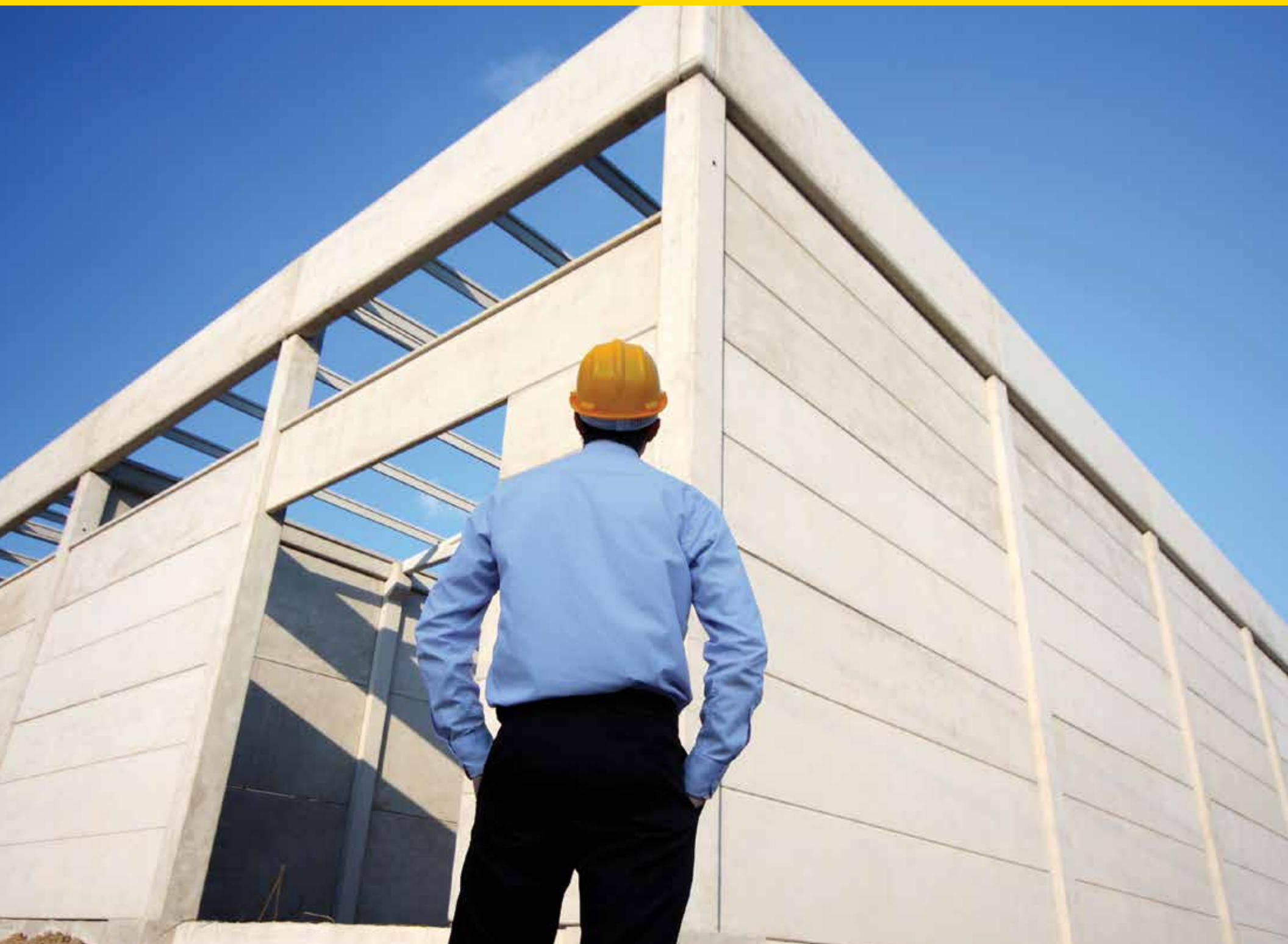


WHO'S WHO IN COMMERCIAL REAL ESTATE & CONSTRUCTION

MARCH 8-14, 2013 • VOL. 14, No. 1



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Rebounding industry charts path to economic recovery

The 2013 edition of Who's Who in Commercial Real Estate & Construction captures the spirit of the turnaround taking place in construction, leasing and other commercial real estate activities in our region.

What's especially gratifying for those in the business is to see that transactions have begun a slow return to the pace of pre-recession levels. Helping things along are record-low interest rates and a recovery in technology and manufacturing.

For Pacific Coast Business Times and our readers, Who's Who in Commercial Real Estate & Construction has been an essential part of our editorial calendar since 2002. Because the politics in much of our region favor a slow-growth approach to development, the construction and commercial real estate industries are an exercise in persistence and patience. This is a game that only rewards players who can manage risk, wait decades for entitlements and slowly build market share.

The men and women profiled in this section have learned how to navigate the tough rules for development and they have created the distinctive style that marks the commercial landscape in our region. Many of those profiled in our Who's Who section specialize in niche industries or in geographic sub-markets, whether they be the Conejo Valley or Simi Valley, West Ventura County, the South Coast, the Santa Ynez Valley/Lompoc, Santa Maria Valley, South County San

Luis Obispo or North County SLO.

However, technology is rapidly advancing the skills of the most place-based experts. The commercial real estate sector continues to use technology to deliver new services to customers. And green building practices are now part of the established order for new construction and renovation.

To compile our section, we look first to our own Top 25 lists of contractors and commercial real estate brokerages. We seek nominations via public announcements in traditional and social media. We look for professionals who have a clear track record and who are primarily based in the Tri-Counties.

Who's Who in Commercial Real Estate & Construction was produced and researched by Special Reports Editor Dara Barney working closely with real estate reporter Marlize van Romburgh. Advertising Graphic Artist Elizabeth Willhite designed the cover.

This year's special report would not be possible without the support of our sponsor Staples Construction Co.

Our next special report is Top 50 Women in Business, which publishes on March 22, and our Green Coast special report, which publishes on April 5.

• Contact Editor Henry Dubroff at hdubroff@pacbiztimes.com.



HENRY DUBROFF
Editor

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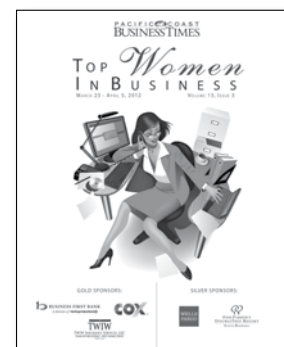
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**An awards reception will be held April 11
at the Bacara Resort & Spa from
5:30 p.m.-7:30 p.m.
to honor the winners.**

Commercial Real Estate

Greg Bartholomew

Partner
Hayes Commercial Group
Santa Barbara



As a full-time broker in the greater Santa Barbara area since 1992, Greg Bartholomew has completed more than 525 transactions totaling 5.8 million square feet and exceeding \$675 million in transaction volume, making him one of the highest-producing commercial brokers in the region. He excels in the representation of both landlords and tenants in lease negotiations. Bartholomew represents many of the area's larger office/R&D properties including the Santa Barbara Business Center and Goleta Business Park. He represents several of the region's publicly-traded firms such as Fidelity National Financial, FLIR and numerous private companies such as Nuveen and Sonos.

Jerry Beaver

Chairman
Pacifica Commercial Realty
Santa Barbara



Arriving in Santa Barbara in 1960 as a young real estate appraiser, Jerry Beaver quickly became a licensed broker and in 1969 founded Beaver-Free Corp., a household name in commercial brokerage.

Dozens of young real estate brokers got their early training at Beaver-Free, and several current brokerage firms are staffed with Beaver-Free alumni.

In 1992, Beaver merged with Invest West Management Co. to form Pacifica Real Estate Group, which now includes Pacifica Commercial Realty, employing commercial brokers with offices in Santa Barbara, Santa Maria and Paso Robles.

Jeffrey Becker

President, Founder
The Becker Group
Ventura



Jeffrey Becker is president and founder of The Becker Group, a full service Commercial real estate brokerage and property management company headquartered in Ventura County. A certified commercial investment member, real property administrator and certified property manager designee, Becker has been in the real estate industry for more than 25 years, including development, asset management and court receiverships. In addition, he's also a current and founding board member of County Commerce Bank. Becker is a graduate of East Texas State University with a bachelor's degree in business.

Paul Capra

Principal
Lee & Associates
Ventura County



In 2012 Paul Capra transacted nearly 171,000 square feet of retail sales and leases totaling just under \$20 million including the sale of a 108,382 square-foot retail redevelopment site in Oxnard and the historic Bank of A. Levy Building in Oxnard. As a member of the team that is exclusively marketing Shoppes at Westlake Village, he also executed a 13,000-square-foot lease with Total Woman Gym + Day Spa.

Capra is also the exclusive national brokerage representative for Paul Mitchell School's cosmetology education centers, and he represents LA Fitness for its Ventura County real estate needs.

Steven Battaglia

Principal
Battaglia Commercial Real Estate
Solvang



Steven Battaglia has operated Battaglia Commercial Real Estate since 2011, specializing in multi-family investments of five or more units from Carpinteria to Paso

Robles as well as commercial properties in the Santa Ynez Valley. He has been active in the commercial investment market on the Central Coast for more than 10 years where he has been involved in transactions totaling more than 1,350 units and valued at more than \$186 million. Battaglia started his real estate career in Orlando, Fla. preparing commercial appraisals in Central Florida. He then moved to Santa Ynez in 2001, where he expanded his career into professional commercial property management and then commercial brokerage.

Kevin Burnes

President
SIMA Management Co.
Santa Barbara



Kevin Burnes is president of SIMA Corp. and SIMA Management Co., which combined form an integrated real estate company that has been in business since 1984.

The Santa Barbara companies, along with the other SIMA-related entities, encompass a roughly \$400 million portfolio of properties and operating businesses.

In 1996, Burnes joined SIMA as vice president of acquisitions at the invitation of James Knell, SIMA's founder.

He has been instrumental in the growth of SIMA from \$120 million to about \$400 million. In conjunction with SIMA's management team, Burnes built a balanced portfolio.



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Clarice Clarke*Presidents*Lee & Associates
Tri-Counties

Clarice Clarke is president of Lee & Associates-Central Coast, which includes offices in Santa Barbara, San Luis Obispo and Santa Maria. She is currently the only female president in Lee's network of 46 offices across the country. Clarke is a prominent, long time dealmaker on the Central Coast with transactions in the land, office, retail and industrial sectors. She secured national retailers such as Target, Dick's Sporting Goods, Olive Garden, TJ Maxx, PetSmart, Old Navy, H&M and others in the area and represents specialty grocer "The Fresh Market" which will open this year in Santa Barbara. She sold more than 95,000 square feet of commercial real estate in 2012, valued at more than \$32 million. She also serves on the board of directors of Coastal Housing Partnership.

Francois DeJohn*Founding Partner*Hayes Commercial Group
Santa Barbara

One of the founding partners of Hayes Commercial Group, Francois DeJohn has 20 years of experience specializing in the sale and leasing of large-scale office and R&D properties in Goleta, Santa Barbara and Carpinteria.

He is well-versed in the representation of both tenants and landlords. He currently represents several of Santa Barbara's publicly-traded firms and was involved in the second-largest office sale and the largest office lease ever recorded on the South Coast.

DeJohn has represented clients in more than 900 commercial transactions totaling more than 7.7 million square feet and valued at more than \$890 million.

Steve Fedde*Senior VP*Sares-Regis Group
Goleta

Steve Fedde, senior vice president and regional partner with Sares-Regis Group, is focused on the redevelopment and adaptive reuse of functionally obsolete industrial facilities from Los Angeles to Santa Barbara. Fedde is currently overseeing the marketing and development of Cabrillo Business Park, the region's largest master-planned business park.

Walls were recently raised on three Deckers Outdoor world headquarters buildings, and FLIR Commercial Vision Systems world headquarters will commence construction this year. Fedde is president of the Ventura Maritime Foundation, past chair of the Goleta Valley Chamber of Commerce and a board member of Santa Barbara non-profit PathPoint.

Brad Golden*Major Accounts Manager*First American Title Co.
Santa Barbara

As the major accounts manager for the region for First American Title Co., Brad Golden's expertise has been in all aspects of commercial, residential and subdivision title, from the refinance of an industrial condominium to the 3,000-unit master-planned community.

He has been in the real estate industry for 18 years. He is an active member of the Builders Industry Association, a founding member of United Way's Young Leaders Society, past chair of the Ventura County Housing Conference and past chair of Housing Opportunities Made Easier. Golden was born and raised in Ventura County and lives in the city of Ventura. He attended California Lutheran University, majoring in business with a minor in marketing.

Edward Conk*President, CEO*Montecito Medical
Acquisition & Development
Santa Barbara

As president and CEO of Montecito Medical Acquisition & Development, Edward "Chip" Conk plays a dynamic and central role in the company's success and expansion. In 2006, Montecito Medical Investment Corp. was named the second fastest-growing medical related real estate company in the country, acquiring more than \$600 million in medical-related real estate. The company continues to own and manage a premier portfolio. Under Conk's leadership, Montecito Medical also developed a comprehensive, proprietary database platform that can access the top medical real estate markets throughout the U.S. and is used to enhance the business and profitability for hospitals and physicians.

Rodney Delson*Senior VP*NAI Capital
Westlake Village

Rodney Delson is senior vice president at the Westlake Village office of NAI Capital. He brings more than 25 years of commercial real estate brokerage and business experience to NAI Capital, where he specializes in multifamily investments throughout Los Angeles County.

Delson's client base includes high-net-worth individuals as well as several lenders, including First Federal Savings, Citibank and Washington Mutual.

During his career, Delson has sold more than 320 apartment buildings, negotiated the sale of two high-rise office buildings and sold more than 20 retail strip centers. His success and sales has elevated him to NAI Capital's Platinum Capital Club status.

Mike Foxworthy Sr.*Executive VP, Principal*Daum Commercial Real
Estate Services
Camarillo

As executive vice president and principal of Daum Commercial Real Estate Services in Ventura County, Mike Foxworthy Sr. works with corporations, developers and local users in need of leasing, disposition and acquisition transactions of office product and land development sites. Currently, Foxworthy is the lead sales agent for the prestigious Westlake Park Place, a 27-acre, eight-building, two-phase development of 471,000-square-foot; Woodranch Professional Center, an 85,000 square-foot, 26-building office condo development in Simi Valley; marketing team member of Simi Valley Corporate Point, a 64,111-square-foot Class A office project; and The Ridge, a two building 72,181-square-foot Class A office condo development that consists of 40 units.

Bill Hagelis*President*Hagelis Group
Ventura

Bill Hagelis has worked in the Tri-Counties for 27 years, forming his own firm in 2008 with brokers Linda Hagelis and Rob Devericks. Clients he has cultivated and new relationships give Hagelis Group projects including Oxnard Gateway Plaza redevelopment, Shopping at the Rose, Oxnard Market Place and Paradise Victoria Shopping Center, to name a few. Hagelis represents major retailers including Lowe's, Food-4-Less, FoodsCo, Islands Restaurants and Sovereign Bank. His recent transactions include the sale of Wicke's to Ashley in Oxnard and the Acapulco Restaurant building in Ventura. Previous projects include Esplanade Shopping Center, Simi Valley Town Center, Carriage Square, Riverpark and Camarillo Town Center.

John DeGrinis*Senior Executive VP*Colliers International
Tri-Counties

John DeGrinis and his team, including Patrick DuRoss and Jeff Abraham, are positioned to uncover opportunities for their clients. The team shares strategic local market insight, specializing in consulting on industrial and research and development real estate requirements in Ventura County and the San Fernando and Santa Clarita Valleys.

In 2012, Team DeGrinis completed 1.25 million square feet of transactions valued at more than \$70 million, approximately half of which was in Ventura County.

The team has also been successful moving clients from Los Angeles County to Ventura County over the past 18 months.

Tom Dwyer*Senior VP*CBRE
Camarillo

With more than 20 years of commercial real estate experience, Tom Dwyer has been a consistent top producer in the CBRE Camarillo office.

Along with his business partner Michael Slater, he has distinguished himself as an office and investment property leader in the Conejo Valley and Ventura County marketplaces. Working together, they average 150 to 160 transactions per year. In 2012, Dwyer and Slater completed more than 150 transactions totaling approximately \$138 million in consideration.

Dwyer has been in the top five in the Camarillo office every year since 1999, and has been the top producer 13 of those years, most recently in 2012.

Brad Frohling*Partner*Radius Commercial Real
Estate & Investments
Santa Barbara

Brad Frohling, recently named partner at Radius, specializes in commercial leasing and sales focusing on retail, office and industrial assets.

Frohling was one of the region's top producers in 2012 with 32 deals, including 12 sales and 20 leases totaling more than 263,000 square feet and more than \$57 million.

He has completed more than \$420 million in transaction volume since 2002, when he joined Radius.

A 1994 Westmont College graduate, Frohling was previously an Eastern United States manager for Oakley Corp. where he grew his sales division from \$8 million to \$16.5 million in three years.

Newlin Hastings*Partner*Pacifica Commercial
Realty
Santa Barbara

Newlin Hastings is the founder of Hastings Enterprises, a commercial real estate company founded in 1989 in Paso Robles that merged with Pacifica Commercial Realty in 2008.

Hastings Enterprises helped to shape Paso Robles through its brokerage services and development projects. In 2012, Hastings added a wine property division and is actively involved in the marketing of vineyards and wineries throughout the Central Coast.

Hastings began his career in 1974 in development brokerage in western Massachusetts. Moving to Paso Robles in 1979, he was a founding partner in Coldwell Banker Western Properties.