

WOMEN

in Construction & Commercial Real Estate

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WOMEN IN CONSTRUCTION & COMMERCIAL REAL ESTATE



KIM HARVEY
SENIOR PROJECT MANAGER

Senior Project Manager Kim Harvey brings over 30 years of experience in the construction industry in preconstruction and construction and has been involved in multiple market sectors, including education, sports arenas, community centers, labs, and commercial office spaces. She started her career in design and believes a key to project success is the collaborative effort between owner, consultants, and contractor.

Harvey has also taken a keen interest in mentoring young women entering the construction field, including BNBuilders interns and project engineers. She actively promotes the recruitment of women in construction and offers her expertise as a panelist and moderator whenever possible.



BARBIE HENDON
VP, NATIONAL ACCOUNT MANAGER

Barbie Hendon brings the highest caliber of performance to her role as vice president, national commercial account manager at Commonwealth Land Title Company. With over 20 years of experience in the title insurance industry, she has earned numerous awards and accolades.

She previously worked as a title representative at another major title company. In July of 2007, she moved to Commonwealth Land Title Company, where she currently works with a team of talented professionals and manages deals from their planning stages to their closures. Her team handles all matters of national commercial transactions for investors, developers, principals, and attorneys. As an account manager, her clients vary in size and capacity, however, they all receive the same care and quality of service from Barbie's team.

Hendon is often described by her clients as tenacious, loyal, and dedicated. She is committed to her helping her clients with any questions title and escrow related and enjoys sharing new products and services that will benefit them.

Hendon has a B.S. in Education from the University of the Pacific. She attends seminars and conferences to increase her knowledge in all aspects of the commercial real estate industry. Hendon is an active member of the Orange County chapter of CREW, the National Association of Industrial Office Properties (NAIOP), the International Council of Shopping Centers (ICSC), and the Urban Land Institute (ULI). She is also a second-grade teacher at Saddleback Church.



SOMER HOLSTEIN
CHIEF FINANCIAL OFFICER

Somer Holstein is the chief financial officer at DIV Industrial, an industrial real estate firm dedicated to prioritizing diversity, equity and inclusion (DEI) and implementing responsible environmental, social and governance (ESG) practices within its sector.

An accomplished financial professional with a strong background in commercial real estate and public accounting, Holstein brings expertise in tax reporting, financial modeling and forecasting, system conversions and HR management, which she leverages to effectively oversee DIV Industrial's financial systems and reporting.

Prior to joining the DIV Industrial team, Holstein played a key role in founding the RAF Pacifica Group. As CFO, she created and implemented the company's financial systems and managed a diverse portfolio of hundreds of real estate entities. Holstein also worked at LBA Realty, where she oversaw the accounting, reporting, and tax processes for both the corporate and management offices, as well as several real estate entities.

Holstein's educational background includes a Bachelor of Science in Accounting with an emphasis in Information Technology from the University of San Diego. She is a licensed Certified Public Accountant (CPA) with the California Board of Accountancy, having obtained her license in 2005.

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IT'S IMPORTANT TO SUPPORT WOMEN WHO EXCEL IN THE CONSTRUCTION INDUSTRY. OUR COMPANY IS STRONGLY REPRESENTED BY FEMALE LEADERS WHO ADD VALUE TO OUR TEAM.

BEING A WOMAN-OWNED BUSINESS HAS CERTAINLY ALLOWED US TO GROW AND ATTRACT QUALITY WOMEN TO ENHANCE OUR ORGANIZATION.

LIZ SLATER
FOUNDER & CEO

A WOMAN BUSINESS ENTERPRISE



We thank you for your dedication!

Greenlaw would like to celebrate the extraordinary women on our team, all of whom play an integral role in our company's success.

Amanda Manrique
Amanda Morton
Ann Anderson
April Tran
Ayesha Sheikh
Brianna Salene
Casi Falduti
Cindy Chhay
Cindy Kamps
Claire Le
Deana Johns
Deanna Freed
Dominique Lazzarini
Donna-May Gil
Elena Tellez
Emily Sumner
Emily Ojeda
Hannah Harris
Isabel Flores
Jade Blevins
Janae Franco

Janelle Villaluz
Jannie Nguyen
Jennifer Durant
Jessica Danner
Julie Vin
Kaitlyn Panis
Karen Flanigan
Kari Johnson
Kate Milheim
Leslie Carroll
Lila Carrera
Lisa Hood
Melissa Mead
Michelle Mach
Miriam Nicolas
Nicole Kendall
Olivia Taylor
Paola Serkovic
Phuong Nguyen
Rachel Davis
Rebecca Carr

Rowena Trejo
Stacy Mignano
Susan Park
Sylvia Sutrisna
Trang Nguyen
Vivien Chan
Voz Davis
Yesenia Lezama



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JAMIE SAUL HONG
VP, SALES EXECUTIVE

Jaime Saul Hong spent seventeen years in the financial services industry before transitioning into her role in commercial title insurance as a successor to the business built by her parents, Eileen and Rich Saul.

As VP, Sales Executive, for Fidelity National Title's National Commercial Services Division, Hong facilitates title and escrow transactions on a local and national level for commercial brokers, lenders, attorneys, developers, and homebuilders.

Hong's work devotion is easily seen in her goal-oriented, competitive, and yet welcoming approach. Noted by clients as smart, diligent, optimistic, and kind, customers know they are in the best hands when working with her.

Hong's motto "Why not have a big life?" quoted from Emily Dickinson, is exemplified in all aspects of her life. She is philanthropically and civically involved on the Alder Board, the Orangewood Foundation Board, the Building Block Foundation Fund Board, and Mariners Church. A true humanitarian and multitasking individual, Hong received recognition by then-Congressman Ed Royce as Philanthropist of the Year in 2014 for her production work on an award-winning documentary on human trafficking, featured in the Newport Beach Film Festival. "I define living 'big' as loving what you do and living each day as if it could be your last," says Hong.

When not working with clients or organizations, Hong enjoys spending time with her wonderful husband and two young daughters. She stays physically active with sports such as skiing, paddle boarding, hiking, and Orange Theory. Hong received her BA in Liberal Studies from the University of Notre Dame.



SHARON NAKAMURA-BROWN

MANAGING DIRECTOR AND CHIEF DEVELOPMENT OFFICER

Sharon Nakamura-Brown was recruited in 2008 to co-lead the UCI Center for Real Estate at the Merage School of Business. As managing director and chief development officer, she is responsible for the general management of the real estate program including development of the industry board; fundraising activities; curriculum development, student and alumni programs, co-curricular and experiential opportunities; and professional outreach.

Prior to UCI, Sharon was appointed the first industry director of UCLA's Ziman Center for Real Estate where she formed its original founding board, established fundraising programs and professional outreach programs. She was a Co-Founder/COO of RENTV.COM, a real estate media company; held executive positions at Kennedy Wilson International's commercial investments group; Controller & Project Manager R&T Development, an L.A. based Japanese development firm. Sharon holds a BA in Economics from UCLA and an MBA from USC's Marshall School of Business and was a former president of the UCLA Real Estate Alumni Group.

The UCI Center for Real Estate is a privately funded Center for Excellence that enables the offering of a comprehensive program in real estate at the Merage School of Business. Programs include undergraduate and graduate level curricula and programs, professional certificate education, scholarship opportunities, research, and industry outreach programs. The Center's mission is to advance real estate knowledge, share the industry's best practices, and become a world class real estate resource for the community. Please join us for our Breakfast Meetings, Annual Meetings, and our Lifetime Achievement Real Estate Awards Luncheon. For more information, please visit merage.uci.edu/go/cre.



JESSICA QUESADA
CO-FOUNDER, MANAGING PARTNER

In 2022, Jessica Quesada co-founded DIV Industrial, a new firm bringing an innovative approach to developing and investing in industrial real estate. Dedicated to prioritizing diversity, equity and inclusion (DEI) and implementing responsible environmental, social and governance (ESG) practices within its sector, DIV Industrial is cutting a new path toward improving industry standards.

As the firm's co-founder and managing partner, Quesada takes part in all major decision-making involving DIV's investments, developments and corporate relationships. With more than 15 years of experience, she utilizes her strong creative problem-solving skills and ability to seamlessly navigate and collaborate with the commercial real estate brokerage community to effectively oversee DIV's asset and property management functions.

Quesada is a proven leader in the commercial real estate arena. Her resume includes significant roles in third party asset and property management representing institutional investors. She most recently served as VP of Asset Management at CapRock Partners where she independently led the management of nearly 10 million square feet of industrial real estate in Phoenix, the firm's largest portfolio market segment.

Quesada volunteers her time and speaks frequently on diversity for industry organizations such as NAIOP, CREW and ULI. She holds a California Real Estate Salesperson license and is an active member of ULI, serving on the Women's Leadership Initiative Council and CREW.

Women Who Build.

At KPRS, we recognize the significant leadership and talent of women throughout our organization, and within our industry at large. We're not only committed to expanding opportunities for women in construction, but supportive of seeing women in construction thrive. We believe it's the invaluable contributions of women that make us an even better building partner.

Let's build together.



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GABRIELLA SAMANO

VICE PRESIDENT OF NATIONAL SALES

Gabriella Samano is an exemplary, experienced, and knowledgeable Commercial and Residential Title Insurance professional.

For two decades, she has provided outstanding service at both local and National levels with an unwavering commitment to excellence. Most notably, Gabriella held a specialty role at LSI-LPS in REO, Commercial title services, and escrow before transitioning to her current role as vice president of national sales at WFG. Her success in this highly esteemed organization has been acknowledged when she was awarded top producer status and membership in the prestigious WFG Presidents Club. Her clients are beyond satisfied with her high caliber of service; they particularly appreciate her resourcefulness, tenacity, optimistic attitude, and her remarkable willingness to always exceed their expectations.

When she is not working hard for her clients, she enjoys spending quality time with friends and family by taking trips around the world or simply sitting on the beach soaking up some sun. A true Southern Californian girl at heart, Gabriella thoroughly appreciates fine dining experiences as well as engaging in cultural activities that broaden her perspective on life.



PAM SCAMARDO

DIRECTOR OF CSUF'S CENTER FOR REAL ESTATE

Pam Scamardo is the new director of Cal State Fullerton's Center for Real Estate, which supports real estate education, training and networking for students and the Orange County business community.

In her role, Scamardo is focused on enhancing the center's status as a thought leadership hub for real estate research, serving as an incubator of real estate talent for area employers, and enhancing the college's real estate academic program.

Scamardo, a successful apartment investor, is the author of *Create Wealth: How You Can Ditch the 9-5 Job with Multifamily Investing*, a 2022 book focused on the alternative career path available to today's real estate professionals.

Beginning as founder and president of TPK Properties LLC in the San Diego area in 2012, Scamardo has risen in the real estate space to become a member of the Forbes Real Estate Council (2020-present) and founder of the CREATE Wealth Network, a resource for multifamily investors.

She has a particular passion for educating and representing women in the real estate industry and has a board membership with the Commercial Real Estate Women (CREW).

A graduate of UC Irvine and USC, Scamardo initially pursued a career in aerospace with Boeing and UTC Aerospace Systems before focusing on real estate. For more on the Center for Real Estate and how it can help you, reach out to cre@fullerton.edu.



BETTY LYNN SENES

PROJECT EXECUTIVE

Project Executive Betty Lynn Senes brings over 30 years of experience in the construction industry and has been active in the higher education facilities preconstruction and construction

arena for the past 12 years. Currently serving as vice president of the Design Build Institute of America Western Pacific Region, encompassing CA, NV, HI, and AZ chapters, she believes in collaboration to optimize the project outcome for the benefit of the end users.

Senes has long been an advocate for women in the AEC industry. Throughout her career, she has focused on contributing to the construction industry, and after watching progress move too slowly, she shifted to being a more active advocate for women. Through her work with various organizations, Senes has strived to get the word out to young women that construction provides a variety of collaborative and rewarding career choices. Her tireless pursuit of recruiting more women to the construction industry is exemplified by her efforts with a variety of organizations including her involvement with the recent CSU Long Beach Women in Engineering Day, where she contributed to several presentations and served as a panelist.

Senes focuses on collaborative delivery of complex higher education projects throughout Orange County and Los Angeles.

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LIZ SLATER

CEO

Slater Builders Inc. is a full service, woman-owned, general construction firm, and since its inception in 1993, Liz Slater has been sitting at its helm as CEO. Liz, along with Executive Team Mike Kearon, Chief Operating Officer, and Ed Slater, have positioned Slater Builders as a top-quality builder in over nine market sectors including Healthcare, Hospitality, Living Environments, and Office/Industrial markets and have grown the company revenues on average of 10 - 15% annually. Slater Builders Inc. is an officially certified Women's Business Enterprise (WBE) by the National Women's Business Owners Corp. (NWBOC), however, Liz Slater believes that the gender of a firm's ownership and leadership is not the deciding factor of business success, but acknowledges that public perception remains a factor. "Ideally," she says, "we wouldn't need to categorize any business as 'women-owned,' and clients would simply consider the strength of a company's reputation, its track-record of performance, and the quality of its work." She's aware, however, that ownership by women is still a rarity in construction companies and she embraces the opportunity to provide awareness and leadership in her industry. Liz is a graduate of the University of Southern California with a Bachelor of Science degree in Business Administration (Finance & Marketing). She is also the co-founder and CEO of non-profit, 501(c)(3), Mae House (www.maehouse.org). Inspired by the family's youngest daughter, the vision of Mae House is to provide a residential community and home for adults with developmental disabilities to live active engaging lives.



SHAUNA SMITH

VP, NATIONAL ACCOUNTS

Shauna Smith is currently vice president, national accounts with Chicago Title in the National Commercial Services Division. She specializes in industrial, multifamily, and retail transactions, but carries her vast knowledge of title and underwriting into all areas of commercial real estate. She is an active member of NAIOP, ICSC, ULI, CREW Orange County, and currently sits on the advisory board for the UCI Center for Real Estate.

She has been in the industry for the last 18 years, devoting the first nine years of her career to working on a national underwriting unit and title desk, prior to entering sales. During her time on a desk, Smith mastered the skills and understanding of title and underwriting to better serve her clients. "My time spent working on a title desk gave me the knowledge and proficiency to successfully close complex transactions." With an aptitude for quick and efficient service, Shauna's diligence and personable attitude grant her work with some of the nation's top real estate professionals.

Smith resides in San Juan Capistrano, with her husband and two-year-old English Bulldog. When not working she can be found spending time with her family and friends, hiking in South Orange County, and attending live concerts and comedy shows.



AMANDA ZIMMERMAN

SENIOR DEVELOPMENT ASSOC.

Amanda Zimmerman is a rising star in the construction and development of free-standing, quick service restaurants, fast casual restaurants, gas stations and drug stores across California.

KZ Companies is a full-service Real Estate construction, development, and investment company, whose services include all aspects of site selection, design, and construction. As a Senior Development Associate, she's at the forefront of growing their construction business, acquiring retail development projects in California and Hawaii, and overseeing the project management team on managing core assets.

Zimmerman gives back to the communities that have shaped her entry and success in the industry. She is an active member of both CREW San Diego and Orange County, a leader in the International Council of Shopping Center's Southern California Committee, and volunteers with OC nonprofit KidWorks.

From networking and educational events to uncovering prime opportunities and locations for her clients and tenants, Zimmerman helps KZ clients expand their businesses and build upon the company's decades of successes in the QSR and retail construction and development spaces.

She is an innovative professional who has helped KZ Companies expand its project portfolio to include residential developments across Southern California. Her personal ambition is matched by her dedication to ensuring her industry colleagues rise right alongside her, as evidenced by her contributions to CREW and ICSC.

Zimmerman graduated with degrees in Finance and Real Estate from University of San Diego's Knauss School of Business.

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