

LEADERS of INFLUENCE in COMMERCIAL REAL ESTATE 2024



DOUG ARTHUR
SENTRE



BEN BADIEE
BADIEE DEVELOPMENT
INC.



TONY BARENGO
CDC SMALL BUSINESS
FINANCE



KAREN BURGESS
NAIOP SAN DIEGO



MATT CARLSON
CBRE



BRYAN CLARK
JLL



ROCCO CORTESE
INTERSECTION



THOMAS CROSBIE
CROSBIE GLINER
SCHIFFMAN SOUTHARD &
SWANSON LLP (CGS3)



ESPERANZA DANIEL
ENTERPRISE BANK &
TRUST



RYAN EGLI
CBRE



MATTHEW ELLIS
PGAL



NICK FRASCO
LONGFELLOW REAL
ESTATE PARTNERS



PETER FRITZ
LONGFELLOW REAL
ESTATE PARTNERS



ALEX GUYOTT
HENSEL PHELPS



MIKE HOECK
CBRE



MARK HOEKSTRA
INTERSECTION



KRISTIN HOWELL
MEISSNER COMMERCIAL
REAL ESTATE SERVICES



VINCE KATTOULA
KATTOULA &
ASSOCIATES



FERNANDO LANDA
HARVEST LLP



MICHAEL LEAKE
SHEPPARD, MULLIN,
RICHTER & HAMPTON LLP



JASON LEE
JLM REAL
ESTATE, INC.



JAY MATTHES
CAPSTONE ADVISORS



PENNY MAUS
PROPERTYWORX LLC



KEEGAN MCNAMARA
FOLIO REAL ESTATE
GROUP



TIMOTHY MEISSNER
MEISSNER COMMERCIAL
REAL ESTATE SERVICES



MISTY MOORE
JLL



VINCENT MUDD
STEINBERG HART



TIM OLSON
JLL



STEVEN OTTO
CROSBIE GLINER
SCHIFFMAN SOUTHARD
& SWANSON LLC (CGS3)



MARK READ
KIDDER MATHEWS



TD ROLF
RE:ALIGN



DANIEL J. RYAN
ALEXANDRIA REAL ESTATE
EQUITIES, INC.



ANDREW SEXTON
RE:ALIGN



JIMMY SILVERWOOD
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TRAMMELL CROW
COMPANY



KEVIN TREMBLAY
BIOMED REALTY



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AARON WEST
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JEFF WOOLSON
CBRE



ALEX ZIKAKIS
CAPSTONE ADVISORS

LEADERS of INFLUENCE in COMMERCIAL REAL ESTATE 2024



DOUG ARTHUR
President & CEO
SENTRÉ

Doug Arthur leads SENTRE's vertically integrated investment platform, sets the firm's strategic vision and is active in all aspects of the firm's operations. Founded in 1989, SENTRE is a vertically integrated commercial real estate investment firm headquartered in San Diego, California with extensive experience in office, industrial, retail and multi-family properties throughout the West Coast, totaling 10 million square feet and \$4 billion in transactional volume. Doug is deeply involved in community initiatives as a member of YPO and mentor for NAIOP's Developing Leaders program. He serves on various boards including The Bishop's School, Rady Children's Hospital Foundation and Vesta, a dual listed (NYSE: VTMX, BMV: VESTA) publicly traded, Mexico-based industrial real estate firm. Doug and his family actively support Rady Children's Hospital through the annual Nikki St. Germain Memorial Golf Tournament which has raised \$1.25 million to date.



BEN BADIEE
President & CEO
Badiee Development Inc.

Ben Badiee is the founder and CEO of Badiee Development and has been involved in development for 30 years. Badiee has developed and has been involved with millions square feet of Class A real estate projects, including industrial, and logistic projects. Ben has a strong proven track record in real estate development and has also started several other successful business ventures throughout his career. He is involved in a variety of mentorship programs including NAIOP and has mentored hundreds of young professionals. Ben has also been included on the list of the 50 Most Influential People in San Diego and was recently nominated to the SDBJ 2018 list of Most Admired CEO's and featured in Success Magazine.



TONY BARENGO
Head of Commercial Real Estate
CDC Small Business Finance

Tony Barengo is a stalwart in commercial real estate lending, boasting 20 years of industry experience, including 18 years at CDC Small Business Finance, now part of the Momentum Capital branded family of organizations. Tony joined the nonprofit mission-driven lender in 2005 and was repeatedly promoted -- since 2023, he's led the organization's SBA 504 and commercial real estate lending division, overseeing 34 employees. Since taking leadership in 2016, Tony has significantly contributed to the growth of our local economy, helping borrowers secure 329 loans in San Diego County totaling over \$853 million. Of those loans, 50 were to small businesses owned by women and 72 to BIPOC-owned businesses. Nationwide, Tony's team deployed more than \$235 million in lending in 2023, creating over 1,100 jobs, including \$84 million to BIPOC-owned businesses. Tony also heads up Momentus' signature SBA-alternative loan programs, providing underestimated communities nationwide with access to capital.



KAREN BURGESS
Chief Operating Officer
NAIOP San Diego

The cornerstone of NAIOP San Diego's success for over 35 years, Karen Burges is COO of the influential commercial real estate development association comprised of over 750 industry leaders. Karen leads alongside her stellar Board of Directors who navigate several important components of the CRE industry such as mentorship, education, giving back, member engagement, civic engagement and scholarships. She partners with local universities to support their real estate programs overseeing NAIOP SD's University Challenge, where local university students work with NAIOP members to present development plans for a pre-selected site in a competition. As a leader in the community, she also established and grew the 501(c)(3) NAIOP San Diego Foundation, which supports Camp Pendleton's 1st Marine Recon Battalion, veteran homeless and scholarship giving. Making a difference in the lives of many is her mantra.



MATT CARLSON
Executive Vice President
CBRE

Matt Carlson, an executive vice president at CBRE in San Diego, focuses on investment sales within the office, industrial products in San Diego, and life sciences facilities, conversions and development. Matt has two decades of experience and has transacted over \$6.6 billion for institutional owners. Before becoming an investment sales professional, Matt was a top leasing professional in San Diego, having transacted over 11 million square feet. Matt has consistently been honored on CBRE's top producer's list and, in the last couple of years, has been a part of two of the most significant transactions in the region: Ionis Pharmaceuticals Campus and the CUBIC San Diego campus. Recently, Matt was selected as the Co-Head of U.S. Office Capital Markets, overseeing the West region, in addition to his work in San Diego. Matt holds a bachelor's degree from Princeton University, where he won two national titles on the men's rowing team.



BRYAN CLARK
Managing Director
JLL

Bryan is a Managing Director in the San Diego office of JLL Capital Markets, Americas. He joined JLL as part of the HFF acquisition and has more than 19 years of experience in commercial real estate finance. He is primarily responsible for originating senior lien and mezzanine commercial real estate debt, preferred and joint venture equity placement transactions throughout the United States. Bryan started at HFF in July 2011. Before that, he served as director at ARG Capital Partners, where he was responsible for the origination of debt and equity transactions nationwide as well as the maintenance of lender relationships. He graduated with honors in real estate and finance from San Diego State University and holds a Master of Real Estate Development from the University of Southern California. He is a member of the local chapters of the ULI, NAIOP, ICSC and CCIM.



ROCCO CORTESE
CEO
Intersection

Rocco Cortese, CEO and Co-Founder of Intersection, formulates, guides and maintains the company's strategic plan, which determines its overall direction and profitability. Rocco has been an active California real estate broker since 1987. His 35 years of experience in the industry have enabled him to navigate through the ever-changing cycles of commercial real estate and establish strong relationships with private and institutional clients. Rocco's commitment to continuous improvement has led him to leadership roles in Entrepreneurs Organization (EO), serving in numerous board positions and culminating in his role as President of the San Diego Chapter in the 2021/2022 fiscal year. Today he continues his service sitting on the global leadership committee for EO. He is a self-described learning junkie reading books and listening to numerous podcasts about leadership and business strategies. He donates time as a mentor to young entrepreneurs and college students.



THOMAS CROSBIE
Founding Partner
Crosbie Gliner Schiffman Southard
Swanson LLP (CGS3)

Thomas Crosbie is a founding partner at Crosbie Gliner Schiffman Southard & Swanson LLC (CGS3) and has extensive experience in acquisitions/dispositions, financing, leasing and construction in connection with commercial, residential, industrial, retail and mixed-use projects nationwide. Known for his ability to get the most difficult of deals done, he has negotiated the purchase and sale of thousands of commercial properties and routinely serves as counsel to borrowers and lenders regarding commercial loan transactions and workouts. On the development front, he has vast expertise in ground-up development and redevelopment projects, including drafting/negotiating development agreements, CC&Rs, REAs and construction contracts for commercial/industrial, multi-family and mixed-use projects. Currently, he is involved in the extensive expansion of Rady Children's Hospital, which encompasses a seven-story medical tower -- the largest project in the pediatric facility's 70-year history. A member of NAIOP, he holds a J.D. from Northwestern University and a B.A. from Columbia University.





We Manage Your Project Like We Own It.

Kattoula & Associates is a private development firm that specializes in obtaining discretionary permits. In addition to discretionary permits, we also obtain building permits, grading permits, and several other types of regulatory permits that may be required as part of a new development project. We are a full-service company and can help you throughout the entire development process, starting with identifying and securing a property, obtaining a discretionary permit (ie, rezone or conditional use permit), retaining and overseeing the technical team (i.e. engineer or architect), representing the project owner at public meetings (i.e. planning commission or city council meeting), obtaining a building permit and recommending a general contractor that specializes in your type of project.



Congratulations
Vince Kattoula
 FOUNDER & CEO



At Kattoula & Associates, we pride ourselves on seeking the least difficult permit process that would get your project approved the quickest.



LEADERS of INFLUENCE in COMMERCIAL REAL ESTATE 2024



ESPERANZA DANIEL
SVP, Relationship Manager
Enterprise Bank & Trust

With more than 15 years of commercial banking experience, Esperanza Daniel serves as Senior Vice President, Relationship Manager at Enterprise Bank & Trust, dedicated to the financial success of San Diego business leaders and individuals. Playing an integral role in expanding Enterprise's footprint in Southern California, Esperanza specializes in commercial lending, facilitating funding for several local developers focused on multifamily projects, resulting in hundreds of new affordable housing options for those who need it most. As a San Diego local, Esperanza is also deeply committed to giving back to the community, volunteering with organizations such as Big Brothers Big Sisters, Make-A-Wish Foundation and Junior Achievement. Her dedication to success for both businesses and her community underscore why she is a valuable member of Enterprise and the San Diego community as a whole.



RYAN EGLI
Executive Vice President
CBRE

Ryan Egli is an Executive Vice President at CBRE. He is a leader in the office and life science sectors in San Diego County and has been a part of some of the region's top office and life science transactions. He represents both office and life science tenants, as well as provides landlord advisory services. Ryan's success has propelled him for two consecutive years (2022, 2023) into CBRE's Americas Top 3%. Internally, Ryan is a two-time winner of CBRE San Diego's William H. McCarthy Memorial Award, the office's highest award for representing excellence in client services, professionalism, and integrity. In 2022, he was selected as the San Diego's Top Producer and Mentor of the Year. Ryan has earned praise for his expertise from NAIOP, the San Diego Business Journal and the Real Estate Forum. Ryan holds a degree from Miami University in Ohio.



MATTHEW ELLIS
Principal
PGAL

Matthew Ellis, AIA, NCARB, is the celebrated leader of PGAL's San Diego office. Matthew has a variety of experience ranging from design and construction of single-family residential to commercial and institutional design. Recognized widely in Southern California for his contributions to the Hospitality Design industry, Matthew, as founder of Bluemotif Architecture (2002), is the recipient of numerous design accolades. His collaborative approach to design, documentation, and construction lend to unique design solutions and mutual respect from his peers in the commercial real estate industry. For over 25 years Matthew has been at the forefront of San Diego architecture and interior design, designing iconic restaurants including Juniper & Ivy, Kettner Exchange, and Cowboy Star. Matthew has also served as a key figure in San Diego's Life Science boom, planning and designing campus amenities for major developers including Alexandria (Farmer & The Seahorse, Green Acre, Park Commons) and Longfellow (Biovista and Bioterra).



NICK FRASCO
Partner, West Region
Longfellow Real Estate Partners

Nick Frasco is responsible for strategic growth in the Western U.S. and operations in Southern California including oversight of acquisitions, development, asset management, design and construction, property management, and leasing. Prior to joining Longfellow, Nick served as Senior Director in the San Diego office of real estate capital markets intermediary HFF where he was responsible for over \$2 billion of life science, office, and industrial investment sales. He is a 2007 graduate of the University of Southern California, Marshall School of Business, BSBA Real Estate Development and received his Certificate in Real Estate Finance, Investments, and Development from the University of San Diego in 2012.



PETER FRITZ
Managing Director, San Diego
Longfellow Real Estate Partners

Peter Fritz serves as Managing Director, San Diego, for Longfellow Real Estate Partners, the largest privately held investor, operator, and developer of life science real estate. In this role, he sets and executes the strategy for continued growth and operations in the San Diego region alongside Longfellow's executive leadership. Prior to joining Longfellow, Peter was Vice President at Project Management Advisors Inc. where he oversaw the delivery of over 2 million square feet of life science, commercial office, and retail development.



ALEX GUYOTT
Development Manager
Hensel Phelps

Mr. Guyott has spent his 18-year career in real estate with the Development arm of Hensel Phelps, and is instrumental in expanding their hospitality footprint in Southern California. Alex has overseen the delivery of over 2,000 hotel rooms valued at \$780 million. Notable projects include the Hilton San Diego Bayfront, Hotel Indigo San Diego, Marriott Residence Inn/Springhill Suites Downtown San Diego Bayfront and the InterContinental San Diego. Currently, Alex is responsible for sourcing new opportunities across multiple asset classes (hospitality, multi-family, mixed-use) and overall project oversight for Hensel Phelps Development in the western United States. At the project level, roles include upfront feasibility analysis through proforma modeling, performing due diligence, building strategic teams to execute design and construction, assisting with project financing, managing the entitlement process and securing approvals at all levels, contract negotiations, design and budget management and liaison to investors, lenders, consultants, general contractor, municipalities and various



MIKE HOECK
Executive Vice President
CRBE

Mike Hoeck is a recognized San Diego real estate industry leader, representing various San Diego companies and sophisticated real estate owners. Mike has a unique ability to position his clients to formulate and execute optimal lease strategies. The San Diego Business Journal, Real Estate Forum, Globe St., and Costar have recognized his success. In 2023 Mike finished the year as one of the CBRE Americas Top 20% and won the highest local honor of the Robert T Merkin award. Mike served on the NAIOP Board and co-chaired the inaugural award-winning Developing Leaders program. Through NAIOP, Mike developed a nationally recognized Mentorship program that has helped hundreds of younger professionals in the industry. Mike holds a bachelor's degree from San Diego State University.



MARK HOESTRA
President & Co-founder
Intersection

Hoekstra is responsible for ensuring that Intersection delivers on its brand promise and quality standards on a day-to-day basis across the organization. Mark has more than 35 years in commercial real estate and an intimate, working knowledge of all facets of the industry. An effective communicator and leader, he ensures that his clients and team regularly set new standards of excellence within the Intersection CRE portfolio. Mark shares a commitment to learning and growth as he is actively involved in several commercial real estate associations and philanthropic efforts. He has served as Past President of both the USD Alumni Association and the Escondido Sunrise Rotary Club. He also serves as a member of USD's Burnham-Moores Center for Real Estate - Commercial Real Estate Committee and is a past director of the San Diego County Commercial Association of Realtors and Center City Advisory Committee (CCAC). Most recently Mark earned his master's degree in Entrepreneurial Leadership from his alma mater, the University of San Diego, where he earned undergraduate



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KRISTIN HOWELL

VP & Director of Business Development
Meissner Commercial Real Estate Services

Kristin Howell's experience in the real estate industry spans over thirty-five years, managing all asset classes. Kristin's roles include supervising a management portfolio, capital improvements, and leasing teams. Kristin also spearheads the Business Development department where she is responsible for client relationships, bringing on new business, and keeping the Meissner name out in the industry. Kristin serves on the Real Estate Committee of the Burnham-Moores Center for Real Estate at the University of San Diego, as Secretary of the Board for the Jacobs and Cushman San Diego Food Bank and is President of REstart San Diego. Kristin is currently a member of the San Diego Building Owners and Managers Association, serving on the Board of Directors for nine years and as the organization's President in 2014 and 2015. Kristin holds an RPA and an FMA from BOMI International, and a BA in Political Science from California State University Bakersfield.



VINCE KATTOULA

CEO
Kattoula & Associates

Vince Kattoula is the CEO of Kattoula & Associates, a San Diego based private development and permit expediting firm. His firm represents several commercial real estate investors, local business owners and property owners in navigating the bureaucratic hurdles of real estate development. Kattoula's business philosophy is simple; to seek the path of least resistance by leveraging loopholes in local zoning ordinances, utilizing his past experience processing permits for the County of San Diego and overseeing his regular team of engineers, architects and technical specialists, all of whom understand his expectation of delivering the best possible outcome for his clients. He successfully expedites permits by utilizing his knowledge of zoning codes, advocating to key decision makers and negotiating with staff for lower-level permits, all while maintaining his clients' development goals. A few of his recent project successes include negotiating a NNN lease with Starbucks and obtaining a discretionary permit waiver for the drive-thru site (saving two years and \$250,000 in fees), rezoning a former neighborhood commercial zoned site to allow wholesale activities in under eight months, obtaining a discretionary permit for a day care in under four months and negotiating out of a required conditional use permit and into a six week ministerial permit for a 28,000 square-foot commercial real estate expansion (saving three years and \$300,000 in fees).



FERNANDO LANDA

Partner
Harvest LLP

Fernando specializes in commercial real estate matters with broad expertise working on large transactions across the country and across the asset spectrum. As former General Counsel of a large real estate company, he understands the client perspective and brings a grounded, business-minded approach to the practice of law. Fernando represents public real estate investment trusts, private equity funds, institutional investors, and entrepreneurial developers in the acquisition, development, financing, leasing, and disposition of commercial real estate assets. While he specializes in transactional matters, he also possesses a unique expertise in distressed real estate workouts and the sale of commercial real estate assets through the judicial process. Regardless of the type of deal or issue at hand, Fernando brings to his client's team a depth of legal and business knowledge that is only gained by real-world experience. Fernando currently serves on the board of the San Diego Chapter of NAIOP.



MICHAEL LEAKE

Partner
Sheppard, Mullin, Richter & Hampton LLP

Michael Leake is Co-Leader of Sheppard Mullin's 120-attorney Real Estate, Energy, Land Use & Environmental practice group. Michael represents real estate investment funds, REITs and developers in the acquisition, leasing, financing and disposition of real estate assets. Michael's most recent noteworthy transactions: Completed real estate due diligence for Public Storage's \$2.2 billion acquisition of the Simply Self Storage portfolio from Blackstone Real Estate Income Trust, Inc. The portfolio consists of 127 wholly owned properties and 9 million net rentable square feet across 18 states. The acquisition will allow Public Storage to deepen its presence in high-growth Sunbelt markets as 65% of the properties are located in such areas. Represented Realty Income in its \$1.5 billion sale-leaseback transaction to acquire 415 single-tenant convenience store properties located in 13 states along the eastern seaboard - expected to represent approximately 14% of Realty Income's total portfolio annualized contractual rent.



JASON LEE

CEO
JLM Real Estate, Inc.

Jason Lee is a multi-family real estate broker, and CEO of JLM Real Estate, Inc. JLM is a commercial real estate brokerage firm in San Diego County specializing in sales, financing, and 1031 exchanges. Lee owns and operates a \$10 million real estate portfolio comprising more than one hundred units in San Diego County. He represented over 150 real estate investors, closing \$3 million-plus deals over five years, and he sold more multi-unit properties in 2021-2022 than any other Broker in San Diego. With a sales team of 16 agents and admin staff, JLM Real Estate ranked No. 3 on the 2023 San Diego Business Journal's Fastest Growing Companies list - and No. 18 on its 2024 Commercial Real Estate list. SDAR honored Lee as one of its 2024 - 30 Under 30, and the SD METRO featured him as a 2024 San Diego Men of Influence. For Jason Lee, success is not just about money -- it is also about being able to support his team and the people he loves and having time to spend with them. Lee also uses his success to give back to people who are less fortunate than him.



JAY MATTHES

Chief Operating Officer
Capstone Advisors

Jay Matthes is chief operating officer of Capstone Advisors, a diversified real estate investment and development company based in Carlsbad. Matthes leads company operations, manages overall asset strategy and develops vital relationships in new markets to support Capstone's growing portfolio. Prior to joining Capstone Advisors in 2021, Matthes led both operational and financial aspects of retail, office, industrial, multifamily and hotel investments and developments throughout the U.S. He previously worked as executive vice president at American Realty Advisors, where he oversaw a \$1.6 billion retail investment portfolio totaling more than 5.4 million square feet. Matthes earned a Bachelor of Science degree in industrial engineering from the University of Nebraska-Lincoln. He then served in the U.S. Navy as a Lieutenant in the Civil Engineer Corps. After his time in the Navy ended, Matthes earned his Master of Business Administration degree from Columbia Business School.



PENNY MAUS

Founder & CEO
propertyworx LLC

In January 2024, Penny launched propertyworx LLC, which she founded to offer real estate and land use consulting services. Using her public and private sector experience, Penny supports clients with: preparation of solicitations and responses, entitlement strategy, transaction support, project management and more. In just a few short months she has successfully negotiated transactions that have resulted in positive returns for her clients, paving the way for them to reinvest in their properties and expand their portfolios. Until late 2023, Penny served as the City of San Diego's Director of Real Estate & Airport Management, where she led the redevelopment effort for the Midway (Sports Arena) District, increased department revenues by over \$12 million in FY2023 and reduced the backlog of lease holdovers by 3%. Penny serves as Secretary for the SD Board of Directors of the exclusive Land Economics Society, Lambda Alpha International, and on the SD-TJ Programs Committee of Urban Land Institute.



KEEGAN MCNAMARA

CEO
Folio Real Estate Group

Keegan McNamara is a multi-family real estate broker and founder of Folio Real Estate Group and MV Properties. Folio is a commercial real estate brokerage firm specializing in real estate investment properties, sales, and 1031 exchanges. MV Properties manages 500-plus residential units in San Diego. McNamara's foresight in founding Folio, a brokerage firm that guides clients in building wealth through multi-unity real estate combined with a property management to manage clients' properties equals a turnkey success for investors and tenants. With ranking No. 2 on the 2022 San Diego Business Journal fastest growing companies and appearing on the 2024 Commercial Real Estate list, Keegan still finds time to serve the community as BOD Chair of Barrio Logan College Institute, Board Member of Rise Up Industries and Alumni Board of Directors for the UCSD Rady School of Management. He is active in the Urban Land Institute (ULI), the Building Industry Association (BIA) and the land economics society, Lambda Alpha International (LAI).



LEADERS of INFLUENCE in COMMERCIAL REAL ESTATE 2024



TIMOTHY MEISSNER

Founder & CEO
Meissner Commercial Real Estate Services

Timothy Meissner has over 40 years of experience in commercial real estate including advisory services, asset management, acquisition, disposition, finance, leasing, construction and property management. His career path has been focused on commercial real estate transactions and the formation of Meissner Commercial Real Estate Services, a vertically integrated operating business that manages a client portfolio valued in excess of \$1 billion. Tim Meissner's primary functions include but are not limited to business growth and development as well as mentoring the firm's Senior Management Team. Tim has a well-known reputation of high integrity and performance within the real estate community. He is a member of the USD Burnham-Moores Center for Real Estate, member of The San Diego Foundation CRE Board, member of the Bank of Southern California Advisory Board.



MISTY MOORE

Managing Director, Tenant Representation
JLL

Misty Moore, Managing Director, Tenant Representation at JLL, is one of a handful of female power brokers across all sectors of brokerage in San Diego. For the past 10-plus years, Misty has overseen a leased portfolio consisting of more than 1.4 million square feet of off-campus real estate for the University of California, San Diego, in addition to capital markets transactions, agency leasing and development. This past year, she elevated her role with another major client, overseeing lease transactions nationally and internationally. Misty sits on the UCSD Real Estate & Development Undergrad Advisory Board and advises students and faculty on academic programming and development. For 23 years, Misty has been a member of CREW San Diego, a professional association that advances all women in commercial real estate. Misty serves on the CREW San Diego Legacy Advisory Group and also served as a board member and national delegate for many years.



VINCENT MUDD

Managing Principal & Market Leader
Steinberg Hart

For 35 years, Vincent Mudd, Managing Principal at Steinberg Hart, has played an integral role in the development of more than 4 million square feet of corporate, institutional, and residential real estate. From the fully modular infrastructure of Lenovo's 145,000-square-foot R&D Facility, the 13-acre mixed-use hotel, office, and experiential/interactive museum complex for Legacy International, to multiple Residential towers, LLMC's modular Neo-Natal facility and assisting PLNU with its efforts to reimagine an operational model for the CVOTC, Vincent is consistently innovative. By studying proposed zoning standards, Vincent's award-winning architectural firm, and 2023 AIA California's Firm of the Year, is working with property owners on the highest and best-use strategies to maximize their real estate value. Having Chaired SDREDC, SD Regional Chamber of Commerce, and organizations focused on our bi-national region's growth and retention of companies and talent, Vincent is consistently at the center of our region's real estate growth and prosperity.



TIM OLSON

Senior Managing Director & Market Lead
JLL

Tim Olson is a Senior Managing Director and Market Lead for JLL San Diego, a Fortune 200 commercial real estate services company. In this role, he leads the landlord leasing and tenant representation teams and oversees the coordination of JLL's San Diego office operations and strategy. As a player-coach, Tim also works as a broker, assisting building owners and tenants in leasing office, life science, and R&D spaces throughout San Diego. With over 20 years in the commercial real estate industry, Tim has built a diverse client portfolio. His clients include real estate investment trusts, institutional and private owners of real estate, as well as large and small corporations and startup companies. Throughout his career, Tim has been involved in more than 780 transactions totaling 15 million square feet with a value exceeding \$2.9 billion. Tim is actively involved in the San Diego real estate community, mentoring college students interested in the industry. Tim is also involved in his local community as a youth sports coach. He can be reached at tim.olson@jll.com or 858-692-7373.



CONGRATULATIONS, ESPERANZA DANIEL!

Recognized as a 2024 Leader of Influence in Commercial Real Estate by the San Diego Business Journal

Thank you for your leadership and dedication to helping San Diego businesses reach their goals.



LEADERS of INFLUENCE in COMMERCIAL REAL ESTATE 2024



STEVEN OTTO

Partner
Crosbie Gliner Schiffman Southard & Swanson LLC (CGS3)

Steven Otto is a partner with Crosbie Gliner Schiffman Southard & Swanson LLC (CGS3). With expertise in structuring/negotiating complex transactions - Steven's skill set spans the acquisition, development, leasing, licensing and sale of office, industrial/ retail portfolios and mixed-use projects. He has negotiated numerous master developer and merchant builder agreements as well as private party development agreements for shopping complexes and residential developments and played a key role in one of the country's largest nuclear power generating sites. He understands both the real estate related legal issues and the impact of the operational technology on a site, drawing on his engineering degree and his military service to develop solutions to complex issues and deal structures. A member of NAIOP and Lambda Alpha International, he holds an M.B.A. from the Rady School of Management at UCSD, a J.D. from George Washington University and a B.S. in engineering from the U.S. Naval Academy.



MARK READ

President of Brokerage
Kidder Mathews

Mark Read has been instrumental in Kidder Mathews' rapid expansion over the past nine years, overseeing three regional presidents of brokerage. Under his leadership, each region, including Southern California/Arizona, Greater Los Angeles, and Northern California/Nevada, has successfully recruited new rosters of brokers, driving record-breaking growth. Despite industry contractions, Kidder Mathews has added nearly 135 brokers to these regions since 2021. Mark's contributions have earned recognition from Kidder Mathews' executive leadership, resulting in two promotions since joining in 2015. As the current President of Brokerage companywide, he leads the division across 19 offices spanning Washington, Oregon, California, Arizona, and Nevada. Mark's impact extends beyond the company, earning him consecutive recognitions on the San Diego Business Journal's "SD 500 Most Influential People in San Diego" list since 2019, and inclusion in their Leaders of Influence in CRE list for the first time last year.



TD ROLF

Principal
Re:Align

As a current commercial real estate broker and former corporate attorney, TD has spent his entire career counseling private and public companies in all aspects of their business. With that experience, TD brings a higher level of expertise to his clients' real estate requirements and a better understanding of their financial and operational business drivers in order to deliver the most efficient, flexible and cost-effective real estate solutions. TD specializes in representing a wide range of corporate tenants in the life sciences, business services and technology sectors.



DANIEL RYAN

Co-President & Regional Market Director - San Diego
Alexandria Real Estate Equities, Inc.

Daniel Ryan is Co-President and Regional Market Director - San Diego of Alexandria Real Estate Equities, Inc. During his nearly 15-year tenure with the renowned developer, Ryan has been responsible for the growth and management of the region's asset base and operations, and led developments, redevelopments, joint ventures, financing, leasing, and more prioritizing innovation companies in San Diego and beyond. Ryan is a long-time board member of San Diego Regional Economic Development Corporation (EDC), a nonprofit that mobilizes business, government, and civic leaders to maximize San Diego's economic competitiveness. Ryan also co-chaired EDC's Life Sciences Task Force-a coalition of local companies that worked with the City of San Diego Development Services Department to streamline permitting processes for priority projects with outside job impacts. This partnership resulted in the establishment of a dedicated life sciences permitting team within the City of San Diego to facilitate the expansion of this high-value industry.



ANDREW SEXTON

Principal
Re:Align

Andrew is a commercial real estate broker with a unique background in technology and venture capital. Andrew brings a unique business perspective to his clients' real estate requirements, enabling him to truly align their business goals and objectives with the ideal facility solutions. Andrew's insight into the financial and operational demands of emerging growth companies helps his clients avoid the common pitfalls faced by early-stage firms when dealing with real estate issues and instead those companies are freed up to focus on their core business, saving them valuable time and capital.



JIMMY SILVERWOOD

President
Affirmed Housing

As president, Jimmy Silverwood leads Affirmed Housing in delivering safe, sustainable affordable housing communities that support residents' long-term healthy living and the vitality of the state. Jimmy focuses on Affirmed's impact, growth and culture, and he oversees all aspects of the company, including development and acquisition, asset management, finance and construction. As vulnerable populations swell, Jimmy and his team have advanced complex projects that add hundreds of new homes to San Diego's inventory and enhance its landscape. Notable examples are Tizon, a hotel-to-residential conversion that transformed an existing hotel into 175 studio apartments for low-income seniors (one of the fastest-growing unsheltered demographics), and The Orchard at Hilltop, which revives a formerly stagnant and underutilized area with a new, mixed-use, urban infill development with 113 apartment homes for lower-income households. Over the next year, Affirmed expects to surpass \$3 billion in financing.



MICHAEL SMITH

VP, Asset Management
Brixton Capital

Michael Smith, Vice President of Asset Management at Brixton Capital, has 20-plus years of experience in investment management and a record of maximizing asset performance and investor returns. A skilled business strategist and negotiator, he manages the financial and operational performance of Brixton's portfolio valued over \$2 billion, representing over 12 million square feet of investments across the U.S. Michael honed these skills during his 14-year tenure at a San Diego-based private equity real estate firm where he oversaw mergers and acquisitions, syndications and debt restructuring. He also oversaw a national portfolio, spanning over 35 million square feet of retail, office and industrial assets. Under his leadership, Brixton continues to emerge as one of the premier investment companies in the nation by facilitating alternative investments and off-market transactions. He earned his bachelor's degree from California State University, Long Beach and is actively involved in the International Council of Shopping Centers.



CHRIS TIPRE

Principal
Trammell Crow Company

Chris Tipre is based in San Diego, serves as Principal for Trammell Crow Company (TCC), and leads the national developer's local expansion into San Diego. He re-established the firm's office in the market and is responsible for overseeing the business, which currently includes three life science facilities, and three multifamily projects, which are under construction or in predevelopment. While building the team in San Diego, Chris also manages capital relationships, and works alongside brokers, architects, contractors, and consultants in the sourcing, shaping, and execution of new development projects. Chris leads the company's local land and deal sourcing, financial analysis, due diligence, entitlements, debt and equity capital relationships, development coordination, and project leasing for life science, office, multifamily, mixed-use and industrial developments. His efforts have created a San Diego pipeline encompassing more than 1.3 million square feet of off-market development opportunities equating to over \$1.1 billion in expected total project costs.



LEADERS of INFLUENCE in COMMERCIAL REAL ESTATE 2024



KEVIN TREMBLAY
SVP, California Markets
BioMed Realty

Kevin Tremblay serves as the Senior Vice President, California markets, at BioMed Realty, a leading provider of real estate solutions to the life science and technology industries. Kevin leads the leasing efforts for the Company's portfolio in San Diego and the Bay Area, which encompasses 7.4 million square feet of Class A lab and office space. Prior to his current role, Kevin served as Vice President, San Diego Market Lead. He joined BioMed Realty in 2013 after an extensive career as a commercial real estate professional in the San Diego market. Overall, Kevin has worked in the industry for 22 years.



STACEY TYREE
Principal
Re:Align

Stacey is a commercial real estate broker with 15 years of experience as a commercial real estate attorney. Stacey is uniquely qualified to assist corporate clients in negotiating the best terms for their deal. Stacey has extensive knowledge of leasing and development transactions and is able to navigate the many nuances and business considerations inherent in commercial real estate transactions for her clients. Stacey enjoys working with clients of all sizes and learning about their specific business operations and needs.



CHAD URIE
Executive Managing Director
JLL

As executive managing director of JLL in San Diego, Chad Urie is a co-lead for the JLL West Coast Life Sciences team, which has grown from a staff of five to a staff of 24 people in just three years. Urie is committed to promoting diversity within his team. He has partnered with San Diego Squared, an organization that provides STEM opportunities to underprivileged students in San Diego. He has a strong track record of completing large and complex deals, including one of the largest leases in San Diego history in which Neurocrine leased 535,000 square feet at Aperture Del Mar. He manages more than 22 million square feet of life sciences listings nationally for some of JLL's largest accounts. Urie was nominated for JLL's highest production honor of National MVP in 2021, 2022 and 2023 and won the award in 2022 and 2023.



JOSHUA VOLEN
Co-founder & Managing Principal
CIRE Equity

Josh Volen is the Co-founder and Managing Principal at CIRE Equity, a values-driven real estate private equity firm. With a contagious passion for commercial real estate, Josh leads the company's strategic vision and growth, focusing on acquisitions and investor relations. Since co-founding CIRE Equity in 2010, the company has completed more than \$1.5 billion in transactions and manages a \$800 million-plus portfolio. Instrumental in CIRE's success, Josh maintains a stellar 33% IRR and 2.2x realized equity. Recognizing the importance of company culture, Josh fosters authentic relationships guided by core values. He champions psychological safety and continuous improvement, shaping a culture of resilience and growth. Josh holds a BA in Political Economy from UC Berkeley and is active in EO and YPO. He enjoys family time, outdoor adventures, and giving back to the community through various charitable initiatives.







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LEADERS of INFLUENCE in COMMERCIAL REAL ESTATE 2024



KYLER WATKINS
Director
RAM Construction

As Director, Kyler Watkins has played a leading role in RAM Construction's success in the highly competitive San Diego market. Kyler has generated over \$215 million in new opportunities throughout Southern California and \$139 million in San Diego. Currently pursuing his Master of Science in Real Estate (MSRE) from the University of San Diego, Kyler leverages his education and brokerage experience to deliver exceptional client results and ensure company-wide success in the evolving real estate market. With a strong connection to the local community and active involvement in industry organizations such as NAIOP and ULI, Kyler enjoys a unique advantage in fostering valuable relationships and navigating the market's intricacies. His pursuit of excellence and commitment to innovation sets him apart and inspires others within RAM Construction and throughout the San Diego market.



AARON WEST
Managing Director, San Diego
Colliers

Aaron West serves as Managing Director of Brokerage for Colliers' San Diego and Las Vegas offices. A trusted advisor and leader, he is responsible for strengthening business development, improving service delivery, and recruiting world-class talent. He partners with sales professionals and clients to develop strategic business plans and provide superior service. With more than 15 years of industry experience, including business development and lead generation, Aaron has garnered an impressive leadership history and track record of producing positive results. With a deep understanding of the brokerage business, he brings a unique and well-rounded perspective into his dual-market leadership role. Providing best-in-class service and results to Colliers' clients, including owners, occupiers, investors, and developers, he is dedicated to the constant pursuit of improvement, creating unsurpassed intellectual capital within the market.



JEFF WOOLSON
Vice Chairman
CBRE

Jeff Woolson is a Vice Chairman and leader of CBRE's Golf & Resort Group, based in San Diego. Throughout his 30-plus-year career at CBRE, he has personally sold more than \$2.8 billion in leisure properties throughout North America. These properties include public and private golf courses, ski resorts, golf resorts, marinas, master-planned golf communities and developable land. Jeff has consistently been recognized for his regional and national performance. In 2023, he earned the title of Vice Chairman, the highest title for professionals in the company. He also finished 2023 as one of the CBRE Americas Top 1% and San Diego's Top Producer. Jeff is a member of the National Golf Foundation, United States Golf Association, and National Golf Course Owners Association and served in a leadership capacity for the ULI Recreational Development Council. He is a Century Club of San Diego member, chairing the ProAm Committee since 2017.



ALEX ZIKAKIS
Founder & CEO
Capstone Advisors

Alex Zikakis is the CEO and founder of Capstone Advisors, a diversified real estate investment and development company based in Carlsbad. Zikakis oversees the firm's investments in commercial properties and residential land acquisitions, land entitlement, commercial property development and operations, asset management and institutional investment strategies. Zikakis has an MBA from Cornell University and a BA in finance from the University of Colorado in Boulder. He is a member of the Building Industry Association, the International Council of Shopping Centers, the National Association of Industrial and Office Properties and the Urban Land Institute. He currently serves as an advisory board member for the Program in Real Estate at the University of San Diego and is a past advisory board member at Cornell University and the University of Colorado. He is a past recipient of the Ernst & Young Entrepreneur of the Year award for real estate and financial services.



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DEVELOPMENT

2-BUILDING INDUSTRIAL CENTER IN OTAY MESA
TOTALING 242,969 SF
DIVISIBLE TO 25,995 SF

SANYO LOGISTICS CENTER

Sanyo Logistics Center comprises two Class A industrial buildings available for lease, strategically located in San Diego's Otay Mesa neighborhood. Positioned at 2080 Sanyo Avenue and 9350 Airway Road, this property resides at the heart of Otay Mesa's white-hot industrial market. Highlights include:

- Class A corporate facility
- Best access in Otay Mesa
- Freeway frontage signage
- Superior dock loading capabilities
- No mezzanine, maximizing warehouse area for optimal functionality
- Directly off SR 905 and Otay Mesa Road

CONTACT



CHRIS HOLDER, SIOR
Executive Vice President
License No. 00894854
+1 619 871 9028
chris.holder@colliers.com

MARK LEWKOWITZ, SIOR
Executive Vice President
License No. 01785338
+1 858 922 8988
mark.lewkowitz@colliers.com

WILL HOLDER
Associate Vice President
License No. 02034306
+1 619 964 1307
will.holder@colliers.com



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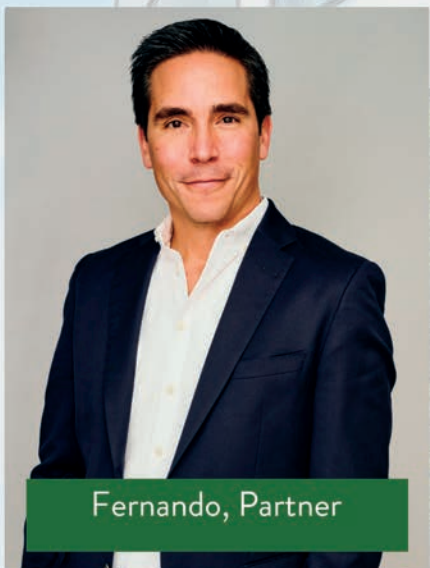
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With years of experience in handling complex CRE transactions across all asset types, both are talented and deal making attorneys whose success is a testament to CGS3's commitment to client service.

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Congratulations to Fernando Landa on his selection to the 2024 Leaders of Influence in Commercial Real Estate



Fernando, Partner

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