

WOMEN OF INFLUENCE: CONSTRUCTION, ENGINEERING & ARCHITECTURE

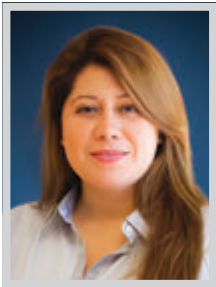


WELCOME TO THE FIFTH EDITION OF OUR ANNUAL SUPPLEMENT HONORING LA'S MOST INFLUENTIAL WOMEN in the construction, architecture and engineering fields. The building industry offers great opportunities for advancement for women. In fact, the industry has managed to avoid any gender pay gap, with women actually making about 1% more than men in average income.

There are stellar women construction professionals in the LA region we've alphabetically listed some of the best of them here. Congratulations to the extraordinary, trailblazing women who made this list and thank you for your contributions to the Los Angeles economy ... and skyline.

Methodology: The professionals featured in these pages did not pay to be included. Their profiles were drawn from nomination materials submitted to the Los Angeles Business Journal. Those selected for inclusion were reviewed by the editorial department and chosen based on a demonstration of impact made on the profession and on the Los Angeles community.

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YOLANDA ANDAS

Senior Project Manager
W.E. O’Neil Construction Co. of California

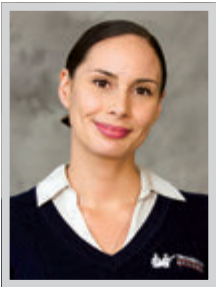
With a drive that stems from a deep sense of responsibility and integrity, Yolanda Andas is an exemplary woman of the construction industry who manages numerous fast paced projects over multiple sites. Andas has been an instrumental part of the growth of W.E. O’Neil’s Special Projects Group. Consequently, she has successfully grown from an assistant project manager to a senior project manager. Andas has proven ability to not only grow a market, but to grow the company overall. Her earlier career highlights included running a \$15 million project on her own. With the success of one project and other subsequent projects contracted, she eventually hired and grew her own team. During her eight years at W.E. O’Neil, Andas has worked in many roles from estimating, superintendent, scheduling, and project management, bringing an experience to the team that is trusted at all levels.



CASSY AOYAGI

President and Co-Founder
FormLA Landscaping

Cassy Aoyagi co-owns and leads FormLA Landscaping, a landscaping firm. She is one of the few women leading landscaping companies with construction and maintenance divisions, and on a short list of LA landscaping professionals that hold both LEED and Sustainable SITES certifications. Aoyagi’s dedication to sustainability, brought to life through the business, has made a profound impact on LA’s resilience to climate change, wildfire, and water positivity. She and her team have replaced more than 200,000 square feet of thirsty lawn with lush, leafy, wildlife-supporting habitats. As a result, each year, the company now saves LA well over 10 million gallons of water, reduces air pollution equivalent to eliminating 59 annual commutes from LA roads, saves clients’ approximately \$700,000 a year in lawn care expenses, and keeps 2400 pounds of toxic chemical fertilizers out of the watershed. Aoyagi is also known for creating beautiful aesthetics distinctive to Los Angeles.



MARIA BLAIR

Project Executive
Swinerton

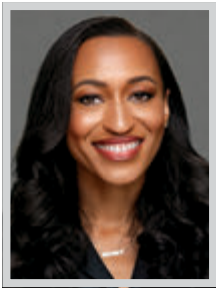
Swinerton project executive Maria Blair has been in the architecture, construction, and engineering industry for 17 years, all of which have been spent with Swinerton. She earned her bachelor’s degree from USC in Civil Engineering. She is also a LEED Accredited Professional dedicated to the incorporation of sustainable building practices in all her projects. Blair has successfully completed projects in a wide range of markets, most notably in the higher education and aviation fields. One of her most successful projects was the LAX Delta Air Lines Landside Redevelopment, which added a new 100,000-square-foot level atop the existing terminal building. She has also completed numerous projects for the California State University system, including over a dozen at Cal State Long Beach. Blair also believes in supporting the next generation of talent in the industry and serves as a leader in the Los Angeles Chapter of the ACE Mentorship program.



ELIZABETH BRINK

Co-Managing Principal; Southwest Region
and Global Work Sector Leader
Gensler

Elizabeth Brink’s professional background combines more than 20 years of communications and business strategy experience with architecture, planning, and workplace design expertise. As co-regional managing principal for Gensler’s Southwest Region, she has oversight over projects, operations, and more than 1,000 designers across the firm’s six offices in the region. She is also global work sector leader for the firm, providing essential guidance on transformational workplace strategies to clients. Brink’s strength is in developing high-performance, people-focused workplaces that leverage both changing technologies and shifting employee expectations. With a professional background that combines architecture, communications, user research, and business strategy, she brings a broad skill set, multidisciplinary perspective, and rigorous analytical process to each project. She leads teams that focus on developing real estate and workplace strategies to support businesses and communities.



ADAEZE CADET

Design Principal
HOK

Adaeze Cadet’s architectural career breaks barriers and misperceptions about the capability of Black women in architecture. Over the past 17 years she overcame discrimination, successfully performed in multiple leadership positions, and produced exceptional designs praised by Weherville, Lonny Magazine, and Design Milk, and continuously adds strength to her design teams and mentees. As design principal at HOK LA, Cadet shapes the design culture and framework at the Los Angeles studio. In addition to being a talented designer, she is also a registered architect, which allows her to effortlessly switch between project designer and project architect to provide outstanding service for clients for various large-scale entertainment, commercial and science & technology projects. The HOK LA studio is comprised of 75% female leadership and Cadet is the first female design principal at HOK, opening the door for future female design leaders.



MONICA CASTELLANOS

Senior Toll/ITS Consultant
HNTB Corporation

Monica Castellanos has built a successful, two-decade international career as a female engineer and technology expert. Her most successful and pioneering accomplishments include a wide array of experience in the planning, design, and implementation of intelligent transportation systems projects, including integrated corridor management, smart infrastructure, advanced traffic management systems, advanced traveler information systems and toll collection systems. One of Castellanos’ strengths is collaborating through all stages of the product life cycle, including functional and non-functional requirements, design, testing, implementation, operations and maintenance. At all levels of her assignments and projects, she is inclusive, engaging, respectful and serves as a great mentor as she supports her internal team along with her clients in planning, overseeing and coordinating day-to-day activities to improve the effectiveness, productivity and performance of their systems. Castellanos provides a complete perspective for transportation agencies considering tolling and intelligent transportation systems.



SHARA CASTILLO

Principal
ZGF

Shara Castillo has worked for 17 years as an architect. With projects across the country, Castillo draws inspiration from many different locales, such as Los Angeles—a melting pot of ideas, cultures, topographies, and architectural styles. Thriving on the magic variety brings, Castillo welcomes a final product that successfully integrates disparate pieces, while optimizing the local climate. This enables her to create high-impact sustainable design solutions that provide operational savings for her clients and help preserve the environment for years to come. Castillo believes architects have a vast responsibility to create buildings that can both stand the test of time and benefit the planet. Buildings can be icons to a community, able to influence positive change in the surrounding environment and among those that use and engage with the building. She knows the importance of thinking about the lifespan of a building and its potential changes over time.



GINA CHANG

Principal
CO Architects

Gina Chang, AIA, EDAC, is one of the country’s leading healthcare designers. A principal at Los Angeles-based CO Architects, Chang has accelerated healing through design for more than 20 years — especially space optimization, biophilic design, and patient and provider experience. Innovations she helped pioneer include the Universal Patient Room, which allows medical equipment to be brought to patient rooms instead of transporting patients around the hospital, potentially exposing them to germs. Chang is also an authority on biophilia in healthcare. Her projects prioritize natural light for both patients and providers, even directing natural daylight into operating rooms. Views from patient rooms and outdoor areas of respite are prioritized, extending to green roofs. Select projects include hospitality-inspired features — such as intimate nooks, terraces with views, or private seating with built-in outlets — to make patients and visitors feel welcome. Recently, she has driven caregiver-centric design to improve provider retention and recruitment.

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JESSICA COLÓN
Preconstruction Manager
DPR Construction

Jessica Colón is a preconstruction manager at DPR Construction, one of Los Angeles County's leading self-performing general contractors. With more than 20 years of experience in both operations and preconstruction and a deep background in the life science and healthcare markets, Colón works to develop alignment and relationships during preconstruction that sets a strong foundation for success that carries through construction.

As part of the Southern California business unit preconstruction leadership team and subcontract management lead, Colón guides teams to make strategic decisions early to deliver the best value in the supply chain and eliminate surprises. Colón successfully led the design-build preconstruction process for projects at Caltech in Pasadena and EVA Air in El Segundo utilizing Target Value Design principles. Under her guidance, the project team used target costing and implemented early stakeholder participation, collaborative goal development, and the pursuit of continuous improvement.



YUN DAY
Senior VP, Human Resources
Del Amo Construction

Yun Day has been optimizing employee experience for companies across the built environment for more than 25 years. As the senior vice president of human resources at Del Amo Construction, Day is much more than the company's HR technician; she's a strategic leader with a proven track record for delivering improved capacity, growth and transformation through human capital innovation.

At Del Amo Construction, Day oversees all aspects of human resources planning and continues to develop scalable infrastructure, policies and programs to effectively support business growth. She is a strategic partner and advisor to the company's other executives, skillfully balancing the needs and interests of Del Amo Construction alongside those of its people. Day is adept at translating the business context and the dynamic working market into short and long-term strategies, maintaining expertise in both operational and strategic HR practices that create synergies with business goals and objectives.



KATHERINE DOHERTY
City Engineer
City of Manhattan Beach

Katie Doherty, PE, ENV SP is the city engineer for the City of Manhattan Beach. Her primary responsibilities include of the design and construction oversight of the city's infrastructure, including streets, water system, sewer system, storm drain system, park facilities, city buildings and transportation/traffic systems. She also plays a major role in developing and evaluating the city's Capital Improvement Program, which schedules the physical improvements based on community priorities, sound planning, and revenue projections.

Current significant projects that Doherty is overseeing includes the rebuilding of Fire Station #2 to replace the original Fire Station that was built in 1954, and the Polliwog Park project which involves the installation of a playground that needs to be designed to withstand flooding, as the park also acts as a flood detention basin to collect rain runoff and protect the stormwater system from being overwhelmed.



JULIE DU BROW
Director of Communications and Partnerships
U.S. Green Building Council, Los Angeles

Julie Du Brow serves as director, communications & partnerships for the thought-leading Los Angeles Chapter of the U.S. Green Building Council (USGBC-LA). Du Brow very effectively represents the USGBC-LA membership of construction, architecture, engineering and other green building professions. She is, herself, an expert in related topics from net zero and building decarbonization to sustainable landscaping.

Du Brow has a distinctive ability to speak to the details and intersections of these professions and their impacts. As an example of this quality in her work, Du Brow elevated Earvin "Magic" Johnson Park in the public eye to illustrate how the intersection of climate change mitigation and social equity is not only possible but preferable. She also does an outstanding job promoting Los Angeles as a hub for green building innovation. The reputation she's enhanced has amplified the ability of LA-based architects, construction firms, landscapers, and related professions to set trends.

EMPOWERING WOMEN IN CONSTRUCTION

Congratulations to Swinerton's very own **Maria Blair** and **Kim Patton** on being named two of *Los Angeles Business Journal's Women of Influence: Construction, Architecture, and Engineering!* We are immensely proud of both of their contributions, not only as women, but as two of the most dedicated individuals in the construction industry. With only 10% of employees in the industry being women, Swinerton strongly supports Maria and Kim's mission to motivate women to bridge the gap and empower them to join the industry.



Maria Blair
Project Executive



Kim Patton
Sr. Outreach Manager



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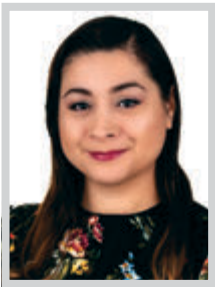


MITRA ESFANDIARI

Partner
RDC

Mitra Esfandiari, AIA is the first woman principal and partner at Long Beach-based architecture, planning, and interiors firm RDC, and leader of its rapidly growing mixed-use practice area. She has achieved this senior leadership role in the profession of architecture where only 12% of women make it to top positions with significant firms and further was the first woman principal at RDC. She has risen to be a senior principal of the firm, one of four partners and a member of the firm’s board of directors. She is instrumental in firm-wide decisions at the highest level, including decisions about finance, strategic planning, staffing and culture.

As a principal and partner, Esfandiari is responsible for the mixed-use practice area, which is of critical strategic importance to RDC. She is passionate about mentoring other women and believes that women should help one another to achieve their dreams.



CRISTINA ESTRADA-GANDARA

Project Engineer
ECC

Cristina Estrada-Gandara is a natural leader who embodies a charismatic and energetic spirit that she brings to her colleagues, vendors and clients. Her education in architecture uniquely qualifies her to understand the complexities of both the design and construction process. This skill is evident in several spectacular projects, such as Nickelodeon Studios, Pillsbury Law, Neighborhood Legal Services, and Cartoon Network. She is well respected in the A/E/C community and through her talent has made impactful contributions to the Los Angeles commercial design and construction industry.

Outside of her work at ECC, Estrada-Gandara loves volunteering and fundraising for animal and children’s disabilities causes. For several years she has supported Sketchers’ animal welfare movement, by running in the annual charity events raising money and awareness for local animal shelters. Additionally, she volunteers for Autism Speaks fundraisers, enabling the organization to raise needed funds for the Autism Response Team.

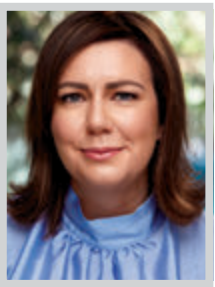


MEGAN FAIRLEY

Senior Integrative Design Manager
McCarthy Building Cos, Inc.

Megan Fairley is highly regarded by her clients, project partners and colleagues for her impressive track record of success and accomplishment. As an integrated design manager at McCarthy Building Companies, Inc., Fairley has a passion for bringing a creative approach to all components of a project. Over her ten-year career, she has successfully delivered large, highly technical multi-million-dollar projects that were long-term complex endeavors.

Fairley leads the integrated design pursuit processes through the permitting phase, working closely with the preconstruction, operations, and design teams to provide insightful feedback when evaluating, developing, and implementing constructible solutions from the documents prepared by the design and engineering teams. Currently, she is responsible for managing design risks and opportunities, working with the estimating team to maintain budget and design throughout the project, developing and monitoring expectations for schedule and quality, and working with the business development team to form narratives and strategy.



ANNE FLETCHER

Senior Principal, Managing Principal
HOK

Anne Fletcher is the managing principal at one of the largest architecture and engineering companies in the world. During her five years in Los Angeles, the practice has been delivering over \$2 billion dollars’ worth of projects in planning, design or construction across the commercial, corporate, science/technology, healthcare and aviation sectors.

Under Fletcher’s tenure, HOK Los Angeles is designing projects for clients such as Sony Pictures and Television, Brookfield, Air Lease Corporation and Longfellow Real Estate Partners along with numerous other life science, media and tech clients. The practice has also delivered in other sectors including the MRT Behavioral Health Center, USC’s first LEED Platinum building, and the City of Hope Orange County at Five Point Gateway Hospital. Currently, Fletcher is the joint venture executive for the HOK+Arup team serving as the principal architect for Los Angeles World Airport’s Design and Planning On-Call Agreement for LAX and VNY.

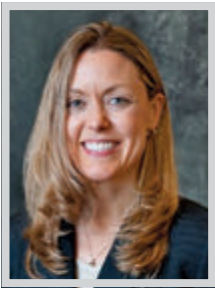


VIENNA GONZALES

Project Manager, Sankofa Park Project
at Destination Crenshaw
PCL Construction

Vienna Gonzales is project manager for the construction of Sankofa Park, the centerpiece of the 1.3-mile outdoor cultural museum, Destination Crenshaw. Celebrating the history and culture of Black Los Angeles, Destination Crenshaw will stand as a cultural hub for years to come and a beautiful visual from LA Metro’s K Line.

Sankofa Park is a unique project with a goal to leverage construction spending to invest in the economic development of the local community. Simply put, Gonzales’ role is a unique one in which she is paving the way for a better future. Born and raised in Southeast LA, the work is a meaningful application of her talents and background. Gonzales takes to heart that quality execution should be measured by more than just budgets, schedule milestones and other contractual commitments. Under her leadership, the project team is thriving.



SHARON GOOKIN

Deputy CEO
LA Metro

Sharon Gookin, the deputy CEO for LA Metro, is an innovative and collaborative leader in the transportation industry, with proven expertise driving major infrastructure projects nationwide using alternative delivery methods, including the Public-Private Partnership (P3) and Design-Build (DB) execution models.

Gookin is effective at fostering an inclusive environment and advancing career development opportunities for women and minorities in the industry. Her experience touches all aspects of project development and execution, from environmental clearance through construction phases, including acting as an owner representative on a program management contract in San Bernardino County. She has been recognized for providing gold-standard transformational leadership to drive the successful execution of several complex construction projects. Among her achievements, Gookin has effectively advanced a multi-year multi-billion-dollar transit project and maintained positive client partnerships while managing and successfully resolving significant DB Contract change orders.



CYNTHIA GUIDRY

Director of the Long Beach Airport
City of Long Beach

Cynthia Guidry is now the City of Long Beach’s Director of the Long Beach Airport (LGB). Guidry brings 27 years of local government experience in various leadership positions including 15 years in airport management. For the past five years, Guidry has served as the Deputy Executive Director for the City of Los Angeles World Airports (LAWA), the governing body for LAX and Van Nuys Airports. There, she oversaw more than 400 employees in the LAWA Planning and Development Group. She also has managed employees in the LAWA Planning, Environmental, Engineering and Facility Management Divisions.

Guidry has a background in civil engineering and project management. At LAWA, she led efforts developing new policy and procedures for LAWA’s Capital Improvement Program and managed multi-billion-dollar capital improvement projects. She also has been responsible for construction safety, logistics, inspections and quality assurance programs.



KATHERINE HALL

Talent Partner
DPR Construction

Katherine Hall is a talent partner at DPR Construction, one of Los Angeles County’s leading self-performing general contractors. In her role, Hall leads employee development and the employee experience for DPR in Southern California through one-on-one and team coaching, facilitating trainings and workshops, and supporting DPR’s strategic vision for talent development. Throughout her eight years at DPR, Hall has worked on technical projects ranging from \$5 million to \$500 million in the life sciences, healthcare, and advanced technology markets.

Hall has also filled roles in operations as project manager and design manager, most recently managing the buildout of Theragent, a cell and gene therapy manufacturing facility in Arcadia. Design, permitting and construction was conducted in 18 months during the COVID-19 pandemic and with partners located across the country. The project won the ENR California “Best Manufacturing Project” and a national award of merit from the Design-Build Institute of America.

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JENNIFER HALSTEAD
COO & EVP
Matt Construction

Jennifer Halstead has nearly 30 years of commercial construction experience and has completed over \$2 billion of projects in domestic and international markets. Her construction career spans operations positions from field engineer to president. Halstead is known for her expertise in leading integrated cross-functional teams on large, diverse projects, particularly for design-build and other collaborative delivery methods. She also brings her strategic approach to use of technology in field solutions and process innovations.

Halstead holds a bachelor's degree in General Engineering with a secondary field in Business Administration from the University of Illinois at Urbana-Champaign and a master's degree in Civil Engineering with an emphasis in Construction Engineering and Management from USC. She is a 20+ year member of the Society of Women Engineers, including past president of the SWE-RMS section. She is also a 13-time volunteer puppy raiser for Canine Companions Independence, a national service dog organization.



ILEANA HOLGUIN
Vice President
Clayco

Seasoned industry veteran Ileana Holguin is a vice president with Clayco in the institutional business unit. During her 24 years in the business, Holguin has worked on a diverse array of successful healthcare, education, commercial and parking structure projects in Southern California. She ascended from project engineer to her current position as vice president by working hard, staying true to herself, and being honest, forthcoming and a collaborative partner with all project stakeholders. In her current role, she provides business unit planning and leadership, recruiting, bid strategy and execution, owner/customer relationships, management and strategic vision to lead design and construction teams to deliver results for clients in California.

Holguin is well known in the industry and highly regarded by her clients, project partners and colleagues for her impressive track record, her knowledge in project planning, scheduling, budgeting, pre-construction and strong construction operations.



SARAH JACOBSON
President
Lamar Johnson Collaborative

As a founding member of the Lamar Johnson Collaborative (LJC), Sarah Jacobson was integral in growing the architectural design firm from a start-up of six people to nearly 40 in a year and a half. When LJC was acquired by Clayco in 2019, she served as a core member of the transition team leading the merger between LJC and Clayco's existing design-build practice, Bates Forum.

In 2021, Jacobson relocated to Los Angeles to establish and lead LJC's west coast office in Culver City. In 2022 Jacobson was named the first female president of LJC. With a background in both construction management and design, she has distinguished herself as a strong, capable leader on a wide range of developments including office buildings, hotels, high-rises, mixed-use, civic and institutional facilities. She has been involved in all aspects of project delivery from conceptual design through construction administration.



LEIGH ANNE JONES
Higher Education Leader, Principal
DLR Group

Leigh Anne Jones has first-hand knowledge of how important life experiences and personal connections are in determining individuals' futures. Her exposure to the architecture, engineering, and construction industry began with her father, who was an engineer and ran a successful engineering consultant business. Throughout her career, Jones has provided direction and opportunities for women and under-represented populations in the AEC industry. She is an active mentor within DLR Group where she supports several architects who seek guidance and direction at all levels of their careers.

Jones is also committed to making her community a better place to live and the AEC industry a better place to work. She views her leadership role at DLR Group as an opportunity to give back to others and to prepare the next generation of designers who will shape the experiences of building users around the world.



JANUARY WILSON
PROJECT EXECUTIVE, VICE PRESIDENT

CONGRATULATIONS TO JANUARY WILSON
AND ALL OF THE 2023

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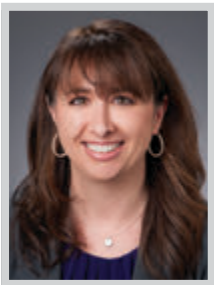
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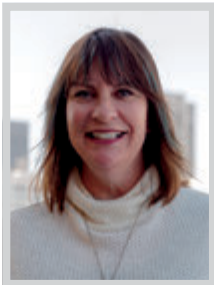
SARA KORNBLOTT
Partner
Gibbs Giden Locher Turner Senet
& Wittbrodt LLP

Sara H. Kornblatt is a partner whose law practice is concentrated in both the development and management of construction projects as well as handling claims and complex litigation matters. She is skilled in drafting and negotiating bid and contract documents for owners, contractors, and subcontractors, and handling bid protest and subcontractor substitution issues for both public entity owners and bidders. Kornblatt represents clients in both litigation and arbitration, and has successfully advocated for her clients before the California Court of Appeal, including the published opinion *Lydig Construction, Inc. v. Martinez Steel Corporation*, a matter of first impression regarding writs of attachment. Kornblatt’s unique experience in both contract drafting and litigation is an advantage for clients at all stages of a project. She drafts and negotiates bidding documents, requests for proposals, prime contracts, design-build contracts, subcontracts, consultant agreements, and master subcontract and supply agreements.



SARAH LANDSBERGER
Commercial & Risk Manager, Project Support
Webcor

The past 2.5 years of Sarah Landsberger’s career have showcased her vast array of acquired skills. After leading a \$400 million high-rise residential project in downtown LA as project director, she transitioned to a corporate commercial and risk position within Webcor’s Project Support group with a focus on Southern California. In 2016, Landsberger moved from her native Australia to Los Angeles. Her unique blend of global experience includes an intimate knowledge of the California construction industry. In her current role, she uses her commercial and risk management background to advise on Webcor’s risk appetite, tolerances, and culture within the fast-paced and quickly expanding California construction industry throughout all phases of the project life cycle. Landsberger not only works directly with project teams, but also bridges the gap between departments such as legal, accounting, insurance, and project controls and proactively seeks solutions as both a leader and navigator.



KARIN LILJEGREN
Founder + Principal
Omgivning

Karin Liljegren, FAIA has dedicated her career to community building, sustainability and advocacy by embracing adaptive reuse as a powerful means to revitalize our cities. In 1999, she worked on the very first projects under Los Angeles’ Adaptive Reuse Ordinance, which launched her nuanced understanding of the category. Today, she is seen as a leading architect helping LA to embrace adaptive reuse projects as means to address our housing shortage, support sustainable developments, and embrace community building. Liljegren became a fellow of the American Institute of Architects in 2020 based on her drive to elevate the architect’s role in urban revitalization by creating a nationally applicable model for the practice of adaptive reuse through policy innovation, strengthening industry expertise, and empowering community growth. She founded Omgivning in 2009 and has built a reputation for uncovering potential in underutilized buildings by transforming them into hotels, multifamily housing, offices, restaurants, and bars.



MICHELLE MARTINI
Senior Marketing Manager
Suffolk

Michelle Martini has managed the West Coast region for Suffolk since joining the company in January 2019. In that time, she has displayed exemplary talent, dedication, and innovative thinking that helps drive business value for the company and sets her apart from not just her colleagues but also others in the construction field. A “jack of all trades” who will jump into any task, Martini’s skillset includes graphic design, branding and identity, and proposals. The role at Suffolk as a senior marketing manager has put her talents to work in acquiring new business, employing her marketing and branding experience to fuel rapid growth across the West Region, which includes the Los Angeles metro area. Martini has successfully supported the development of multiple key Southern California projects in several industries including, but not limited to affordable housing, higher education, and hospitality.

CONGRATULATIONS
GINA CHANG



www.coarchitects.com CO ARCHITECTS

On being named one of the LABJ’s Outstanding Women in Construction and Design.

CO Architects would like to congratulate all of the Outstanding Women.



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Reaching more than 250,000 Los Angeles Business Leaders

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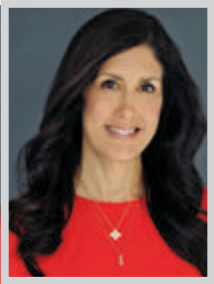


KRISTEN MAYS

Director of Marketing and Business Development
ECC

With more than 20 years marketing and business development experience, (nearly 16 years in the Los Angeles AEC industry), Kristen Mays brings a wealth of knowledge and skills to her director of marketing and business development role at Environmental Contracting Corporation (ECC). Her ability to identify business opportunities and build strong industry relationships, while simultaneously developing and executing marketing strategies ensures that ECC project teams and clients are connected and receive the highest level of service throughout each project.

Throughout her career, Mays has successfully utilized her analytic and creative talents, as well as her love of people to locate and win numerous profitable architecture and construction projects throughout the Greater Los Angeles area. While doing so, she has successfully gained a reputation of excellence in all she does and pays it forward through extensive non-profit and mentorship work in the LA community.



TERRI MESTAS

Chief Development Officer
Los Angeles World Airports (LAWA)

Terri Mestas is the chief development officer for Los Angeles World Airports. LAX, the fifth-busiest airport in the world in 2021 with 48 million passengers, is in the midst of a \$15-billion capital improvement program that will touch on all nine passenger terminals and build new facilities, including an Automated People Mover train, Consolidated Rent-A-Car facility and the West Gates at Tom Bradley International Terminal under Mestas’ oversight.

Mestas previously held the position of senior director for capital projects, modernization, planning, design and construction at the California Institute of Technology. She oversaw complex projects across 124 acres and other satellite locations. Mestas also held several positions for AECOM, including vice president, federal market sector leader, principal in charge and program manager for two NASA centers and program manager for the Los Angeles Community College District bond program, the largest community college district in the country.

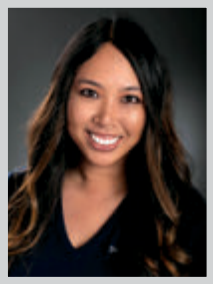


HALEY NELSON

Associate Vice President & Senior Interior Designer,
National Interior Design Expertise Leader
HGA

Haley Nelson, IIDA, ASID, LEED AP, WELL AP is an associate vice president and senior interior designer in the Los Angeles office of HGA. With her expertise as a workplace designer and strategist, Nelson focuses on the cultivation of original insights that support the creation of places for people and organizations to thrive. Her experience includes a range of project types with solutions that explore the connection between the human experience and design, promoting future-facing solutions.

Haley joined HGA in 2019, which was expanding their West Coast presence with a new Public | Corporate Practice Group in LA. She was excited to help HGA build a practice and become connected in the regional market. With clients in the technology, entertainment, and electronics industries, LA was an excellent opportunity to balance her experience on the East Coast, where her clients had been primarily law firms and associations.



KIM PATTON

Senior Outreach Manager
Swinerton

Kim Patton is a champion for small, local, and historically disadvantaged businesses, including those operated by women, minorities, veterans, LGBTQ+, and those who are differently-abled. As Swinerton’s senior outreach manager, she builds relationships with historically underrepresented firms, connects those firms to opportunities within Swinerton, and creates programs to support those firms once contracted. Patton’s efforts help to support Swinerton’s successful Supplier Diversity program, which has spent \$3.6 billion over the last five years with small and disadvantaged businesses.

Patton has also been instrumental in developing and executing Swinerton’s new Prep for Success Program. The program was designed with the intent of better preparing our small and diverse business partners to effectively bid and execute work with Swinerton. The program is centered around relationship-building and gaining a high-level understanding of what to expect when partnering with Swinerton on a project.



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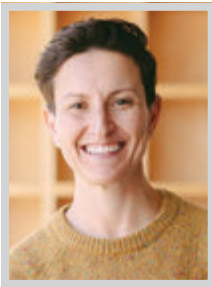
Megan Fairley has been recognized as a Woman of Influence in Construction - thank you for your exceptional contributions to Los Angeles communities.

MEGAN FAIRLEY

Senior Integrated Design Manager



WOI: CONSTRUCTION, ENGINEERING & ARCHITECTURE



MICHELLE RABINOVICH
Chief Estimator
Shawmut Design and Construction

What makes Michelle Rabinovich so impressive—in addition to her project portfolio and business achievements—is her leadership in an industry that’s only 10% women. As chief estimator for Shawmut’s West region, Rabinovich leads the team of 10 estimators to provide clients with the most complete picture of the resources required to execute construction efforts smoothly and efficiently. And in a market where supply chain issues and escalation present ever-evolving challenges, Rabinovich draws on her preconstruction experience to provide solutions and safeguards against market volatility to provide as much predictability of outcome as possible.

Rabinovich is a mentor and resource to Shawmut’s estimating team, dedicating any free time to help accelerate their growth. Leading with a focus on people, she understands that everyone can learn from each other, and is always looking to not only share her knowledge, but learn from her team, as well.



TIERA ROBINSON
AVP; Senior Interior Designer; Department Leader
HGA

Tiera Robinson, IIDA, LEED AP, WELL AP is a senior interior designer and Interior Design Department leader in the Los Angeles and San Diego offices of HGA. She has over 20 years of industry experience working with clients in many different market sectors, including workplace, arts and culture, higher education, healthcare, hospitality, and mixed-use projects around the globe.

Robinson’s wide variety of experience and interdisciplinary approach to interior architecture has allowed her to bring a unique perspective to each project. She strives to create spaces where experiences happen in a much more positive way and remove stressors. For each project, Robinson is committed to driving human connection, promoting innovation and research-based design, and engaging and enhancing the well-being of the occupants and community surrounding them. Robinson also leads the Community Action committee for HGA’s Los Angeles office. Its efforts range from community volunteering to industry and community events.



MAGALY SANCHEZ
Project Manager
Howard Building Corporation

From playing with Legos as a kid to interning for a botanical garden rehabilitation project in Honduras, Magaly Sanchez has always been fascinated by construction. After dedicating herself to a lifelong career of working hard and constantly learning, Sanchez is now managing multi-million-dollar projects at Howard Building Corporation.

Sanchez’s resilience and dedication in a position mostly dominated by men has not been easy, but her calm leadership has made her an asset to every project. She has been instrumental in the success of several recent projects by utilizing her proactive and inquisitive nature to navigate a volatile market. This has led to an emphasis on item procurement and project tracking, which has ultimately resulted in minimized schedule impacts and cost-efficient solutions. Sanchez’s productive relationships with staff, subcontractors, and clients have yielded impressive results in projects such as Pluto TV, Syska Hennessy Group, CoreTrust, American Legion, and Nossaman.



AMY SIMS
VP of Market Development - Architects
Plant Prefab

Amy Sims is a pioneer in housing design and construction, ushering in new standards of building efficiency and sustainability through her innovative work at the intersection of architecture and manufacturing. As co-founder and studio manager of the design firm LivingHomes, Sims worked with Ray Kappe to design the first home ever to achieve Platinum certification in the U.S. Green Building Council’s LEED for Homes program.

In 2016 Sims helped launch housing pre-fabrication startup Plant Prefab and applied her technical design skills with her hands-on experiences in both site-based building and factory fabrication techniques to help develop the company’s innovative Plant Building System. Utilizing advanced engineering to drive efficiency and quality, the hybrid system is the first and only of its kind to combine panelized and modular building systems to fabricate any housing typology in any style of architecture 20-50% faster than site-based building with industry-leading quality and minimal waste.

Training Program Initiative Seeks to Increase Number of Women in Construction

Funds will help remove barriers to women, non-binary and underserved populations entering building and construction trades in California

Late last year, The California Department of Industrial Relations (DIR) and its Division of Apprenticeship Standards (DAS), on behalf of the Labor & Workforce Development Agency, announced the availability of \$25 million in funding to improve access to training and employment opportunities for women, non-binary and underserved populations within the building and construction trades. The Equal Representation in Construction Apprenticeship (ERiCA) grant funds will be used to cover childcare costs and improve outreach.

“The money from this grant will help remove obstacles to entering this industry,” said DIR director Katie S. Hagen. “When we spoke with women in construction, they told us childcare costs were one of the biggest barriers to working in the trade. We want to encourage organizations to utilize this funding to remove barriers, support parents and get creative in reaching out to these historically underserved groups in the construction trades.”

The grant aims to help organizations that are already working to assist women, non-binary and underserved communities to enter the construction trades. Community-based organizations, local education agencies, workforce boards, unions and other organizations that support equity in the construction industry are

eligible to apply.

“In California, women and non-binary individuals make up only 3.5 percent of active apprentices in the building and construction trades,” said Labor Secretary Natalie Palugyai. “When we stop to think about why, it’s in large part because construction is widely viewed as a man’s job. We want to change that. By providing childcare supportive services and expanding our outreach to new and underserved populations, we will support access and equity in the construction industry, while also helping to meet its urgent need for skilled workers.”

California has invested significantly in apprenticeship via the 2022-2023 state budget including an additional \$15 million to augment the 2021-2022 investment of \$15 million into a Women in Construction Priority Program at DIR.

The grant funds complement the recently released Advancing Apprenticeship in Cal-



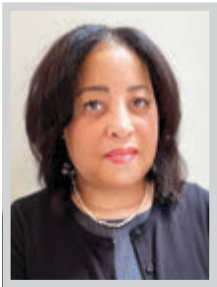
ifornia: A Five-Point Action Plan to expand the state’s number of apprentices to a half-million by 2029 with equity at the center of that strategy.

The Department of Industrial Relations’ Division of Apprenticeship Standards consults with employers to develop a skilled workforce, by establishing innovative apprenticeship programs that offer training, to

create viable career pathways for Californians.

The California Department of Industrial Relations, established in 1927, protects and improves the health, safety, and economic well-being of over 18 million wage earners, and helps their employers comply with state labor laws.

Learn more at dir.ca.gov.



PAULA STAMP

*Vice President, Economic Development
Clayco*

With a Doctor of Philosophy in Higher Education degree from Azusa Pacific University, Paula Stamp is certainly as professionally unique as she is accomplished in the construction industry. Her informed perspective was crucial in developing and implementing educational curriculum for sales and operations teams to effectively impact revenue generation — her background playing a major role in the process.

In a career that has seen such accomplishments as securing over \$6.5 billion in new work procurement, Stamp has worn many hats. She’s worked as the primary lead for Los Angeles World Airports’ pursuits — including the LAX West Gates at Tom Bradley International Terminal (\$1.4 billion), and the Consolidated Car Rental Facility (\$1.1 billion). She has worked on myriad higher education projects for clients such as UCLA, Cal State Dominguez Hills, UC Riverside, UC Irvine, Glendale Community College District, Cal State Fullerton, Pitzer College, and Claremont McKenna College to name a few.

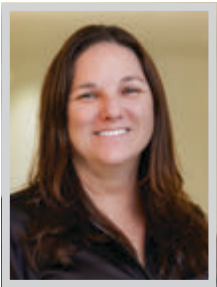


ALYSEN WEILAND

*Vice President and Principal, Engineering
Psomas*

With a passion for equality within the engineering industry, innovative leadership skills and a knack for attracting and retaining talent, Alysen Weiland brings invaluable expertise in engineering for higher education projects and has made significant contributions to her community and to company growth at Psomas for 17 years.

Weiland has worked in civil engineering for 20 years and is widely known for her expertise in stormwater master planning and design as well as planning and programming for college campuses. She currently manages 70 engineers in the company’s LA office and works on a variety of projects from pipeline design to civil site development. She oversees all education projects for Psomas and has a keen understanding of the design and planning challenges unique to campuses. She has lent her expertise on projects for higher education institutions such as UCLA, UCI, UC Riverside, and California State University Long Beach, among others.



JANUARY WILSON

*Vice President, Project Executive, Team Leader
Clune Construction*

January Wilson began her career in construction 20 years ago as an estimating assistant for a Los Angeles-based general contractor. After three months, she was promoted to project engineer. From there, she went on to make a name for herself with other general contractors in the LA area. In 2012, she joined Clune as a project manager, where she played a key role in the success of the LA office. Wilson quickly rose through the ranks at Clune, and in 2022, was promoted to vice president, project executive. She also added team leader to her title and took on the responsibility of managing a team and all projects.

She has overseen high-profile and complex buildouts over her career, including projects for Hulu, Headspace, Bank of New York Mellon, Blue Beam and Winston & Strawn. Her commitment to completing projects with integrity is key to clients continuing to choose Clune.

The Evolving Role of Data in Commercial Real Estate Development

Industries are rapidly evolving as business processes grow more interconnected and automated. Data and analytics play an important role in information technologies and their interaction with the physical world, including emerging fields such as artificial intelligence, the Internet of Things, and virtual and augmented reality.

Advanced data analytics gained from these tools can be analyzed and deployed to help users make smarter choices and is increasingly guiding forces across the commercial real estate industry. Beyond property management and building operations, these types of analytics can also inform important development decisions, including site selection, design and valuation for commercial buildings.

To gain a sense of how CRE firms are using this data, the NAIOP Research Foundation commissioned a report, authored by Clifford A. Lipscomb, Ph.D., MRICS.

The report notes that while the CRE industry has been slower than other industries to adopt data analytics, some firms have identified several ways that data analytics can support land and building development and contribute to better project outcomes.

Through research and interviews with brokers, data providers, investors, developers and other professionals at CRE technology firms, the report outlines key takeaways on how data analytics have the potential to add substantial value to new development projects, including:

- Most firms continue to rely primarily on traditional forms of market research when making investment and development decisions, but data analytics have the potential to improve siting decisions and building design.



- Several CRE technology companies have developed software that draws from data analytics to enhance highest and best use analysis, land packaging, construction planning and project management.
- High costs associated with developing in-house data analytics capabilities lead most commercial real estate firms to outsource analytics tasks. More companies will develop their own analytics resources as they become more useful.
- Advancements in artificial intelligence and further investments in CRE data collection and structuring will expand applications for data analytics in commercial real estate development.

“While the commercial real estate industry has historically been slow to adopt and incorporate new technologies, there is no question that data analytics management will be a key part of the success of developers. It will be exciting to see how the use of data transforms the industry,” said Marc Selvitelli, CAE, NAIOP president and CEO.

NAIOP, the commercial real estate devel-

opment association is the leading organization for developers, owners, investors and related professionals in office, industrial, retail, and mixed-use real estate. NAIOP provides industry networking and education and advocates for effective legislation on behalf of our members. NAIOP advances responsible, sustainable development that creates jobs and benefits the communities in which our members work and live.

For more information, visit naiop.org. To download the full report, visit naiop.org/dataanalytics.

LABJ STOCK INDEX

TRACKING LOS ANGELES-AREA COMPANIES

Presented by J.P.Morgan PRIVATE BANK

What Could Surprise Us in 2023?

Our outlook for 2023 explains our view that even as growth weakens throughout the year, markets will probably have a better year than they did in 2022. But what might surprise us? Here are three scenarios we think are realistic, but which aren't part of our base case.

INSIGHTS from J.P. MORGAN PRIVATE BANK

1. China and Europe will materially outperform. China's surprise reopening after three years of stringent Covid-19 containment policies will not only provide a tailwind to domestic Chinese economic growth, but also to many global companies that are exposed to spending by Chinese households. Europe now has a surplus of natural gas after a keen focus on building storage in the fall, the rapid construction of LNG import facilities in Germany, and a very mild winter. China is the third-largest revenue source for European companies, so a reopening should provide an earnings tailwind.

2. Forget a hard landing or soft landing. No landing at all in 2023. Many outlooks expect equity markets to have a tough first half of 2023 as they anticipate a U.S. recession (a hard landing) by the second half of the year. Others believe the Federal Reserve can stop hiking rates because price inflation and the labor market will settle in a more balanced place (a soft landing). But there is a case to be made for no landing at all. The broad labor market has shown no signs of weakness. Initial jobless claims are still stable at very low levels while the November quits rate, a good indicator of how comfortable workers feel about finding a new job, rose. This strength in the labor market



Barragan

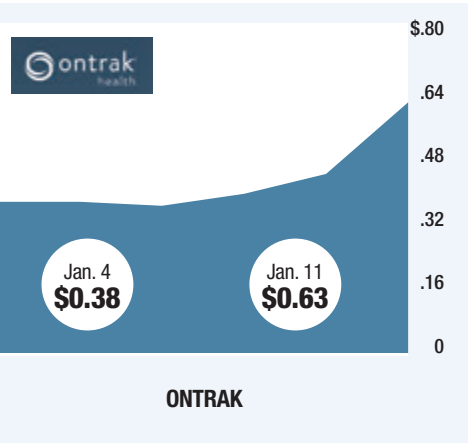
comes at a time when price inflation is falling, meaning that real income for workers is rising, which could support more spending and would encourage companies to continue hiring. This would keep upward pressure on wages and would incentivize the Fed to keep hiking rates through the balance of the year.

3. Wall Street: Don't call it a comeback. The industries that felt the impacts of higher rates most acutely last year were finance and real estate. Initial public offerings, high yield debt issuance, mergers and acquisitions, mortgage applications and home sales all collapsed at their fastest rate since the Global Financial Crisis. Higher financing costs are meant to slow down activity, but the rate of change in interest rates also had a material impact. Businesses, bankers and prospective homeowners all paused to see where the ceiling on interest rates was before borrowing and dealmaking. Even though rates will remain at a higher level in 2023, their stability will help spur more activity in interest-rate-sensitive sectors.

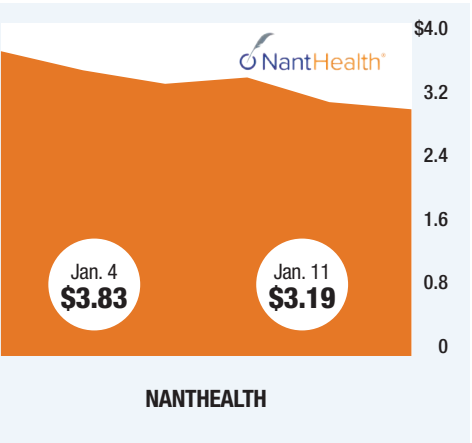
Rick Barragan is the Managing Director, Los Angeles Market Manager, for J.P. Morgan Private Bank. r.barragan@jpmorgan.com | (310) 860-3658 privatebank.jpmorgan.com/los-angeles

Source: J.P. Morgan Private Bank, January 2023. "3 Scenarios that could surprise markets in 2023", By Global Investment Strategy Group, J.P. Morgan Private Bank.

WEEKLY TOP GAINER Change from Jan. 4 - 11



WEEKLY TOP DECLINER Change from Jan. 4 - 11



THREE HIGHEST P/E RATIOS As of Jan. 11

	RadNet, Inc. 146
	Live Nation 101
	STAAR Surgical 90

THREE LOWEST P/E RATIOS As of Jan. 11

	California Resources. 3
	Fulgent Genetics. 4
	JAKKS Pacific. 4

COMPANIES All closing prices as of Jan. 11

	COMPANIES	MKT CAP Millions \$	PRICE \$ 1/11	1-WK CHG \$	52-WK CHG %	1-WEEK % CHANGE
1	Ontrak	12.17	0.63	0.24	-85.87	63%
2	SRAX	50.79	2.16	0.67	-56.63	
3	EVgo	329.46	5.24	1.26	-43.66	
4	Winc	0.32	0.02	0.01	-99.69	
5	Capstone Green	37.58	2.07	0.44	-42.66	
6	EMCORE	42.49	1.19	0.25	-82.32	
7	STAAR Surgical	3,228.38	68.60	13.51	-12.99	
8	Beyond Meat	931.28	15.92	3.05	-76.46	
9	Beachbody	117.31	0.67	0.13	-67.05	
10	Super League Gaming	15.56	0.46	0.07	-79.74	
11	Cadiz	173.05	3.07	0.46	-13.28	
12	FAT Brands	99.20	6.64	0.97	-38.52	
13	Vivani Medical	53.78	1.07	0.15	-77.57	
14	Apollo Medical	1,775.44	33.30	4.60	-48.20	
15	Motorcar Parts	254.82	13.55	1.73	-22.84	
16	Cheesecake Factory	1,980.70	38.39	4.54	3.70	
17	Purma Biotechnology	217.25	4.65	0.45	77.48	
18	TrueCar	262.58	3.00	0.29	-20.00	
19	Fisker	1,343.08	8.02	0.77	-49.11	
20	Entravision Comm.	320.85	5.42	0.47	-13.83	
21	Mattel	7,031.33	20.11	1.71	-8.55	
22	Genius Brands Int'l	179.83	0.59	0.05	-44.24	
23	A-Mark	875.98	38.06	3.21	29.04	
24	Magnite	1,415.21	10.57	0.88	-32.24	
25	JAKKS Pacific	192.53	20.00	1.56	116.68	
25	LegalZoom.com	1,516.15	8.19	0.03	-47.06	
24	Activision Blizzard,	60,802.16	77.00	0.16	18.81	
23	Douglas Emmett	2,670.23	15.61	0.03	-55.89	
22	Mercury General	1,997.79	34.95	0.05	-36.63	
21	Tix	0.00	0.00	0.00	0.00	
20	AECOM	11,595.32	83.99	-0.10	12.45	
19	BlackRock TCP	755.02	13.17	-0.02	-4.57	
18	Aerojet Rocketdyne	4,488.08	55.76	-0.14	26.90	
17	Fulgent Genetics	894.03	31.00	-0.08	-62.13	
16	Mission Valley	42.88	13.25	-0.07	-8.62	
15	F&M Bank	920.26	7,400.00	-55.00	-8.64	
14	American States	3,506.85	95.30	-0.95	-0.68	
13	Hope Bancorp	1,499.50	12.66	-0.17	-22.04	
12	FIGS	1,237.72	7.83	-0.18	-68.39	
11	Preferred Bank	1,058.04	71.75	-2.03	-9.57	
10	Malaga Financial	194.85	22.86	-0.79	-6.51	
9	Molina Healthcare	17,052.80	302.76	-10.77	3.66	
8	Canoo	375.94	1.19	-0.05	-83.38	
7	UTA Acquisition	233.22	10.14	-0.49	1.40	
6	ImmunityBio	1,805.43	4.44	-0.24	-29.75	
5	MannKind	1,260.71	4.85	-0.35	25.97	
4	Arrowhead Pharma.	3,501.37	34.42	-3.66	-40.88	
3	Heliogen	125.22	0.63	-0.08	-89.57	
2	Unico American	7.21	1.31	-0.18	-61.47	
1	NantHealth	24.57	3.19	-0.64	-77.89	-17%

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