

2019

KNOW YOUR

SAN DIEGO MARKET

MATT MASTERSON
BIOMED REALTY



ANNE BENGE
CULTURA



MICHAEL SAMUDIO
OAC SERVICES



JOHN HUNDLEY
KIDDER MATHEWS



05.23.2019

4:00-7:30 PM

CENTER

FOR NOVEL

THERAPEUTICS

REGISTRATION AVAILABLE ONLINE AT
WWW.ATDEVENTS.NET

TRACY MURPHY
KILROY REALTY



6th Annual
Know Your San Diego Market

A Perspective from the Owner's Representative, Land Developer, Broker and Workplace Culture Expert

Thursday, May 23, 2019
 4:00 - 7:30pm

Thank You To Our Host
 and Sponsors



Two Types of Sponsorships Available: \$500 for a Table at the event / \$250 to Sponsor the Bar

- Location:** Center for Novel Therapeutics, 9310 Athena Circle, La Jolla, CA 92037
- Program Managers:** Deborah Neatherlin, Sr. Account Executive - Life Sciences, Siemens
 Nicki Lange, Director of Business Development, CRB
- Moderator:** John Hundley, Senior Vice President, Kidder Mathews Life Science Practice
- Panelists:** Matt Masterson, Director, San Diego, BioMed Realty
 Tracy Murphy, Executive Vice President, Life Science & Northern California, Kllroy Realty
 Anne Bengé, CEO, Cultura San Diego
 Mike Samudio, Senior Project Manager, OAC Services
- Schedule:**
 - 4:00 - 5:30pm Registration, Drinks and Dinner
 - 5:30 - 7:00pm Presentations
 - 7:00 - 7:30pm Tour of Center for Novel Therapeutics

About the Venue: The Center for Novel Therapeutics (CNT), at UC San Diego's Science Research Park, is designed to foster collaboration with scientists and clinical researchers with the common goal of accelerating therapies from the research bench to the treatment at the patient's bedside. Developed by BioMed Realty, the new 137,500 square foot research hub will leverage the strength of the University's world-renowned doctors and research at the Moores Cancer Center with private sector companies looking to translate research into helping cancer patients throughout the world.

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About the Panelists:

John Hundley, Sr VP, Kidder Mathews Life Science Practice

John has 15 years of extensive experience in the commercial real estate industry. Joining Kidder Mathews in 2016, he is responsible for developing and delivering strategic advisory and brokerage services on behalf of early-stage, middle market and growth oriented companies in the life science, healthcare, and tech verticals.

Recognized in the life science ecosystem for his passion, thought leadership, and his ability to deliver excellent outcomes, John's advisory experience includes office, R&D laboratory, and mission-critical production facilities for some of the world's most innovative start-ups, public biotechs, pharma and healthcare companies.

Prior to joining the firm, John helped lead CBRE San Diego's Life Science Practice, and was one of the youngest participants of their Global Life Science Advisory Committee. John is a member of the Kidder Mathews Life Science Practice group and is responsible for strategic initiatives and new business development efforts in San Diego.

Matt Masterson, Director, San Diego, BioMed Realty

Matt has over fifteen years of real estate management, leasing, development, and acquisition experience. Most recently, he has acted as Director of Leasing at BioMed Realty, a wholly owned subsidiary of Blackstone, where he manages approximately 3 million square feet of office and lab space in the San Diego market. Prior his role in leasing, Matt worked in the Finance department at BioMed Realty and OliverMcMillan where he managed approximately 1.8 million square feet of retail and office, and 1,600 mid-rise apartment units. After receiving his undergraduate degree from the University of Southern California's Marshall School of Business, Matt moved to London to work as a researcher for George Osborne, Member of Parliament prior to working in the real estate industry.

Matt was co-founder of Fundamental Capital Investors, LLC and Omaha Investments, LLC which specialized in acquiring bank-owned real estate properties located within the San Diego County region. Matt also obtained his Masters in Business Administration (MBA) and Masters of Science in Real Estate (MSRE) from the University of San Diego. He also is an active member of National Association of Industrial and Office Properties (NAIOP).

Tracy Murphy, Executive Vice President, Life Science & Northern California, Kilroy Realty

Tracy A. Murphy was appointed Executive Vice President, Life Science in March 2016 and is responsible for the company's life science activities along the West Coast, an area that includes three of the top four U.S. life science markets. The company currently has approximately three million square feet of life science properties either stabilized or in development and Ms. Murphy will lead the leasing, development and positioning for these assets as well as identify and pursue new development and acquisition opportunities in the San Diego, Los Angeles, San Francisco Bay Area and greater Seattle markets.

Across a 15 year career dedicated life science real estate, Tracy has held leadership roles in a variety of disciplines, including leasing, acquisitions and development.

Tracy joined Kilroy Realty after eight years at BioMed Realty, where she participated on the Executive Committee and was Senior Vice President, Western U.S. and responsible for the strategic objectives for a 10 million square foot portfolio. Prior to BioMed Realty, Tracy was a life science specialized broker at BRE Commercial (now Cushman & Wakefield) for seven years.

She holds a Bachelor degree from the University Wisconsin, Whitewater. Tracy also participates on the Executive Board of Directors for BIOCUM.

Anne Bengel, CEO, Cultura San Diego

As the owner and CEO of Cultura, Anne is a dynamic leader that empowers the Cultura team to be bold in its creativity, fostering a culture of innovation. She challenges the status quo in search of ingenious solutions, always curious of emerging trends in business and how these relate back to clients. Her background in Cultural Anthropology and Economics from her Alma Matter, University of Michigan, is indicative to how she approaches projects; intrigued by the people and processes that make a company unique and how Cultura can impact these organizations, enabling them to do their best work.

Founded in 2017, Cultura was named San Diego's 5th largest Woman Owned Business by the San Diego Business Journal. Anne is a visionary that adds value by applying a "what if" mentality to drive a team forward and open new opportunities, which is reflected in Cultura's 89% positive employee engagement rate. The company has been awarded San Diego Business Journal's Best Places to Work 2018 as well as Haworth's Best in Class level of distinction five times.

Cultura was created to support a progressive style of service the staff and clients helped to envision. Born and raised in San Diego, the company has partnered with almost 900 companies nationwide to build spaces together that support their business, people and ultimately culture. Cultura stops at nothing to deliver the best for their clients; a place where their culture can thrive.

With over 30 years in the commercial real estate industry, Anne has an invaluable wealth of resources that strengthen and broaden the capacity for providing inventive and results driven solutions, ultimately giving culture a place. Cultura is passionate about creating places where people love to work, live, learn, and play, so that everyone can #lovewhereyouwork.

Mike Samudio, Senior Project Manager, OAC Services

Mike Samudio has been in the construction industry in San Diego for 22 years and in that period has worked on over 100 projects for life science clients. Clients including, The Salk Institute, The Southwest Fisheries Science Center, Millipore Sigma (SAFC), Regulus Therapeutics, Sherpa Clinical Packaging, Pacira Pharmaceuticals and Ferring Pharmaceuticals.

Most prominently is Mike's experience with BioMed Realty including the Coast 9 Redevelopment, Inovio Pharmaceuticals, Precision Diagnostics, Axiom-Ignyta Redevelopment and currently the 9360-9390 Towne Centre Drive Redevelopment.

Mike joined OAC Services in 2018 after a long career with two general contracting firms. OAC Services provides Project Management services for clients on the West Coast and has recently established a presence here in San Diego.

Previously, Mike had worked for Rudolph and Sletten for over 19 years starting as an apprentice carpenter for a brief period before moving to the management side in 1997. Mike worked his way from a project engineer intern up to the project executive level where he recreated the special projects division for R&S in 2012. Mike joined CRB Builders in 2016 and provided oversight for the San Diego region.



Registration Instructions
6th Annual
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Sponsorships Available

To Register and Receive an immediate receipt, use our on-line registration: <http://atdevents.net/register.php>

ISPE LA, SD, SF Members: If you are an ISPE Member in California, please do not set up a new account, you should already be in our system. Please email Rob Fleming for assistance with your username and/or password.

ISPE Members of other Chapters: You will not be in our system unless you have previously set up an account. Please follow instructions for Non Members below. To update your account to a Member account, please forward your confirmation email from ISPE or ISPE Membership Card to Rob Fleming. We need your Chapter name, your ISPE Member number and expiration date. You can get your Membership card once logged onto the ISPE website (see bottom left side of the screen).

Non Members: If you do not have an account on our system, you can set one up on the site using letters (not numbers) as your username.

****Students:** The Student Rate is for individuals who are enrolled full time in a related academic program at an accredited institution. The Student Rate does not apply to working professionals taking one or two courses on the side. To verify your status as a student, we may ask you to supply your student ID and copy of current class schedule. Final eligibility determined by ISPE SD.

Registrations can also be faxed. Complete the form and fax to 949-266-8461.

If paying by check, please mail your check made payable to: ISPE San Diego Chapter, 5319 University Dr., Suite 641, Irvine, CA 92612. Tel: 949-387-9046. Tax ID#33-0551783.

Registration Fee Includes appetizers and free parking

FREE for BioMed Realty Employees (first 10 free)

ISPE Members \$70

Non Members \$100

REDUCED Student Pricing First 5 Students Free then \$30 per student

Event Sponsor \$500 (includes a table and two attendees)

Drink Sponsor \$250 (helps cover the cost of happy hour, includes one attendee - does not include a table)

Note: If you are between jobs or your company does not support your registration fees, please contact Kimberly Syre (ksyre@cox.net) for reduced fee options or sponsorship opportunities.

Registration or Online Questions? Contact Rob Fleming: rob.fleming@yahoo.com

Name Badges will be given at the event.

Cancellations must be received via email to: rob.fleming@yahoo.com by May 15, 2019 for refund. After the cancellation date if you have reserved a space but do not attend, your payment MUST be remitted, however, an alternate person may attend in your place. If the alternate is not a member, they will need to pay the additional amount for non-members. Name badges will be given at the on-site registration desk.



ISPE®

San Diego
Chapter

Registration Form
6th Annual
Know Your San Diego Market
Thursday, May 23, 2019

REGISTRATION RATES

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- _____ \$70 **ISPE Members**
- _____ \$100 **Non-Members**
- _____ Free **BioMed Realty Employees (first 10, then \$70 per person)**
- _____ Free **First Five Students**
- _____ \$30 **Additional Students (if free spots are taken)**
- _____ \$500 **Event Sponsor (includes table & 2 attendees - please supply names with email addresses below)**
- _____ \$250 **Drink Sponsor (includes 1 attendee - does not include a table - please supply name with email address below)**

Please list the name of your attendee(s): _____

CREDIT CARD PAYMENT - Please Indicate Type of Credit Card

_____ VISA _____ MASTERCARD _____ AMERICAN EXPRESS

Name on Card _____ Signature: _____

Credit Card #: _____ Exp Date: _____

YOUR CONTACT INFORMATION:

First and Last Name: _____

Title: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

E-Mail: _____

Phone: _____ Cell: _____