



SPIRE AWARDS
superior performance in real estate



CANCER FOR COLLEGE

CREW
ORANGE COUNTY



THE 9TH ANNUAL SPIRE AWARDS

Recognizing Superior Performance In Real Estate

Hosted by: CREW Orange County

TUESDAY MARCH 24, 2020 / 5:30 - 9:30PM



KEYNOTE SPEAKERS

CRAIG POLLARD **WILL FERRELL**

*President/CEO, Founder,
Cancer for College*

*Celebrity Spokesman,
Cancer for College*



MASTER OF CEREMONIES

STACY STEMEN

*Senior Vice President,
Passco Companies*

[AV] 16500 Scientific, Irvine, CA 92618

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PREMIER VIDEO

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SCG Assets Holding Inc.

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Western Real Estate Business

CREW-OC.ORG



2020 SPIRE Awards Gala to Benefit Cancer for College

Sponsorships available for an opportunity to meet Will Ferrell

It was approximately ten years ago that CREW Orange County (Commercial Real Estate Women) conceptualized and created Orange County's premier commercial real estate awards program - the SPIRE (Superior Performance In Real Estate) Awards. The SPIRE Awards recognize outstanding performance and accomplishments in Orange County's commercial real estate community, through various categories, bringing together the greater commercial real estate industry. The winners will be announced on March 24, 2020 at the 9th Annual SPIRE Awards Gala, held at [AV] in Irvine.

New to this year's program, CREW Orange County invites you to be **inSPIREd** and **invest in dreams**, with this year's event benefiting a special cause.

Craig Pollard, two-time cancer survivor and double amputee, and co-founder of Cancer for College will share his inspiring story. Alongside his fraternity brother, fellow board member and actor, Will Ferrell, the two will serve as the Keynote Speakers for the event. Cancer for College provides need-based college scholarships and educational experiences to cancer survivors. Thanks to the efforts of Craig and Will, the charity has granted over 1,400 scholarships and awarded more than \$3.5 million to cancer survivors around the country. For the 2020 SPIRE event, you have an opportunity to **invest in dreams** with sponsorship opportunities that will directly benefit Cancer for College. Depending on sponsorship level, you may also receive a photo or tickets to a special VIP reception with Will Ferrell.

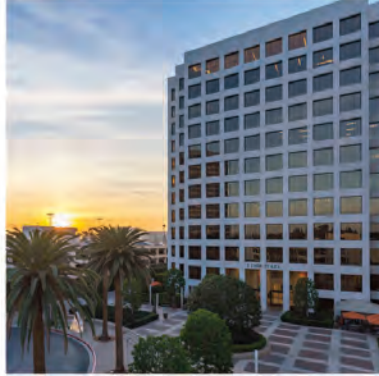
For more information regarding tickets, sponsorship and donation opportunities, please visit: www.crewocspireawards.com.



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SPIRE Committee Co-Chair

Newmark Knight Frank



ANITA CHEN

SPIRE Committee Co-Chair

JLL

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BRUCE FISCHER
Chair of the West Coast Real Estate
Practice & Co-Managing Shareholder
Greenberg Traurig



ED HANLEY
President & Founder
Hanley Investment Group



JULIE RIOS
Vice President, Western Region Marketing
Newmark Knight Frank



PARKE MILLER
Executive Vice President
LPC West



SANDRA JACOBSON
Partner
Allen Matkins



STACEY OLSON
Director of Sustainable Design
Gensler



STEPHANIE TAN
Acquisitions Associate
Invesco



TOM LAWLESS
Director
Hines



TREVOR BROTMAN
Managing Director
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Not Pictured:
IAN DEVRIES, MICHAEL KENDALL, SCOTT SANDERS, ROBERT STAMM, PAT SWANSON

CODY CANNON | Executive Managing Director
ROBERT CAUDILL | Regional Managing Director

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CREW Orange County Honors 2020 Scholarship Winner

CREW Orange County is pleased to recognize Ellen Desper of USC Marshall School of Business as its 2020 Academic Scholarship recipient. Inspired by her father, an industrial real estate broker, and her brother, a development coordinator, Ellen decided that she too would pursue a career in the industry. Ellen is a fourth-year Real Estate Finance major with a minor in Economics and holds an internship with Green Street Advisors in Orange County, where she will work full time upon graduation. Her high academic marks and involvement in leadership roles with LA5 Rotary, USC Rotaract, National Society of Leadership and Success, and Gamma Phi Beta Sorority make her a standout candidate among many extraordinary applicants.

CREW Orange County supports the education of future leaders through an annual scholarship program, which is open to female US and Canadian students 18 years of age and older who live, work and/or attend school in Orange County.

Scholarship recipients are selected based on academic record; commitment to a career in the commercial real estate industry; work, internship and volunteer experience; as well as other notable accomplishments.

Ellen will be recognized on stage during the 2020 CREW Orange County SPIRE Awards, taking place at [AV] in Irvine on Tuesday, March 24, 2020.

As the 2020 Scholarship recipient, Ellen will receive \$5,000 toward tuition and books, as well as:

- A complimentary student-at-large membership with CREW Orange County



2020 CREW Orange County's Scholarship Winner, Ellen Desper of USC Marshall School of Business.

- Free registration to attend the 2020 SPIRE Awards

"The CREW Orange County College Scholarship program not only aids recipients financially but provides aspiring commercial real estate professionals invaluable exposure to leaders within the industry," says Elise Puritz, Director of Business Development for MHP Structural Engineers and leader of the 2020 Academic Scholarship Committee. "In supporting CREW Orange County, you are supporting our College Outreach program's goal of exposing students to the career possibilities within CRE and helping them reach the next level in their professions."

Past winners of the CREW Orange County Scholarship include:

Chantayne Wilchewski, Graduate Student, Embry-Riddle Aeronautical University
2019-2020 Academic Year

Amy Lei Hu, Undergraduate Student, University of California, Irvine
2017-2018 Academic Year

Helia Daryabeigy, Graduate Student, University of California, Irvine
2016-2017 Academic Year

Interested in supporting the CREW Orange County Scholarship fund or College Outreach program? Please contact Shauna Smith and Anita Chen for more information.

Shauna Smith
Sponsorship Chair
shauna.smith@ctt.com

Anita Chen
College Outreach Chair
anita.chen@am.jll.com



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04 DAVID FREITAG
LOS ANGELES


05 CHRIS MIGLIORI
ORANGE COUNTY


06 JOE PAREDES
INLAND EMPIRE


07 BOB LUNDSTEDT
PHOENIX


08 CHUCK BRILL
SOUTH BAY


09 MIKE BARREIRO
ORANGE COUNTY


10 CHRIS ROGERS
PHOENIX


10 TREVOR MCKENDRY
PHOENIX


CHARLES JOHNSON II
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DAN DANESHRAD
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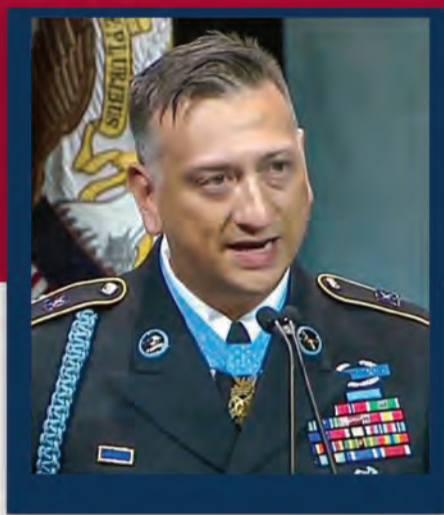
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THURSDAY, APRIL 23, 2020
11:30 AM - 1:30 PM

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KEYNOTE SPEAKER:
Staff Sgt. David G. Bellavia, Medal of Honor Recipient

In four years, the Orange County Real Estate Luncheon has awarded \$3.5 million in grants to nonprofit veterans organizations that help local veterans transition back to civilian life.

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CREW Orange County Expands Support of WISEPlace and Establishes Philanthropic Partnership with Chrysalis

In 2019, CREW Orange County added a philanthropy chair to the board of directors. During this inaugural year, the philanthropy committee, headed by Pauline Hale from Altus Group, expanded the CREW Orange County relationship with WISEPlace through involvement beyond our long-time Summer Party commitment and has established a new philanthropic partnership with Chrysalis.

In December, we presented WISEPlace with a \$10,000 check from the Summer Party donations and served lunch to the 60+ women in the emergency shelter. CREW Orange County President Elect, Nicole Morse, is a WISEPlace board member, and both CREW Orange County and Pauline were named as WISEPlace Volunteers of the Year in 2019.

In support of Chrysalis, the committee hosted a successful CREW Orange County "Celebrate Success" event and organized an ongoing clothing drive initiative. Pauline is also an original member of Chrysalis' Orange County Advisory Council.

With newly appointed co-chair Sasha Truong from BlackRock, the committee looks forward to an even more successful 2020 serving CREW's philanthropic mission and increasing awareness of these two amazing organizations in Orange County and beyond.

For more information please visit CREW Orange County at crew-oc.org, Chrysalis at changelives.org, and WISEPlace at wiseplace.org.

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LEASING NOMINEES



Project: Happy Money at FLIGHT
Nominee(s):
Happy Money
 Scott Saunders, Founder & Chief Executive Officer
 Mydung Tran, Chief Financial Officer

Lisa Hennessey, Head of People & Culture
Rapt Studio
 Gareth Payne, Design Director
PeopleSpace
 Eloise Pieterse, Business Development



Project: Intersect
Nominee(s):
Hines
 Tom Lawless, Director
 Joni Bozzone, Asset Manager
JLL
 Wade Clark, Managing Director
 Joe Bevan, Managing Director
 Kellie Hill, Senior Associate



Project: STACKED – Food Well Built
Nominee(s):
Newmark Knight Frank
 Ian Brown, Managing Director
 Vanessa Brown-Pope, Associate Director



Project: Bello by Sandro Nardone
Nominee(s):
Newmark Knight Frank
 Ian Brown, Managing Director
 Vanessa Brown-Pope, Associate Director



Project: Bosscat Kitchen & Libations
Nominee(s):
Newmark Knight Frank
 Ian Brown, Managing Director
 Vanessa Brown-Pope, Associate Director



Project: Kajabi Corporate Office
Nominee(s):
Irvine Company Office Properties
 Gavin Galey, Leasing Director



Project: Chipotle Corporate Headquarters
Nominee(s):
Irvine Company Office Properties
 Mike Santley, Senior Director, Leasing
Savills
 Steve Card, Senior Managing Director



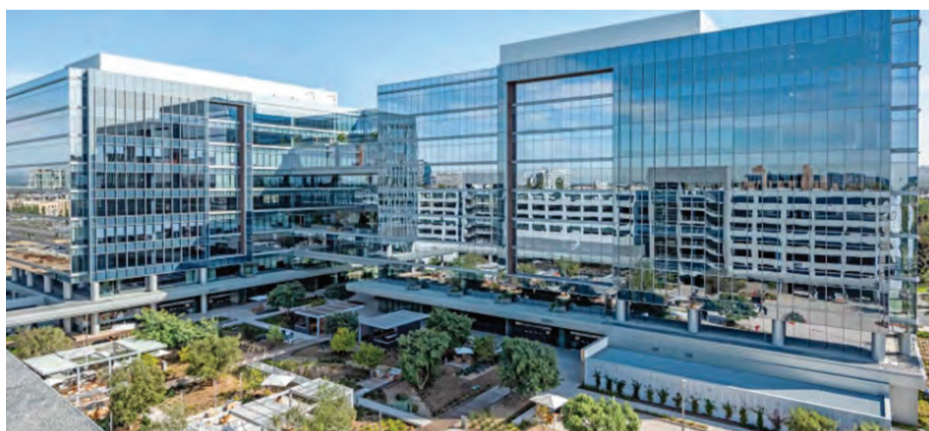
Project: Avanir Pharmaceuticals
Nominee(s):
CBRE, Inc.
 Carol Trapani, Senior Vice President



Project: Alteryx at Spectrum Terrace
Nominee(s):
CBRE, Inc.
 Scott Kenny, Senior Vice President
 Garrett Ellis, First Vice President

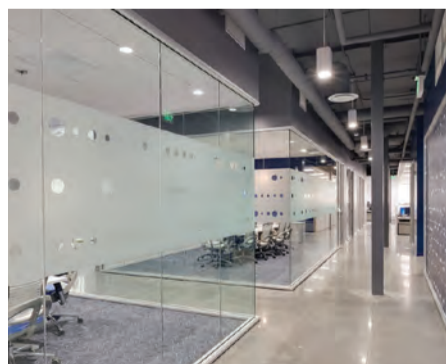


Project: Hoag Health Center at Foothill Ranch Towne Center
Nominee(s):
Coreland Companies
 Matt Hammond, Senior Vice President
 Ben Terry, Vice President
 Chris Premac, Associate



Project: Rutan & Tucker, LLP at The Boardwalk
Nominee(s):
Cushman & Wakefield
 Bob Thagard, Executive Managing Director

Christopher Bosley, Executive Director
 Ali Anderson, Director
 Jason Ward, Executive Director



Project: RealPage at Market Place Center
Nominee(s):
RealPage
 Sandy Seaton, Vice President, Real Estate & Workplace Solutions
 Angie Daniels, Director, Real Estate & Workplace Solutions



Project: Viant
Nominee(s):
JLL
 Curtis Ellmore, Senior Vice President
 Jeffrey Ingham, Senior Managing Director
 Dillon Knight, Associate



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NEW CONSTRUCTION/DEVELOPMENT NOMINEES



Project: Judi and Bill Leonard Institute for Cancer Prevention, Treatment & Wellness
Nominee(s):
 Snyder Langston
 Mission Hospital
 NCA Real Estate/Welltower
 California Commercial
 HGA Architects and Engineers
 HKS, Inc.
 TRC Architects



Project: Promenade Apartment Homes
Nominee(s):
 Irvine Company Apartment Communities
 Yann De Fabrique, Vice President
 JD Shafer, Senior Director

Project: The K Residence Hall at Chapman University
Nominee(s):
R.D. Olson Construction
 Bill Wilhelm, President
 Michael Chavez, Vice President of Construction & Project Management
 Chris Peterson, Project Manager
 Randy Conway, Superintendent
 Will Wilhelm, Project Engineer
 Gina Fiscus, Project Coordinator
 Chris Roblesky, Superintendent
 Chris Routh, Superintendent
Chapman University
 Rick Turner, VP Facilities Management
Togawa Smith Martin
 Allison Sumner, Project Manager, Design Architect
 Jerome Scott, Senior Associate / Director of Construction Administration



Project: Reata Glen Life Plan Community (CCRC)
Nominee(s):
W.E. O'Neil Construction Company
 Paul Ruig, Project Executive
KTGY Architecture + Planning
 Keith Labus, AIA, Principal
 Ben Seager, AIA, Associate Principal
Spieker Senior Development Partners
 Ryan Currie, President



Project: Great Park Ice and FivePoint Arena
Nominee(s):
Swinerton
 Besim Fejzagic, Operations Manager
 Jessica Drake, Senior Project Manager

Project: Braille Institute Anaheim
Nominee(s):
Ware Malcomb
 Mary Cheval, Director, Interior Architecture & Design
Grimm & Chen Structural Engineering, Inc.
 Alex Chon, Structural Engineer
RPM Engineers, Inc.
 Raymond Phua, MEP Engineer
Nolan Landscape Architects
 Colleen Nolan, Landscape Architect



Project: Orange Coast College Planetarium
Nominee(s):
Coast Community College District
 Jerry Marchbank, Assistant Director of District Facilities
MHP Structural Engineers
 Ken O'Dell, Principal
 Dan Fox, Project Manager
HPI Architecture
 Ammar Sarsam, Principal of Operations
 Doug Choi, Project Designer
 Larry Frapwell, President
 Jack Wilinski, Construction Administrator
Kitchell CEM
 Thomas Anderson, Senior Project Manager



Project: FLIGHT at Tustin Legacy
Nominee(s):
Lincoln Property Company
 Parke Miller, Executive Vice President
Rios Clementi Hale (RCH) Studios
 Mark Motonaga, Creative Director
House & Robertson Architects
 David Hollister, Principal
Byrd Construction Management
 David Byrd, Principal
Suffolk Construction
 Kenny Ellis, Project Executive
JB3D
 John Bishop, President

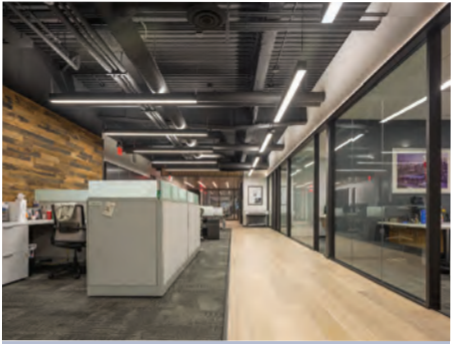


Project: SteelCraft Garden Grove
Nominee(s):
Howard CDM
 Martin Howard, President/CEO
 Steve Phillips, Executive Vice President
 William Burkett, Chief Financial Officer
 Jennifer Le, Director of Marketing & Business Development
SteelCraft
 Kim Gros, Founder
Studio One Eleven
 Michael Bohn, Senior Principal and Design Director



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TENANT IMPROVEMENT NOMINEES



Project: LPC 4.0
Nominee(s):
Details C.C. Inc.
 Chuck Martin, President
 Stelios Roditis, Project Manager
 Adam Brodmann, Superintendent
 Robert Bruce, Project Manager
 Brianna Bruce, Project Manager



Project: SAA interiors + architecture | Irvine
Nominee(s):
SAA interiors + architecture
 Dickson Oi, Managing Director



Project: Greenberg Traurig
Nominee(s):
Gensler
 Brianna Scheid, Designer
 Ashley Brewer, Design Director



Project: Greystar Newport Beach
Nominee(s):
Gensler
 Jaimelynn Shah, Design Director
 Anne Bretaña, Principal



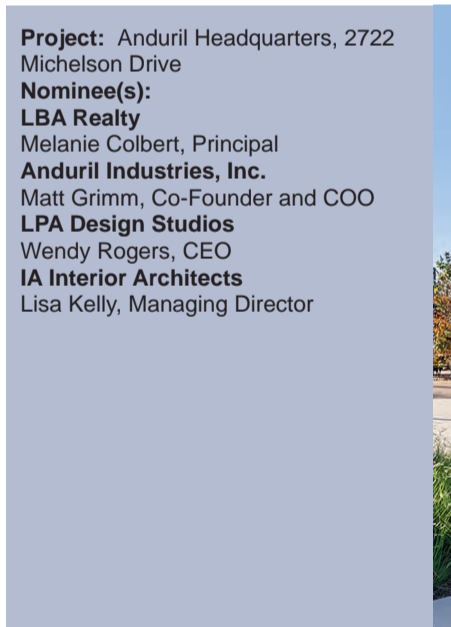
Project: Ossur Americas
Nominee(s):
Gensler
 Jaimelynn Shah, Design Director
 Anne Bretaña, Principal



Project: Berkshire Hathaway
Nominee(s):
SAA interiors + architecture
 Dickson Oi, Managing Director



Project: Sheppard Mullin
Nominee(s):
H. Hendy Associates
 Jennifer Bartelt, Project Manager
 Todd Shumaker, Senior Designer
Sheppard Mullin Richter & Hampton LLP
 Ted Tinson, Chief Operating Officer
Moen Woodworks Inc.
 Rick Moen, Owner
Clune Construction Company
 Nhan Nguyen, Vice President
AVI-SPL, Inc.
 Augie Aguiar, Project Manager
Gardiner & Theobald Inc.
 Rob Webster, Regional Director
South Coast Plaza
 Jessica Quesada, Project Manager



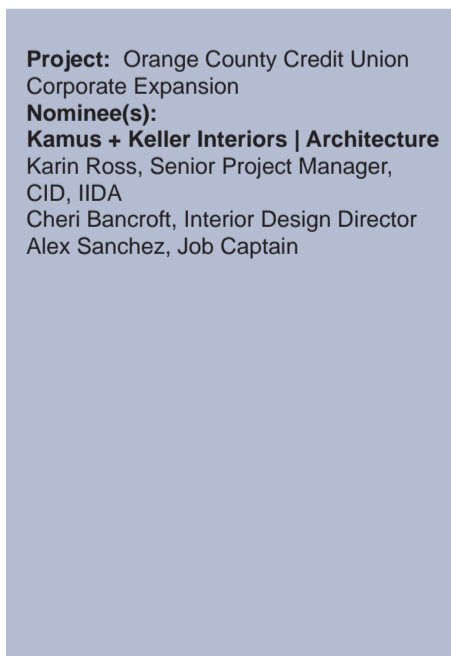
Project: Anduril Headquarters, 2722 Michelson Drive
Nominee(s):
LBA Realty
 Melanie Colbert, Principal
Anduril Industries, Inc.
 Matt Grimm, Co-Founder and COO
LPA Design Studios
 Wendy Rogers, CEO
IA Interior Architects
 Lisa Kelly, Managing Director



Project: SAP Innovation Center and HanaHaus
Nominee(s):
H. Hendy Associates
 Jennifer Walton, Principal/Project Director/Architect
 Jeep Pringsulaka, Senior Designer
SAP
 Dwain Christensen, Director Global Real Estate and Facilities
Tangram Interiors
 Sue Pursche, Corporate Business Manager
Howard Building Corporation
 Adam Herig, Project Executive
CBRE
 Waleed Jouzy, Senior Program Manager
Grimm & Chen Structural Engineering
 Sam Grimm, Principal
tk1sc
 Daryl Garnier, Director



Project: Restaurant365
Nominee(s):
SAA interiors + architecture
 Dickson Oi, Managing Director
SOURCE Creative Office Interiors
 Mike Manser, President & CEO



Project: Orange County Credit Union Corporate Expansion
Nominee(s):
Kamus + Keller Interiors | Architecture
 Karin Ross, Senior Project Manager, CID, IIDA
 Cheri Bancroft, Interior Design Director
 Alex Sanchez, Job Captain



Project: LPA Irvine Design Studio
Nominee(s):
LPA Design Studios
 Richard D'Amato, Design Director
Turelk, Inc.
 Jeff Turi, Vice President of Pre-Construction
Taber Company, Inc.
 Brian Taber, President
Tangram Interiors
 Sue Pursche, Corporate Business Manager

TENANT IMPROVEMENT NOMINEES



Project: Kia Garden Grove Relocation
Nominee(s):
Garden Grove Kia
 Jared Hardin, Owner

Project: MerchSource
Nominee(s):
LPA Design Studios
 Richard D'Amato, Design Director
Turelk, Inc.
 Jeff Turi, Vice President of Pre-Construction
Taber Company, Inc.
 Brian Taber, President
AdamsCM
 Kim Adams, Owner and Senior Project Manager



Project: Panattoni
Nominee(s):
SAA interiors + architecture
 Michael Parr, Project Manager
SOURCE Creative Office Interiors
 Mike Manser, President & CEO

BUILDING RENOVATIONS NOMINEES



Project: Christ Cathedral
Nominee(s):
Roman Catholic Diocese of Orange
 Snyder Langston
 Johnson Fain



Project: The Garden at Bella Terra
Nominee(s):
DJM Capital Partners
 Becky Sullivan, Chief Operations Officer



Project: 12821 Knott Street
Nominee(s):
Rexford Industrial
 Howard Schwimmer, Co-CEO
 James Long, Senior Construction Manager



Project: NOVA Kitchen & Bar
Nominee(s):
SCG America (SCGA)
 Winfred Zhang, President and CEO
 Lorraine Pang, Vice President
 Danny Wei, Executive Vice President

Project: VPO Packing House at Chapman University
Nominee(s):
R.D. Olson Construction
 Bill Wilhelm, President
 Michael Chavez, Vice President of Construction & Project Management
 Chris Peterson, Project Manager
 Randy Conway, Superintendent
 Will Wilhelm, Project Engineer
 Gina Fiscus, Project Coordinator
 Chris Roblesky, Superintendent
 Chris Routh, Superintendent
Chapman University
 Rick Turner, VP Facilities Management
AC Martin
 Edmund Lau, Production Coordinator



Project: Newport Summit - Courtyard Renovation
Nominee(s):
CDG Builders, Inc.
 Chris DeFazio, Principal
 Patrick Sills, Project Executive
 Ana Licon, Project Manager
 Jeff DeFazio, Field Supervisor
 Sara Sayahpour, Project Engineer



Project: Thales 58 Discovery
Nominee(s):
Thales Group
 Christine Mikhail, Manager, Workplace Experience and Strategy
Ware Malcomb
 Heather Shreve, Project Manager
Turelk, Inc.
 Craig Powell, General Manager/Vice President of Orange County Operations
Tangram Interiors
 Kimberly Barnow, Account Executive



Project: Canvas Costa Mesa
Nominee(s):
KPRS Construction Services, Inc.
 Susy Dowell, Construction Manager
 Randy Workman, Senior Project Manager
 Toby Fan, Assistant Project Manager
EQ Office
 Brendan McCracken, SVP, Portfolio Director
LEVEL Project Management
 John Hartz, Co-Founder
Wolcott Architecture
 Erik Alden, Project Architect
 Sara Lotz, Project Architect



Project: Culture Yard
Nominee(s):
Lincoln Property Company
 Parke Miller, Executive Vice President
Cuaso Design Studio
 Christopher Cuaso, Principal
Mark Tessier Landscape Architecture, Inc.
 Mark Tessier, Owner and Principal
Redhawk Builders
 David Jones, President
JB3D
 John Bishop, President

The 5th Annual Orange County Real Estate Luncheon: In Service to Our Veterans



On April 23, 2020, top real estate companies and financial institutions will come together for the 5th Annual Orange County Real Estate Luncheon in partnership with the Orange County Community Foundation and the Orange County United Way. 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 four 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 Medal of Honor recipient, Staff Sgt. David G. Bellavia, 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 four short years, over \$3.5 million has been granted to exemplary nonprofits serving Orange County veterans. In total, nearly 17,000 veterans and their families have received services through the 17 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 5th 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% of veterans are unemployed
- Of the veterans who work full-time (50%), 35% have jobs at or below the poverty level
- 35% did not have a permanent place to live when they left the military

- 17.5% reported a lack of consistent housing during the past two years
- 44% screened positive for PTSD
- 46% screened positive for depression
- 19% considered attempting suicide
- Almost 60% 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") and now the Orange County United Way 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."

As a result of the funds raised through the OC Real Estate Luncheon and the OCVI, the how and where has been answered for our OC veterans and will culminate in the November opening of The Hub at the Tierney Center for Veterans Services. This 10,000 square foot space located at Goodwill Orange County's headquarters will house up to 20 separate veteran service providers in a one-stop shop for Orange County veterans – a single location where veterans can access a multitude of capabilities. Ware Malcomb and Snyder Langston have joined the cause and are helping with the build out of this one-of-a-kind center.

The 5th Annual Orange County Real Estate Luncheon will be held on April 23, 2020, to raise critical funds for nonprofits focused on services for veterans in Orange County.

Visit www.oc-cf.org/ocrel/ to become a 2020 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.



Keynote Speaker:
Staff Sgt. David G. Bellavia,
Medal of Honor Recipient

PHILANTHROPY NOMINEES

Nominees:
Frank & Joan Randall
Charity:
Banning Ranch Acquisition and Conservation Project



Nominee:
Rebecca Hall, President and CEO
Idea Hall
Charities:
Court Appointed Special Advocates (CASA) OC; Orange County Council of the Boy Scouts of America and St. Joseph Foundation; and more




Nominee:
Rand Sperry, CEO
Sperry Equities, LLC and Sperry Commercial Inc.
Charities:
RAD (Rising Above Disabilities) Camp; Boy Scouts of America, Orange County Council; and more




Nominee:
Pauline Hale, Senior Manager
Altus Group
Charity:
CREW Orange County Philanthropy Chair



Nominee:
Vanessa Brown-Pope, Associate Director
Newmark Knight Frank
Charity:
Cystic Fibrosis Foundation Orange County Chapter



Nominee:
David Willis, Senior Managing Director
Savills North America
Charities:
Children's Hospital of Orange County; Intervention Center for Early Childhood



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ORANGE COUNTY TOP PRODUCERS



MATT BERRES



STACY GARCIA



MARK GARDNER



JUSTIN HODGDON



GARTH HOGAN



PAUL JONES



JEFF READ



SCOTT READ



ANDREW ROB BEN



STEPHEN SPRENGER



GEORGE THOMSON

* Professionals listed in alphabetical order



GREG MAY EVP, West Region Market Leader • 949.608.2101 • gmay@ngkf.com
ngkf.com/orangecounty

North America • Latin America • Europe • Asia-Pacific • Africa • Middle East






Group Nominee:
Jamboree Housing Corporation
Laura Archuleta, President/CEO
Charity:
WISEPlace

Group Nominee:
FivePoint Team
Eric Morgan, VP Community Affairs
Charities:
Irvine Public Schools Foundation (IPSF); Orange County Community Housing Corporation; numerous others



Group Nominee:
Hanley Investment Group
Ed Hanley, President
Charity:
Movember Foundation

2020 Women In Commercial Real Estate



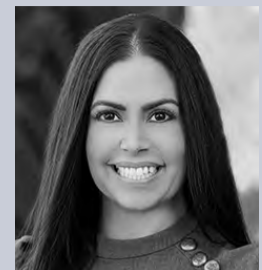
JANET COOK
NB Private Capital
Vice President – Marketing



SUSY DOWELL
KPRS Construction
Construction Manager



ELISE LUCKHAM
First American Corporation VP,
Director, Corporate Real Estate



JO-E LOPEZ
Snyder Langston
Vice President, Business Development



EMMA MILLER
BKM Capital Partners
Regional Asset Manager



ROCHELLE MILLS
Innovative Housing Opportunities
President and CEO



KATHLEEN NEARY
Herman Miller
Business Development Manager



CHERYL OSBORN
CASCO Contractors
President



ANNA PEHOUSHEK
City of Orange
Assistant Community
Development Director



SANDRA VAUGHAN-ACTON
Cal Poly Pomona Foundation
Director, Real Estate Develop-
ment and Facilities Management



ERICA ZUNIGA
SAA interiors + architecture
Principal

LEE & ASSOCIATES IRVINE

SALUTES ITS TOP PRODUCERS



BRUCE HEATHCOTE
RETAIL



MARK JERUE
INDUSTRIAL, OFFICE



CRAIG FITTERER
INDUSTRIAL, OFFICE



PHIL COHEN
OFFICE, INDUSTRIAL
& INVESTMENTS



MIA PHAM
OFFICE, RETAIL

2019 KEY RESULTS

504

TRANSACTIONS

84

SALES

402

LEASES



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SOLD



Manley Fanticola Holdings LLC is proud to announce the acquisition of the former Edwards Brea 10 Theater in Downtown Brea.

The Purchase was closed in 14 days directly with Regal in an all cash transaction.

The adjacent Edwards 12 was recently upgraded with top quality recliners and will continue providing a first class movie experience on Birch Street.

We will begin designing a new and exciting future for this irreplaceable downtown Brea property.



A few of our prime properties and projects in development.



For nearly 20 years, Dwight Manley and Tony Fanticola have worked to make Downtown Brea a vibrant successful destination for the 1,600,000 people living within a 10 mile radius.

Building a better Brea for Breans continues to be the mission statement, and adding the decommissioned Edwards 10 will only add to the future success.



MANLEY
FANTICOLA
HOLDINGS, LLC

SALES NOMINEES



Project: Crown Cabot Financial Center
Nominee(s):
Newmark Knight Frank
Paul Jones, Executive Managing Director
Brandon White, Senior Associate



Project: PacSun Headquarters
Nominee(s):
Newmark Knight Frank
Paul Jones, Executive Managing Director
Sean Fulp, Executive Managing Director
Ryan Plummer, Managing Director
Brandon White, Senior Associate
Matt Berres, Director
Mark Schuessler, Director



Project: 100 S. Anaheim
Nominee(s):
Newmark Knight Frank
Paul Jones, Executive Managing Director
Sean Fulp, Executive Managing Director
Ryan Plummer, Managing Director
Michael Spiezia, Associate



Project: 27042 Towne Center Drive
Nominee(s):
Newmark Knight Frank
Paul Jones, Executive Managing Director
Brandon White, Senior Associate
Sean Fulp, Executive Managing Director



Project: Create Tustin
Nominee(s):
Newmark Knight Frank
Paul Jones, Executive Managing Director
Sean Fulp, Executive Managing Director
Ryan Plummer, Managing Director
Brandon White, Senior Associate
Mark Schuessler, Director



Project: 2441 Michelle Drive
Nominee(s):
Newmark Knight Frank
Paul Jones, Executive Managing Director
Brandon White, Senior Associate
Scott Read, Executive Managing Director



Project: One Enterprise
Nominee(s):
Newmark Knight Frank
Paul Jones, Executive Managing Director
Brandon White, Senior Associate
Brunson Howard, Executive Managing Director
Nick Kucha, Vice Chairman



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SALES NOMINEES



Project: 1809 W. Chapman Avenue
Nominee(s):
Newmark Knight Frank
 Glenn Rudy, Senior Managing Director
 Rob Ippolito, Senior Managing Director
 Pete Bethea, Vice Chairman



Project: Portion of Foothill Ranch Towne Center
Nominee(s):
Newmark Knight Frank
 Glenn Rudy, Senior Managing Director
 Rob Ippolito, Senior Managing Director
 Pete Bethea, Vice Chairman



Project: Pacific Center
Nominee(s):
Newmark Knight Frank
 Paul Jones, Executive Managing Director
 Brandon White, Senior Associate
 Brunson Howard, Executive Managing Director



Project: Civic Center Office Portfolio
Nominee(s):
CBRE, Inc.
 Anthony DeLorenzo, Executive Vice President
 Todd Tydlaska, Executive Vice President
 Sean Sullivan, Executive Vice President
 Gary Stache, Executive Vice President
 Doug Mack, Director



Project: Banc Hotel
Nominee(s):
CBRE, Inc.
 Ross Bourne, Senior Vice President



Project: Cypress Headquarters Building
Nominee(s):
JLL
 Mitch Lundquist, Managing Director
 Scott Wetzel, Senior Vice President

Excellence in
ENTREPRENEURSHIP Awards

RESERVE TODAY
 Event Date: March 19, 2020

The Excellence in Entrepreneurship Awards Luncheon & Program allows for the recognition of clients and associates who exemplify the American entrepreneurial spirit – through creativity and determination in the establishment and nurturing of business ventures.

Luncheon & Awards Program

March 19, 2020
 12:00 p.m. - 2:00 p.m.

HOTEL IRVINE

Tickets*: \$175 / Table of Ten: \$1650

Reservation Information

Visit: www.ocbj.com/bizevents or contact
 Melanie Collins, Signature Events Manager
 at collins@ocbj.com or 949.664.5056

Keynote Speaker

Joe Duran
 CEO & Founding Partner



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*Tickets are non-refundable. Ticket price includes self-parking and a six-month subscription to the Orange County Business Journal (\$15 allocated to the subscription). New subscribers only. Current subscribers may gift the subscription to a colleague.



IS ORANGE COUNTY AWASH IN MONEY?

SPECULATION, GAMBLING, OR A GOOD INVESTMENT

The Orange County office, R&D and industrial markets experienced a banner year in 2019. The median price per square foot is up more than 12% from 2018. Since 2015, nearly all metrics are positive and stable: 1) \$26.1B in total sales volume, 2) more than \$5B total sales volume each year, 3) 5,698 discrete sale transactions with no fewer than 997 and no more than 1,292 sales each year, 4) average sale prices have grown from \$213/sf in 2015 to \$244/sf in 2019, representing an annual average growth of 2.98% and 5) multi-building portfolio sales acquired

“Lee & Associates, with our three OC offices, continues to dominate the Orange County office, R&D and industrial buyer market outselling our closest competitor (as reported by Costar) by more than 42% since 2015.”

by institutional investors have accounted for about 40% of the market volume each year for the past three years. Stability of pricing and the consistent pace of sale activity is the overwhelming “take away” after reviewing five years of data.

Is Orange County awash in money? No Orange County is attracting investment

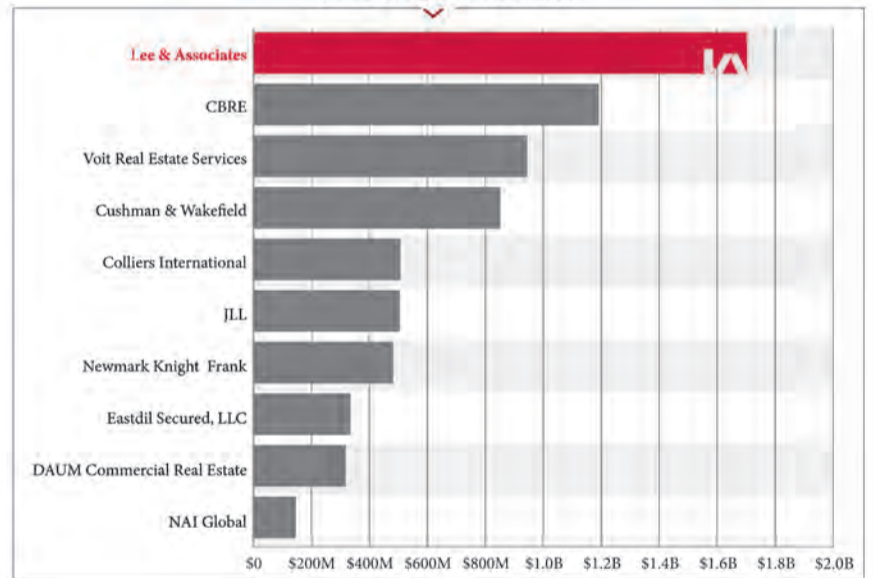
from individuals and institutions because of its stability. At year end, since 2015, the blended Orange County vacancy rate for industrial, flex and office properties has been: 9.37% ('15), 9.41% ('16), 9.48% ('17), 10.92% ('18) and 10.89% ('20). The long-term trend indicates increasing productivity per square foot

of property and the subsequent increase in rental rates and sale prices that accompany increased productivity. Increasing property productivity safely enables property values to appreciate. The near-term cycle remains balanced with historically low vacancies and virtually no land available for development. Low value-added manufacturers continue to leave or are improving their processes to increase productivity. Pharma/medical device companies continue to grow, while white-collar software/financial services/home building companies keep expanding in the County.

Large older obsolete buildings continue to be demolished. They are being replaced and converted into new housing or repositioned into distribution buildings. Multi-level housing is dramatically increasing the local population densities and the income earned per square foot of land in the area. The repositioned manufacturing buildings are serving on-line retailers need for local storage to deal with the last leg of the logistic miles. This repositioning is causing trauma for traditional brick and mortar non-experiential retail but enabling on-line retailers the ability to lower costs and to provide quicker delivery of products to the people in the area.

Lee & Associates, with our three OC offices, continues to dominate the Orange County office, R&D and industrial buyer market outselling our closest competitor (as reported by Costar) by more than 42% since 2015. See the Costar report illustrating our sales volume of \$1.7B vs CBRE at \$1.19B. This level of activity provides our agents with unrivaled firsthand knowledge of why and how the various transactions occur. We appreciate the local communities’ business and aim to remain the premier commercial real estate broker in Orange County.

TOP BUYER BROKERS



Written by:
Lee & Associates - Newport Beach
John B. Collins
SVP|Principal

About Lee & Associates



The Newport Beach office of Lee & Associates was established in 1984. Lee & Associates is a commercial real estate brokerage, management and appraisal services firm with offices in the U.S. and Canada. Our company is built on a broker-owned platform that encourages cooperation and collaboration that optimizes results for all of our clients. Lee & Associates is known for its commitment to providing superior market intelligence and professional service from true experts in commercial real estate. In Newport Beach, and all of Southern California, we specialize in the representation of owners and occupiers in the acquisition, disposition and leasing of Industrial, Office, Retail, Investment, Land and Multi-family properties. As business owners ourselves, we understand the value of working with experienced professionals who are tops in their field, and we are committed to helping you make real estate decisions that will make your company thrive.

FROM THE PRESIDENT:

This year we welcome three new shareholders to Lee & Associates - Newport Beach. Matt Christensen, David Kluver, and Brian Garbutt have track records of success and increase the positive momentum at Lee & Associates - Newport Beach.

2020 is a Year of Renewal at Lee & Associates - Newport Beach as we increase the depth of our associate sales force. Jonathan Mejia, Nick Krakower, Paco Contreras, Judd Hietbrink, Chase Hansen, and Sarah Brownson are motivated and focused on earning their way to shareholder status.

Our unique mix of highly talented, experienced shareholders and energetic, driven associates make our sales force the most dynamic group of real estate professionals in Orange County.

If you are interested in learning more about becoming a shareholder at Lee & Associates - Newport Beach and truly "Owning Your Own Brokerage", call **Chris Coyte** directly at (949) 724-4747. We love to share the Lee & Associates - Newport Beach story.



CELEBRATING ANOTHER YEAR OF SUCCESS

2019 LEE & ASSOCIATES - NEWPORT BEACH LOCAL RESULTS

\$635 M
TOTAL
CONSIDERATION

599
TRANSACTIONS

5 M
SQUARE FEET



2751 & 2801 W Coast Hwy.
Newport Beach, CA
\$40,000,000

Travis Haining of Lee & Associates - Newport Beach represented the Seller.



13450 Stowe Dr.
Poway, CA
\$15,950,000

Jim Snyder & Pat Lacey of Lee & Associates - Newport Beach represented the Buyer.



3546 Concoors St.
Ontario, CA
\$13,919,500

Gary McArdell of Lee & Associates - Newport Beach represented the Seller.



26021 Commercentre Dr.
Lake Forest, CA
\$13,248,360

Travis Haining of Lee & Associates - Newport Beach represented the Buyer.



4699 Jamboree & 5490 Campus
Newport Beach, CA
\$13,000,000

Gary McArdell and John Collins of Lee & Associates - Newport Beach represented the Seller.



1651 E. Saint Andrew Pl.
Santa Ana, CA
\$10,750,000

Jim Snyder, John Collins, Patrick Lacey of Lee & Associates - Newport Beach represented the Seller and the Buyer.



Lee & Associates - Newport Beach is proud to support the Second Harvest Food Bank of Orange County.

CONGRATULATIONS TO OUR TOP PRODUCERS

Our Top 5 Producers group are market leaders. Congratulations to John Collins, Gary McArdell, Tom West, Jim Snyder and Travis Haining on their accomplishments in 2019. We thank our entire brokerage staff for an outstanding 2019. We look forward to continued success in 2020.

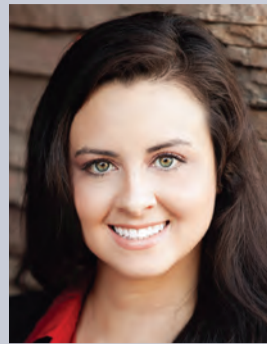
2020 Emerging Leader



JESSIE AUER
Manager, Investor Relations
BKM Capital Partners



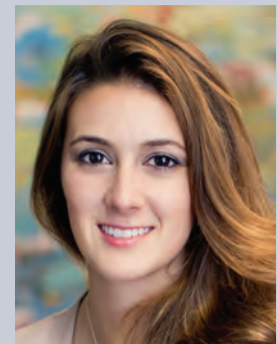
ANGELINE GLEASON
MEP Preconstruction
Director
McCarthy Building
Companies, Inc.



NICOLE MORSE
Western Regional Manager
of Construction Services
Hillmann Consulting



RAYLEE OVERTON
Brokerage Services
Coordinator
Newmark Knight Frank



EMILY POLLARD
Manager, Marketing &
Communications
BKM Capital Partners



LINDA RANGEL
Attorney
Manatt, Phelps & Phillips, LLP



KATE SEABAUGH
Senior Manager | Research
John Burns Real Estate
Consulting



MELISSA SCHEM
Analyst
Hines



MOLLY SCOTT
Troutman Sanders
Real Estate Attorney



STEPHANIE TAN
Acquisitions Associate
Invesco Real Estate



SASHA TRUONG
Associate
BlackRock



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SPIRE COMMITTEE CHAIRS SPOTLIGHT



Dayna Neville
Brokerage Services Specialist
Newmark Knight Frank

Dayna Neville is a Brokerage Services Specialist based out of Newmark Knight Frank's Orange County office. Dayna provides support to the Orange County retail

leasing teams, as well as members of the West Coast Retail Capital Markets Investment Sales Team. Neville works in various aspects of the investment sales and leasing processes, including operations, marketing, and brokerage. Professional affiliations include: ICSC, CREW Orange County, and Newmark Knight Frank's Network of Women.

Neville has been actively involved in CREW Orange County since 2015. She currently serves as SPIRE Committee Co-Chair and has previously served as Co-Chair for both the Emerging Leaders and College Outreach Committees. CREW has connected Dayna with others who share her interests of networking, education, leadership development and philanthropic involvement.



Anita Chen
Associate, Brokerage Support
Jones Lang LaSalle

Anita Chen is an Associate, brokerage support at Jones Lang LaSalle (JLL), a leading professional services firm that specializes in real estate and investment

management. With five years of experience, she works alongside a team of four real estate professionals with over fifty years' experience collectively, and specializes in tenant and landlord representation nationwide for industrial and education property type.

Anita is an emerging leader in Orange County's commercial real estate community and is an active member of CREW Orange County, where she currently serves as a co-chair for CREW's SPIRE Awards and College Outreach. Anita's principle of self-development, continuous education and building networks align with CREW's initiative in the advancement of women in commercial real estate, and values the resources, relationships and leadership roles CREW Orange County has offered her during the course of her personal and professional development.

2020 MVP Service Provider



JESSE BEARFIELD
 Senior Engineer
 NOVA Services



JEFF GILL
 Executive Director
 American Institute of
 Architects - Orange County



JENNIFER GORALSKI
 Commercial Real Estate
 Advisor Camelback Wealth
 Consultants



MEGHANA JOSHI
 Senior Project Manager
 Little Diversified
 Architectural Consulting



LISA KATZ
 Marketing Manager
 NOVA Services



KEN KLADOURIS
 Partner and President
 Platinum Wealth
 Group



**MHP STRUCTURAL
 ENGINEERS**
 Brad Ferris, Principal



RYAN SMITH
 Director
 SidePlate Systems, Inc.

You inspire us to
 greater heights

KeyBank is proud to support CREW-OC and the 9th Annual SPIRE Awards. We support your mission to transform the commercial real estate industry by advancing women globally. Thank you for all you do.

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MARK YOUR CALENDARS FOR THESE 2020 CREW ORANGE COUNTY EVENTS!

DATE	EVENT	LOCATION
March 24	SPIRE Awards	[AV]
April 21	Luncheon - "Do Your Due Diligence"	Avenue of the Arts Costa Mesa
June 18-19	2020 CREW Network Spring Leadership Summit	Charlotte, NC
June 23	Luncheon - "Anatomy of the Deal" SPIRE Award Winner	Andrei's Conscious Cuisine
August 6	Summer Soiree - Glamping for a Cause	Strawberry Farms Golf Club
September 15-17	2020 CREW Network Convention / Fall Leadership Summit	Austin, TX
September 22	Luncheon - "The Affordable Housing Crisis and How Orange County is Going to Solve It"	Andrei's Conscious Cuisine
November 10	Luncheon - Econ 2021	Avenue of the Arts Costa Mesa

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