



BIA New Member Profiles

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Attorney

Robert Smylie and Associates
Geri L. Bone

(619) 236-0481

Robert Smylie and Associates is a real estate firm with specific emphasis in real estate development. Ms. Bone's practice encompasses all areas of real estate development/law including acquisitions, formation, asset management and representation of ventures, LLC's, limited and general partnerships, land use issues (procurement and perfection of entitlements, permits, approvals), environmental law, residential, commercial and resort subdivisions, construction issues and construction law, equity and construction financing, Department of Real Estate licensing and regulatory issues, preparation and negotiation of consulting and subcontract agreements and general business advice in both a general counsel and outside counsel capacity. In addition, Ms. Bone also has extensive experience in corporate law and litigation, including pre-litigation dispute management. The firm represents some of the largest real estate developers in the country, including, investors, lenders and real estate oriented companies, including, investors, property owners, residential and commercial developers, homebuilders, asset management firms, private equity firms, receivers, construction companies, contractors, architects and hotel operators. Please visit us at www.SmylieandAssociates.com

Bank

Amerifirst Financial
Doug Smith

(760) 237-7119

Founded in 1988, AmeriFirst is a full service mortgage banking firm (direct lender) that offers a complete spectrum of mortgage products including conventional, government (FHA, VA) and jumbo loans. The company also maintains numerous wholesale relationships with other lenders which allow us to offer virtually all niche products available in the market. The company which operates in 6 Western states currently has 3 offices in California including a New Homes Division in which Builder loans have priority. We also provide expertise in Project Approval Services. The entire team from origination through underwriting understands the unique demands and importance of closing and servicing New Construction Clients. Local processing and decision making offers the agility needed to provide flexibility and problem solving largely absent in today's mortgage market. Our team has over 30 years of experience focused specifically on supporting our builder partners. Contact us today to learn more about the AmeriFirst difference. mbrady@amerifirst.us



Deutsche Bank
Caroline Botzenhardt

(714) 430-1200

Continuing a tradition spanning more than 100 years, Deutsche Bank Private Wealth Management is a leading provider of customized financial solutions to high-net-worth individuals, families and select institutions. Our broad global platform aims to meet the needs of private clients worldwide - entrepreneurs, leaders of industry, business owners and guardians of family wealth. Private Wealth Management delivers a wide range of customized solutions including structured lending, commercial and residential real estate lending, traditional and alternative investments, trust and estate services, wealth planning, capital markets solutions, risk management strategies, banking services, and family office and custody services. Our mission is to meet the needs of discerning clients through the vast capital resources of a global financial services organization.

First Mortgage Corporation
Meg Adams

(909) 595-1996

First Mortgage Corporation (FMC) is an independent residential mortgage banking firm with branch offices located throughout the west. Founded in 1975, FMC is a direct-lending mortgage banker approved as a lender and/or loan servicer by the Federal Housing Administration (FHA); the Veterans Administration (VA); the Federal National Mortgage Association (Fannie Mae); the Federal Home loan Mortgage Corporation (Freddie Mac); the Government National Mortgage Corporation (Ginnie Mae); the California Housing Finance Agency (CalHFA); the Nevada Housing Division; the California State Teachers' Retirement System (CalSTRS); and many other major secondary market institutions. FMC has a servicing portfolio over \$2.5 billion and is committed to the underserved. FMC (NMLS #8978) is licensed by the Department of Corporations under the California Residential Mortgage Lending Act, License #413-0009, and is also licensed to originate mortgage loans in Arizona, Nevada, New Mexico, Oregon and Washington.

Pacific Sun Mortgage Company, Inc.
Larry Silvett

(858) 436-0414

Pacific Sun Mortgage Company, Inc. is a diverse mortgage brokerage company that was established in 1980 to provide residential mortgage services to the real estate brokerage and development industry. Pacific Sun has originated over 10,000 mortgage loans, servicing clients in California, Arizona, Nevada, and Utah. Our clients past and present depend upon Pacific Sun to deliver creative effective mortgage products as well as a level of service that is second to none. In arguably the most challenging origination environment ever, we remain confident and optimistic about our role as a leading residential originator. Our experience and expertise developed over the past 30 years was obtained in good times and bad and allows us to provide solutions for even the most challenging of situations. On a daily basis, we source and place loans for all of our clients conforming and non-conforming needs. Our commitment to our clients' success remains our primary goal and we remain unwavering. As we enter our 31st year, we continue to search for mutually beneficial relationships with clients who need our assistance in creating successful projects.



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Blueprint

ARC Southern California
Debi Rhodes

(619) 232-8440

ARC Southern California (formerly OCB Reprographics) ARC has been part of the San Diego business community for nearly two decades, starting with the acquisition of Harbor Blueprint and Tiger Reprographics. ARC San Diego is a division of the nation's leading reprographics company, providing construction document printing, document management technology, large format color and other services to a broad range of industries with a special emphasis on the AEC industry. We serve our clients' everyday printing needs through three locations in San Diego and more than 200 locations across the country. Our service centers are digitally connected as a cohesive network, allowing us to provide an unmatched array of services both locally and nationally.

Builder

The Dinerstein Companies
Josh Vasbinder

(858) 847-9311

The Dinerstein Company is family owned with over 56 years experience developing and building apartment and off-campus student communities across the country. They are currently active in Southern California and always looking for new opportunities. Service includes a fully integrated construction company, general contractor and a nationally recognized management company. The company has made a concerted effort to implement LEED into all of its developments. As a result, the Dinerstein Company is one of the leading "green" developers in the county. The Company's commitment to loyalty and teamwork between employees, partners, sellers, financial institutions, cities and others has resulted in an unmatched experience. The Dinerstein Company continues to develop and manage communities built for the long term.

GLJ Partners
Tony Ditteaux

(760) 431-3366

GLJ Partners is a fully integrated residential development and construction company. The management team has a combined total of over 60 years of experience in all facets of the development process including entitlements, design development, financing, and "green" building to name a few. GLJ's hands-on, flexible approach enables them to adapt to ever changing economic conditions and consumer needs. GLJ Partners is engaged in the entitlement and development arenas in strategic locations (in Southern California) due to the aggressive compression of cap rates in those markets. GLJ Partners' significant in-place local experience, including in-house development and construction resources, allows a competitive advantage when developing multifamily properties in Southern California. The partners at GLJ have collectively built over 150,000 multifamily units nationwide and, since opening their Carlsbad office in 2007 the local team has moved forward on over \$100 million in new development and have successfully entitled three different projects consisting of over 940 units.



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Marrokal Design & Remodeling
Lori Bryan

(619) 441-9300

Marrokal Design and Remodeling has had the pleasure of providing the utmost in quality, service and integrity in full-service home remodeling to San Diego communities for more than thirty years. Our design-build services include complete interior and exterior renovations, kitchen remodels, bathroom and master bedroom remodels, family rooms, second story additions, and all-season outdoor rooms. We offer designers who are certified in green building practices as well as in aging-in-place solutions. Our production team has more than 50 years combined construction experience.

Cabinets

Cabinets 2000
Sherwood Prusso

(562) 868-0909

Cabinets 2000 / Millennium Cabinets Founded in 1989, Cabinets 2000's extensive production capabilities, product selection and quality, efficient service, and competitive pricing makes our company one of the leading frameless European-style cabinet manufacturer's in California. Located in Norwalk, California, Cabinets 2000's over 100,000 square foot facility with state-of-the-art woodworking machinery allows virtually all orders to be custom manufactured per order in-house. This gives Cabinets 2000 the flexibility and willingness to develop custom products for builders. Combined with our experienced professional design team, a fleet of delivery vehicles, installation crews, and dedicated customer service personnel, projects are taken from blueprint to a breathtaking experience effortlessly and efficiently. Cabinets 2000 recently added Robert Gaughen to our sales staff, serving the San Diego area. His outstanding skills and experience in cabinetry brings another dimension to Cabinets 2000's dedication to serving our clients needs. Please feel free to contact one of our San Diego Sales Representatives Tony Rossello trossello@cabinets2000.com, Robert Gaughen rgaughen@cabinets2000.com

Lanz Cabinets
John Caveney

(909) 522-0029

Lanz Cabinets proudly builds function, beauty and convenience into every cabinet we produce. Custom: Our custom cabinetry is best characterized as a "build-to-order" finished product. To accommodate our customer's individual needs our Custom Design Department provides personal service, backed by the capabilities to offer flexible designs, to work in various material options and to meet size requirements. Multifamily: Produced for Builder's specifications, our Multi-Family line of cabinetry is manufactured at our factory in an environment that features modern technology as the means to achieve efficiency and affordability. This cabinet line offers a durable product that will withstand a high amount of use and is tested and certified by KCMA for quality standards. 32 MM Frameless: Our 32mm Frameless cabinets offer a true "Euro" design that incorporates clean lines through the use of engineered wood veneers and high pressure laminates, along with the latest in European hardware. These sleek looking cabinets are a popular choice to lend a distinctive design element to a project in an urban setting.



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Concrete

Farley Interlocking Pavingstones Charissa Farley

(760) 773-3960

Charissa Farley's strong product knowledge and commitment to growing the country's interlocking concrete paver industry has gained her the reputation as the "Queen of Pavers." Though Farley laughs at this, she's proud of providing education on the aesthetics, practicality, sustainability, and cost effectiveness. "As the cost of asphalt and concrete increases, we are paving more and more streets, parking lots, common areas, and commercial projects— enhancing a development's character," explains Farley who hosts a weekly home improvement show "Home Makeover In The Desert". Farley Interlocking Paving is an ICPI certified installer with over twenty year's experience. They have been awarded more National Concrete Awards than any other installer west of the Mississippi. They are based out of The Paving Stone Place, the only showroom in Southern California dedicated exclusively to sand-set products from the region as well as all over the world. Due to this experience they are highly qualified to design and value engineer hardscapes. Farley is well trained in all aspects of permeable pavements for complying with the new MS4 restrictions.

Whether you're a builder developing a new community, a homeowner's association improving your community or a homeowner upgrading your home-- pavers make sense. "Pavers used to be thought of as a luxury until we educated builders that the cost is similar to decorative concrete. Recent studies prove if you include the maintenance costs over the life of the pavement, pavers actually cost less than asphalt.

Construction

Masters Construction Karen R. Blue

(760) 344-7400

Masters Construction was founded in 1967 in Brawley , California by Wayne Zills. We are a family owned and operated construction company with over 40 years of experience in our trade of earthwork, base and paving, and now slurry, seal coat and striping. We are well equipped to handle large or small projects for our diverse customer base and pride ourselves in being able to provide quality work in a timely manner throughout the Imperial Valley and surrounding areas. And while the economy has changed over the last few years, we have stood firm in our effort to continue to afford our customers with the same superior work ethic, value and service. We look forward to the opportunity to serve you.



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Consultant

6 Degrees Kelly Mercado

(760) 994-6008

I created 6 degrees to provide a solution to businesses that want to promote their companies and stay relevant in their industries but have found it cost prohibitive to take on a full time business development employee. Outsourcing is a new approach for business development and provides an attractive low cost solution to the traditional employer/employee business model for representing your brand in your specific industry markets. The need to maintain a consistent and focused business development strategy is more crucial than ever. Yet for many companies, the process to make this happen is far too frustrating and time-consuming with fewer resources than ever to devote to the effort. Working with me offers an affordable solution, developing new business and relationships that you don't have the time to initiate and/or maintain and an efficient way to maximize your business development results.

Studio Chateau Lynn Ellis

(949) 679-3100

Studio Chateau is a web-based option selection and management program for homebuilders, home buyers, design centers, and sub-contractors. Studio Chateau helps home buyers maximize their design experience by providing an online catalog of options available for their new home while at the same time providing a complete purchasing, contracting, and financial operating environment for the homebuilder and design center. The creations of this technology springboards from the 30-year history of parent company Chateau Interiors, a full-service interior design center focused on meeting the needs of the builder options program. Programming began in the late 1990's and enhancements are frequently updated and made available to our clients. This technology offers state-of-the-art web-based technology that improves communications during the new home purchase coupled with the interior options selection process. The system connects the homebuyer, sales design center, purchasing, accounting, construction, subcontractors and escrow by providing them all with accurate real-time information.



Design

Winwood Design
David Davis

(619) 987-7780

Winwood Design is a company that supports developers, builders and land owners who require the expertise of a project manager for feasibility, design and entitlements. Winwood Design specializes in reviewing projects for acquisitions. This may include a Landform Grading Design in order to maximize yield and minimize earthwork. Winwood Design also works with a multitude of consultants from biologist, traffic engineers, civil engineers and environmental consultants in order to prepare documentation and obtain approvals from government agencies. Having worked for developers for the last 20 years provides a competitive advantage and unique viewpoint. Winwood has recently accomplished two major approvals in the County of San Diego; 417 homes in Ramona called Montecito Ranch and 751 homes in Fallbrook called Campus Park. We look forward to serving you, David S. Davis.

Drywall

SJ Ghianni Corp.
Steve Ghianni

(619) 843-2744

"Ghianni" has been synonymous with the drywall industry in San Diego for over 40 years. As the new generation, we are continuing to uphold the standard of quality you have come to expect from the Ghianni name. Our expertise is metal framing and all levels of drywall finishes. We cover all aspects of new construction, as well as remodeling. We do residential and commercial construction. We are drywall in Southern California. Call Steve Ghianni at S J Ghianni Corp.

Electronics

Linear LLC
Jack Alves

(760) 438-7000

Linear is a leader in the development, manufacture, and world-wide distribution of electronic systems for residential and commercial use. The company serves a host of markets with more than 5,000 products, including:

- Security and Alarm Systems
- Radio Frequency (RF) Transmitters and Receivers
- PC and Browser-Based Access Control Systems
- Personal Emergency Reporting Systems
- Operators for Gates, Garage Doors and Commercial Doors
- Audio/Video/Data Solutions
- Communications/Intercom Systems

Central Vacuums Innovative, high – technology products have been the hallmark of the company for 50 years. Linear's product advances provide multiple benefits for its professional installer base, among them: designs that simplify and speed installation and troubleshooting, and modular designs that make components interchangeable, resulting in versatile, flexible product families that reduce inventories. Linear is a single, trusted source of solutions for a multitude of applications – recognized for product quality, reliability and dedicated service. Learn more at www.linearcorp.com. Located in Carlsbad, CA.



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Energy

Clary Solar
Aron Hauser

(619) 322-7953

Clary Solar is a San Diego based solar electric design and installation firm. Clary Solar provides solar solutions for small custom homebuilders to large-scale commercial builders. Clary Solar offers the highest quality solar equipment and installations at a great price. Their goal is to get your projects sold faster and for more money by using solar. Clary uses the best solar technologies and attractive solar panels so your project will get more traffic and more sales. They also take care of all the solar permitting and rebates so you don't have to.

Engineer

Emerald Impact
Scott Riffenburgh

(858) 254-3888

Emerald Impact! HERS Raters/Energy Consultants Emerald Impact personnel have been serving building owners, contractors, and architects for many years, helping save on operations and construction costs by providing energy efficiency and project management services. Emerald Impact is ready to serve BIA members with energy services, including - HERS Testing - including multifamily, non-residential, and solar projects, - Title-24 Energy Models and Verification, - HERS II Energy Models for new construction, retrofits, and rehabs, - LEED-AP Project Management, - Multifamily and Commercial Building Energy Audits including Energy Upgrade California and Building Portfolio Manager, - Special Programs, like EnergyStar and Federal Tax Credits, and - Overall Energy Design and Construction Consulting. And now we're helping with solar thermal and PV systems. We've performed excellent services for companies like Comstock Homes, Siemens Energy Management, Marriott Hotels, Poway Unified School District, Mira Costa Community Colleges, San Diego Gas and Electric, and many more. Please contact BIA Member Emerald Impact to support your HERS, LEED, Title-24, and building retrofit planning projects. Emerald Impact - Greening your Bottom Line™!



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Quality Assurance Inspections, Inc.
Benito Caban

(858) 560-1711

Founded in 1999, Quality Assurance Inspections, Inc. takes pride in its reputation for trust and excellence. QAI has flourished in the field of materials testing and inspection, as well as the geotechnical industry, in part because of their association with Twining, Inc. One of California's oldest and most well respected testing and inspection firms, Twining provides all laboratory testing for QAI along with access to their roster of experts on construction materials ranging from concrete and asphalt pavement to structural steel. It is QAI's goal to continuously provide the construction community of Southern California with the high level of service that customers have come to expect from Twining Inc., but at a price not affected by labor contracts and more affordable to clients whose desire is to construct projects using non-union labor. We are certain that our professional and technical staff will exceed your demands and expectations. Furthermore, we will continually strive to ensure that the engineering, testing, and inspection efforts on your project are effective, efficient, and economical, ultimately leading to the success of your overall project team. With more than a decade of permanence, QAI has developed solid working relationships with municipalities and agencies throughout Southern California to ensure streamlined engineering, inspection, and testing on its jobsites. All of QAI's decision makers live, work, and play in Southern California, fostering a long-term community commitment. Clients benefit from quick access to decision makers as well as long-lasting business and industry relationships.

Framing

Casteen Construction, Inc.
Ellis "Ed" Casteen

(619) 447-4233

Casteen Construction, Inc. is a Service Disabled Veteran owned commercial framing company. Over the past nine years and more than 100 projects, we have been a part of changing and improving Southern California's landscape and skyline. From the Marriott and Hilton Hotels at the redevelopment of Liberty Station, 250,000 square feet of new student housing at U.C. Irvine, and 16 new retail buildings at 4S Ranch Towne Center, Casteen Construction is a one stop shop for competitive, high quality, and timely commercial production framing. Casteen Construction has been instrumental in value-engineering Architectural and Structural designs, improving product performance and reducing construction costs. Our "Safety First" paradigm has earned us a .72 worker's compensation experience mod. We have proudly worked for outstanding companies like Roel Construction, Whiting-Turner, Wermers Corporation, Trammel-Crow Residential, and Gray/I.C.E. Builders.



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Fencing/Garage Doors

Garage Doors Unlimited Scott Alix

(858) 751-2580

Garage Doors Unlimited offers a comprehensive selection of residential and commercial doors and gates, working closely with homeowners, developers, architects, general contractors, HOA's, and property managers. We have been custom building, installing, and providing full service and repair for over a decade. Our commitment to excellence has gained national respect, allowing us to work with entities such as Lowes, Sears, and the U.S. government. We are proud to be a part of the recent Historic Renovations project at NAS Coronado, installing 75 custom wood doors. We are the preferred dealer for Costco Warehouses throughout the county. What makes us unique is our wide range of products and services- from a hand crafted artisan wood door at a beachside home, to installing 200 steel doors and openers in a housing community quickly and cost efficiently. We are fully licensed, bonded, and carry a high amount of general liability insurance.

Greenfield Fence, Inc. Mike McLaughlin

(951) 699-0037

Greenfield Fence Inc. specializes in production fencing. We have been servicing the fence industry since 1984. We specialize in vinyl privacy, wood privacy, wrought iron and glass fencing. Our mission is to provide all types of quality production fencing, to establish lasting relationships with our customers by exceeding their expectations, and gain our customer's trust through the exceptional performance of every member of the Greenfield Team. We carry complete insurance coverage that production home builders require. We are located along the 215/15 corridor in Menifee which enables us to service Riverside, Orange and San Diego counties within 50 minutes. We are proud member's of the US Government's E-verify system to ensure that all of our worker's are legally documented to work in the United States.

Legend Fence Corp. Aurelio Garcia

619-282-6000

Legend Fence Corp. is a family business which was established in October of 2000 serving with over 25 years of experience in the fence installation business. We provide free estimates, reliable service and a finished product you will come to enjoy! We are members of the BBB with a superior rating. We are also part of the SBE and the DBE. We serve all over the San Diego Area. We provide the following fence options according to your needs. We install wood(standard and custom), chain link, and Wrought Iron (standard and custom) and vinyl fence. We take pride in our friendly staff, which are respectful, polite and offer the highest quality work. Our company strides to make sure that every product is produced at the highest quality with the highest customer service our customers have come to expect. Our Company welcomes all type of projects from residential, commercial to industrial projects.



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Flooring

New Home Interiors, Inc.
Jeff Lenard

(951) 719-1501

We are proud to introduce New Home Interiors as a new flooring design center with the vision of affordability, quality, service, workmanship and high customer retention. New Home Interiors has carefully selected a perfect blend of experienced people that have an excellent reputation within the building industry and partnered with our own quality installation crews. Each employee is committed to treating your homebuyers as if they were our only customer. We at New Home Interiors believe that each of our customers deserves personalized service. For more information about New Home Interiors, please feel free to contact me at 951-719-1501, Jeff Lenard. Thank you. New Home Interiors looks forward to meeting you and your new homebuyer.

Interior Design

Creative Design Consultants, LLC
Julie Stark

(714) 641-4868

Founded in 1981, Creative Design Consultants, LLC ("CDC") is an interior design firm headquartered in Costa Mesa, CA and specializing in model homes, sales office and multi-family design. Our creative approach is focused on designing environments that respond to lifestyle demands and desires. We strive to produce enduring interior designs that consistently exceed expectations and respect budgets across all economies. CDC has built a reputation for exceptional interiors, strong project management, solid business sense, financial stability, remarkable design insight and unsurpassed customer service. CDC recognizes the importance of sustainable design. We are committed to education and resources through LEED accreditation and the dedicated development of a library of products that support this practice.

Insurance

Aflac
Steve Heroux

(858) 822-9893

Aflac provides a financial safety net for people and their families when the unexpected occurs, Life doesn't wait for you to be ready for its pitfalls, so please reconsider Aflac to help you when and if that time comes. Aflac pays you cash directly, regardless of what medical insurance covers, to help you with medical expenses, every day living expenses like rent, car payments, food, etc., and lost income. Some of our benefits include: Accident/Injury, Disability, Critical Illness, Cancer Protection, Dental and Life. Companies can provide Aflac benefits to their employees at NO COST to them and employees simply choose the benefits they'd like to pay for. Companies use Aflac to help lower their payroll taxes, limit worker's comp claims, and attract and retain quality employees.



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Landscape/ Landscape Architect

**Heritage Landscape Services, Inc.
Ryan Hoover**

(619) 464-7969

Heritage Landscape Services, Inc. has been serving San Diego since 1978. Our experienced landscape field crews offer a professional maintenance service and our management offers a focus on communication and performance. As a family owned and operated business, Heritage Landscape Services has the ability to personally oversee each property which allows us to maintain a "hands-on", proactive approach to maintaining your property's landscape. Heritage Landscape Services, Inc. is also a CLCA certified "Expert" Water Manager and Irrigation Association designated Irrigation Auditor. This expertise helps associations manage their water usage with the direct benefit of dollar savings. Our commitment is providing our customers with services that exceed expectations and deliver results. We are committed to building long term relationships for generations to come.

**JPBLA Inc.
Jim Benedetti**

(760) 479-0644

JPBLA, Inc. was established in 1995 by James P. Benedetti and is based in Encinitas, California. (JPBLA, Inc. was incorporated in 2000). The goal of the firm is to provide professional, quality landscape architectural design, construction documents and planning to enhance the outdoor environment. JPBLA, Inc. is committed to provide his clients the finest in creative landscape architectural design within the prescribed scope and budget of each project. We strive to ensure the highest quality of services and prompt, efficient response to clients' needs and desires. Our completed project work includes: HOA Landscape Architectural Review, Single Family Residential, Multiple and Single Family Residential Development, Office Complexes, Research and Development Complexes, Churches, Schools, Military, Auto Dealerships, Public Works, Park Planning and Recreation, and Retail Commercial Projects. JPBLA, Inc. is managed by James P. Benedetti and serves all of California RLA #3058 and Arizona RLA #42616. James Benedetti is a member of ASLA. www.jpbla.com

**Lifescapes International, Inc.
Julie Brinkerhoff-Jacobs**

949-476-8888

www.lifescapesintl.com

Lifescapes International is a landscape design firm with many years' experience in the San Diego area. Currently working on Sudberry Properties' Civitas community (the community landscape design as well as Civitas 37, the first apartment homes at the project), the firm has also worked extensively for Pardee Homes among other residential and retail developers. The firm also has provided landscape design services in the county for several Indian gaming destination resorts (Barona, Harrah's Rincon and Pala), hotel companies (Sunstone Hotels and others).



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Painting

ALM Painting
Al Meyling

(949) 240-0606

ALM Painting, Inc. founded in 1969 is one of the highest rated paint companies by Alliant, having a score of 98.6 solely based on quality and customer service. To this day, we work along side many of the industries esteemed homebuilders in Southern California and surrounding counties. ALM Painting, Inc. is a company that has built its reputation on customer service and home buyer satisfaction through expert workmanship and extensive knowledge of the industry. Our company prides itself on meeting the desired project due dates using our computerized onsite scheduling program We utilize only the best products, materials, and services around; all with keeping our customers budget in mind. Our process outshines all the others, which is why we haven't changed it in our 42 years of business. First we start off with our standard prepping, caulking, putty, etc. and apply two coats of undercoat, spackle, sand, and our split-coat (half undercoat, half enamel) followed by a reapplication of spackle. We then check the caulk and putty applications and last, we re-sand and apply two coats of enamel. We are one of the only painting contractors that still use the split coat system. ALM Painting, Inc. stands by its reputation and never fails to satisfy a customer, homeowner, or Superintendent.

Plumbing

Western Premier Plumbing, Inc
Melvin Ostberg

(619) 656-7631

I have been in business in San Diego County since 1961. My company was formerly called Starlight Plumbing. I incorporated in 2002 to Western Premier Plumbing. Projects that I have completed over the years include single family homes, large apartment complexes, condo projects and hotels. Through the years we have had as many as 1200 units under construction concurrently. We pride ourselves in productivity; and working with other trades for the benefit of the project. The following is a list of some of the companies that we have done projects for in the past and also my suppliers: Wermers Construction, Morgan Group, Lincoln Contractors, Regis Contractors L.P., BRE Properties, Baldwin Companies, Camden Development, MWI, and EXPRESS PIPE.



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Real Estate

Flocke & Avoyer Commercial Real Estate Steve Avoyer

(619) 280-2600

When it comes to commercial real estate, Flock & Avoyer knows RETAIL. Since its founding in 1985, Flocke & Avoyer has completed over \$3.5 billion in total lease and sales consideration (3,500 transactions), effectively making it one of the most reputable retail brokerage firms in Southern California. Our clients have entrusted us for 25 years with their most valuable assets, holdings and portfolios, all the while navigating the ever changing waters in the retail marketplace. Our seasoned working relationships have been carefully developed and maintained through the thousands of transactions with regional leaders in development and also with virtually every national discounter, supermarket, drug store, soft goods store, retailer, theatre and home improvement chains active in Southern California. In addition, Flocke & Avoyer's talented team of brokers and staff has proved a successful combination in creating personalized strategies for our clients. In the current economy, we know your priority is getting value out of your investments. Our priority is to scrub the market for you; whether it be to find the best location for your business, the best tenants for your shopping center or to work with you to maximize potential investment opportunities. Our unbiased and patient approach puts the retail advantage back in your court. Let our diversified talents and experience help you make strong and profitable choice to move your business forward.

HFF, LP Aldon Cole

(858) 522-7690

HFF has a 20 year history of providing the U.S.'s top commercial real estate clients with full-service capital and transactional solutions. As the largest-volume commercial real estate capital intermediary in the US, HFF transacted in over \$32 billion of transactions including \$22 billion of debt placements, and \$10 billion in equity and investment sales transactions. Many of the country's largest real estate investors such as Hines, Reef, and equity office trust us with their business. Our relationships, volume, and experience provides us with unparalleled capital markets knowledge and the means to develop the most creative financing strategies to exceed client expectations.



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Solar

Green Stream Solar & Electric
Cindy Liebel

(951) 926-3071

Green Stream Solar specializes in grid-tied solar electric design and installation, offering the latest technology and state of the art equipment for all residential and commercial customers. Their dedicated staff of energy consultants, designers, and installers all work together to form a turnkey solution for our customers. With over 25 years in the residential home building industry, the staff at Green Stream Solar consistently strives to live up to the company motto of quality without compromise. Their commitment to their customers is the driving force that allows them to deliver results on time and on budget. The founders of Green Stream have collectively been in the building industry for over 50 years. In 2007, they were awarded the Silver Customer Satisfaction Award from the NAHB for the customer satisfaction programs they developed. They have directed over 600 kW of Solar Installations in the Southern California region and maintain a dedicated staff of energy consultants, designers, and installers to make solar a turnkey solution for our customers. They are an expert in the construction, maintenance and restoration business. They specialize in property maintenance, homeowners associations, remodels, room additions and home improvements.

Steel

American Ironworks Mfg., Inc.
Shlomi Asiss

(818) 897-9000

Our team at American Ironworks Manufacturing, Inc. has been designing, fabricating, and installing high quality structural steel and miscellaneous iron for over twenty five years. We have a broad range of experience with multi-family buildings, apartment buildings, commercial and industrial projects, and the construction process, and we know what it takes to get the job done. On time! We pride ourselves in submitting detailed and competitive bids. During the estimating process, our staff spends extensive time carefully reviewing the plans and specs to make sure that everything in our scope is accounted for. Therefore, you can be assured that our bid is thorough and complete. Our shop drawings are done with careful consideration of the plans, specs, jobsite conditions, and overall appearance of the project at hand. The end result is a detailed and executable product. All materials used in our construction process conform to the plans, specs and standards. Our installers are all trained journeymen who insure that our work is installed properly, plumb and level. Not only do they take pride in a finished product that is structurally sound and aesthetically pleasing, but also in leaving the jobsites and work areas clean. American Ironworks Manufacturing, Inc. is fully licensed and insured. Our coverage includes: \$2,000,000 business liability policy with James River Insurance Company, \$5,000,000 excess liability with National Union Fire Insurance Company of Pitt. \$1,000,000 Worker's Compensation with BBSI, \$1,000,000 Automobile Insurance with Farmers, Certification with Los Angeles County Fabricators (License #1872) The staff of American Ironworks Manufacturing, Inc. is made up of conscientious, dedicated, and honest people who take pride in a job well done. In closing: thank you again for your time and considerations in providing us with the opportunity of introducing American Ironworks Manufacturing, Inc. We look forward to our team becoming part of yours.



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Tile & Stone

Marazzi Tile & Stone
Mike Profilio

(858) 547-8453

As part of the multi-national Marazzi Group, Marazzi Tile & Stone is an innovative domestic tile manufacturer operating 2 production facilities within the U.S. Our plants have annual production capacity of close to 400 million SF, featuring a broad offering of glazed ceramic and porcelain, color body porcelains, all complimented with decorative pieces and featuring a natural stone program which allows Marazzi Tile & Stone to be an important source for the homebuilder, commercial and flooring dealer market segments. Our recent expansion into the Western U.S. gives us a stronger national footprint doubling the number of our factory sales service centers; Marazzi Tile & Stone brings the fashion and quality of the Italian tile tradition to market featuring the 'Made in the USA' label.



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