us unique is our ownership in over half of those units.

Being both owners and managers, **Western National Property Management** believes our fiduciary duty to our clients is remarkably different from most major management companies. We focus on the integrity of client assets while maximizing cash flow. We believe in cultural cohesiveness with ownership while building and maintaining long-term relationships one step at a time. For us, relationships are invaluable, as most of our new business emanates from the referrals of our existing clients. We approach our management style and operating intensity from the perspective of an owner, not simply a management company interested in advancing our fees at any cost.

Western National Property Management is proud to be an IREM Accredited Management Organization® which is the mark of distinction among real estate management firms. A firm must demonstrate the highest standards of professionalism, financial performance and ethics to earn the AMO® accreditation from the Institute of Real Estate Management. In addition to this, our team includes a highly trained staff of Certified Property Managers® (CPM®) and Accredited Residential Managers® (ARM®), the industry's most respected credentials for residential site managers. All of our regional managers hold



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- ▶ People are our most important asset
 - ▶ A reputation for honesty, integrity and loyalty
 - ▶ Attention to detail
 - ▶ Dedicated to the needs of our residents, customers and investors
 - ▶ A foundation of teamwork and respect
 - ▶ Treat each property as if it were your own
 - ▶ Quality work leads to fun, success and rewards

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WESTERN NATIONAL PROPERTY MANAGEMENT
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California Real Estate Licenses and are experts in their submarkets, continually leading for maximum return on investment and striving to always exceed ownership's goals and expectations. Collectively, **Western National Property Management's** regional managers have more than 319 years of

combined industry experience.

"People are our most important asset" is part of the **Western National Group** CREDO. We are proud to have a culture that attracts and retains the best and the brightest in the industry. In addition to a variety of incentive programs, including a wellness program, an Employee Assistance Program (EAP) and extensive promotion and growth opportunities available to our team members, we also offer exceptional in-house career development resources through Western National University. Our training is constantly expanding and offering a remarkable array of educational opportunities allowing our team members the chance to build a career of a lifetime.



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2017 OCRE Luncheon - Sergeant Rachel Bartlett, USMC Reserves

The 4th Annual Orange County Real Estate Luncheon: In Service To Our Veterans

On April 18, 2019, top real estate companies and financial institutions will come together for the 4th Annual Orange County Real Estate Luncheon in partnership with the Orange County Community Foundation. On the surface, it will seem like any other Orange County event—a large ballroom at the Hotel Irvine, handshaking, lunch, and a few speeches. But, if the past three luncheons are any indicator, it won't be long before you realize that this event is different. It's personal and for a cause that matters to all of us.

Featuring General H.R. McMaster, the 26th National Security Advisor, as its keynote speaker, the luncheon hosts a who's who in commercial real estate. They have come together with a shared mission to help the nearly 130,000 veterans currently living in Orange County transition from the military to civilian life, along with another 6,500 veterans who will come to the county from all branches of the service each year.

By any measure, the luncheon has been a resounding success. In just three short years, over \$2.3 million has been granted to exemplary nonprofits serving Orange County veterans. In total, over 15,000 veterans and their families have received services through the 15 organizations funded through the Orange County Veterans Initiative ("OCVI"). Spearheaded by the Orange County Community Foundation, this initiative seeks to align philanthropic resources with organizations that will benefit the health, education, and employment of veterans and their families in Orange County.

Of course, in human terms, it means one less family will sleep in their car, miss their rent, or become torn apart from substance abuse. It means veterans are now finding the critical training that will help them secure employment and housing, while also addressing many physical and mental health issues. Most importantly, it means veterans are getting their feet back on the ground and discovering, once again, what it means to be a valued and meaningful part of their community.

And you'd be right to believe that these are all part of our American contract—what one might expect for having served your country. Stark realities paint a different picture. Today's veteran is becoming increasingly left behind; some might say invisible, which brings us right back to the 4th Annual Orange County Real Estate Luncheon.

"Our involvement with the veterans comes from out of the headlines," said Pat Donahue, Chairman and CEO of Donahue Schriber. "As a group of people, we were shocked at some of the things that were going on with our nation's warriors when they came home. And in our own backyard. Quite frankly, it was unacceptable. Donahue Schriber and our friends in the industry wanted to do something about it."

The headlines Donahue speaks of are unmistakably reinforced with the sobering statistics post-9/11 veterans are currently facing:

- 28 percent of veterans are unemployed
- Of the veterans who work full-time (50 percent), 35 percent have jobs at or below the poverty level
- 35 percent did not have a permanent place to live when they left the military
- 17.5 percent reported a lack of consistent housing during the past two years
- 44 percent screened positive for PTSD
- 46 percent screened positive for depression
- 19 percent considered attempting suicide
- Almost 60 percent of post 9/11 veterans who screened positive for a mental health problem did not seek help

Veteran advocacy groups will tell you these statistics are just the tip of the iceberg. And while the facts are undoubtedly hard to swallow, members of the Orange County real estate industry thought it was critical to stare them straight in the eye. "We, in the real estate community in Orange County have been very fortunate, and our families have been fortunate," Donahue said. "So, we asked ourselves, what could we do to treat our veterans with the respect and dignity that they deserve; how could we become a part of the solution?"

The solution for the organizers of the event was to partner with Orange County Community Foundation ("OCCF") to put on an annual luncheon that would not only bring awareness to the many challenges returning service members face but support local organizations who offer immediate and practical help to veterans.

"Through our Veterans Initiative, we collaborate with high-performing, veteran-focused organizations in Orange County that work to improve outcomes for local veterans and their families," said Shelley Hoss, OCCF's President. "Our goal is to help these nonprofit, veteran-serving organizations build their capacity, serve a broader audience, and address the varying needs of local veterans and their families through a coordinated, collaborative approach. We need to make it easier for veterans to know how and where they can get help."



2018 OCRE Luncheon - Back Row from Left to Right: Larry Casey, Donahue Schriber, Brent Theobald, Vanguard University, Allen Staff, Bank of America, William Wagasy, Commonwealth Land Title, Jake Wood, Team Rubicon, Paul Cate, Mark IV Capital. Front Row from Left to Right: David Zamudio, KBS, Carol Ferguson, OCCF, Shelley Hoss, Kevin Jennings, Bank of America, Pat Donahue, Donahue Schriber

For Donahue and his colleagues in the Orange County real estate industry, the responsibility to help our veterans is one we should all share. "Most people would agree that there is nothing more patriotic than a man or woman in a military uniform—the symbol of selfless sacrifice protecting our country," said Donahue. "But, what happens when that same soldier takes off his or her uniform for the last time? How are they treated then? We think it's a question that we must all ask."

Fortunately, at the 4th Annual Orange County Real Estate Luncheon, they'll be asking that same question. Better yet, if history repeats itself, they'll be answering it with the collective contributions of a community who wants to do right by those who have served our nation.

The 4th Annual Orange County Real Estate Luncheon will be held on April 18, 2019, to raise critical funds for nonprofits focused on services for veterans in Orange County.

Visit www.oc-cf.org/ocrel to become a 2019 sponsor, purchase tickets, or make a donation.

The Orange County Real Estate Luncheon is a private sector effort to make a marked difference to the veterans' experience in Orange County. The proceeds from the luncheon are distributed through the OCCF's OCVI to Orange County veterans' organizations. Founding sponsors include Donahue Schriber, Bank of America, CBRE, Craig Realty Group, Mark IV Capital, Lyon Living, KBS Realty, Rancho Mission Viejo, and Fidelity National Title.

2019 Women In Business Awards

Call for Nominations
Deadline: March 21, 2019



The Women in Business Awards Luncheon & Program honors five exceptional business women in Orange County. The Women in Business Special Report, publishing on April 15, 2019, will feature profiles and photos of this year's nominees plus articles of interest from Women in Business sponsors and advertisers. Self-nominations are welcome.

Keynote Speaker

Laura Schwab – President, Aston Martin The Americas



ASTON MARTIN

Laura Schwab is President of Aston Martin The Americas, and her role centers on promoting the world's most beautiful cars. Schwab joined Aston Martin in 2015, after having spent 15 years with Jaguar Land Rover. She holds a degree from Notre Dame, where she attended on a full tennis scholarship, and has a law degree from the University of Kentucky.

Schwab oversees sales, service, marketing and communications to customers and dealers. Aston Martin The Americas has played an important role in a global sales increase of 58% in 2017. As part of the Second Century Plan, Aston Martin has launched DB11 family, the new Vantage, and the DBS Superleggera. Its first SUV, the DBX, will be unveiled in late 2019.

When she's not on a plane, Schwab is based at Aston Martin's regional headquarters in Irvine, California, where she's supported by team she deems the best in the business.



ORANGE COUNTY BUSINESS JOURNAL

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Luncheon & Awards Program:

May 8, 2019 from 12:00 - 2:00 p.m

Hotel Irvine

Tickets*: \$195 / Table of Ten: \$1850

Reservation & Nomination Information

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CHRISTY THORSEN
KPRS Construction Services, Inc
Project Manager



GENEVIEVE WEST
Howard Building Corporation
Director, Healthcare Services



JULIE RIOS
Newmark Knight Frank
Vice President



KAREN FLANIGAN
Executive Vice President
Greenlaw Partners



KAREN WILLIAMSON
Capital One Financial
Senior Vice President



KATHY VALENTINE
RiverRock Real Estate Group
Vice President, Human Resources



MORGAN CHIATE
Cushman & Wakefield
Associate Broker



PEGGY SANCHEZ
RiverRock Real Estate Group
Director of Property Management



STACY NISHIOKA
The Irvine Company
Senior Director



TANYA MURO
NB Private Capital
Chief Operating Officer



WENDY ROGERS
LPA
CEO

Hidden Trap that is a Section 199A Disqualifier

By Barbara Kelley, CPA, MST



Kelley

The Tax Cuts & Jobs Act was signed into law in December 2017 and included a reduction of the corporation income tax rate from 35 percent to 21 percent. In an attempt to level the playing field for businesses that did not benefit from the new corporate tax rate, Congress included new Internal Revenue Code Section 199A. Section 199A provides for a special deduction from taxable income for business owners of sole proprietorships, S corporations, partnerships and certain other businesses and rental activities. Such deduction is based upon the Qualified Business Income (QBI) from such business.

The provisions of Section 199A are commonly referred to as the "20 percent deduction", because the maximum deduction allowed is the lesser of Qualified Business Income (QBI) or 20 percent of the taxpayer's taxable income, excluding capital gains. QBI means net income with respect to any qualified trade or business of the taxpayer. A qualified trade or business does not include a Specified Service Trade or Business (SSTB). An SSTB includes the performance of services in such fields as health, law, accounting and several other fields where the principal asset is the reputation or skill of one or more of its employees.

There are taxable income thresholds, that if not exceeded, an SSTB classification is ignored and Section 199A may apply. But, for higher-income taxpayers, Section 199A limitations apply if there is SSTB income. For example, if the business has non-SSTB income and SSTB income, this can be the "hidden trap" that may preclude the benefit of a Section 199A deduction. There is a de minimis safe harbor rule for mixed businesses. If gross receipts are \$25 million or less and less than 10 percent of the gross receipts are SSTB gross receipts, then the entire business is treated as a non-SSTB business. For others exceeding the de minimis limitation for SSTB income, the Section 199A benefit is lost.

With careful planning, a business having SSTB income may qualify for a Section 199A deduction under certain circumstances.

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DATE	EVENT	LOCATION
March 21	CREW-OC SPIRE Awards Gala	Samueli Theater
April 9	Luncheon / Panel Discussion	Pacific Club
June 6-7	2019 CREW Network Spring Leadership Summit	Kansas City, MO
July 16	Luncheon / Panel Discussion	Pacific Club
August 8	Annual Summer Party	Strawberry Farms Golf Club
September 17	Luncheon / Panel Discussion	Pacific Club
September 25 - 27	2019 CREW Network Convention / Fall Leadership Summit	Orlando, FL
November 5	Luncheon / Panel Discussion	Pacific Club

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