

new laws

& Industry Outlook

A Discussion About the Issues Shaping Our Industry



February 6, 2019

DoubleTree by Hilton Hotel



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Shaping Our Industry



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Agenda

7:30 a.m.	Doors Open
7:35 a.m.	Breakfast service begins
7:45 a.m.	Master of Ceremonies - The Hon. Brian Jones, California State Senator
8:00 a.m.	President's Remarks - Kevin Burke, 2019 SDAR President
8:05 a.m.	Remarks - Kristin Gaspar, 2018 Chairwoman, San Diego County Board of Supervisors
8:20 a.m.	Intro Remarks - Robert Weichelt, 2019 SDAR Vice President
8:22 a.m.	Remarks - The Hon. Brian Jones, California State Senator
8:27 a.m.	Seth Litchney, Senior Regional Planner, San Diego Association of Governments
8:42 a.m.	Panel Discussion 1 - Regional Update <ul style="list-style-type: none">• Moderator - The Hon. Brian Jones, California State Senator• The Hon. Bill Wells, Mayor of El Cajon• The Hon. Rebecca Jones, Mayor of San Marcos• The Hon. Colin Parent, Vice Mayor of La Mesa• The Hon. Catherine Blakespear, Mayor of Encinitas• Matt Awbrey, Chief of Civic & External Affairs, City of San Diego
9:27 a.m.	Remarks - April Gavin, Senior Political Representative, National Association of REALTORS®
9:47 a.m.	Remarks - Sanjay Wagle, Director of Public Policy, California Association of REALTORS®
10:07 a.m.	Panel Discussion 2 - Issues Panel <ul style="list-style-type: none">• Lesha Montoya, Government Affairs Committee Chair, Greater San Diego Association of REALTORS®• Alan Nevin, Director of Economic and Market Research, Xpera Group• Carla Farley, 2019 President-Elect & Immediate Past Chair, Government Affairs Committee• Matt Adams, VP, Building Industry Association• Alan Pentico, Executive Director, San Diego County Apartment Association• David W. Skelly, Principal Engineer / VP, GeoSoils, Inc.
10:52 a.m.	Dan Sandri, Acting Commissioner, California Department of Real Estate
11:12 a.m.	Gov Hutchinson, California Association of REALTORS®
12:00 p.m.	Closing Remarks - The Hon. Brian Jones, California State Senator

New Laws 2019 Expert Speakers

MASTER OF CEREMONIES

The Honorable Brian Jones

California State Senator



Brian W. Jones was elected in 2018 to the California 38th Senate District. Prior to serving in the Senate, Jones was a Santee City Council Member for eight years from 2001-2010, then again from 2017-2018. He was the representative for the 71st Assembly District from 2010 to

2016. Jones' legislative achievements include the introduction and co-authorship of "Made in America" legislation, which makes it easier for manufacturers to do business in California, legislation to support the expanding craft beverage industry in California, and legislation allowing non-motorized vehicles in skate parks.

He became well-known for his annual "2nd Amendment Awareness" event, which educated his constituents on their rights and gave attendees opportunities to learn how to control a firearm safely.

Jones and his wife of 26 years, Heather, enjoy spending time with their three children, Christopher, Melina, and Matthew.

Gov Hutchinson

*Assistant General Counsel,
California Association of REALTORS®*



Gov Hutchinson is Assistant General Counsel/Vice President of the CALIFORNIA ASSOCIATION OF REALTORS®. Gov has been with C.A.R. since 1985 and manages C.A.R.'s Member Legal Services Program in Los Angeles. Gov advises REALTORS® through the "Hotline" on all aspects of

real estate law and he trains and supervises other "Hotline" attorneys. Gov received his Bachelor's Degree in History from Princeton University and his Juris Doctorate from the University of Pennsylvania.

He has written for *CALIFORNIA REAL ESTATE* magazine, co-authored C.A.R. continuing education courses and is a master instructor for the Education Division of C.A.R. with certification from the Department of Real Estate.

He also regularly speaks to Associations/Boards of REALTORS®, affiliated trade associations, city and county bar associations and major real estate firms.

The Honorable Kristin Gaspar

2018 Chairwoman, San Diego County Board of Supervisors



Supervisor Kristin Gaspar is Chairwoman of the San Diego County Board of Supervisors, representing the Third District. She is the youngest woman ever elected to the board. Prior to becoming Supervisor, Kristin was an Encinitas City Council Member and went on to become

the first elected Mayor in that city. She also served as President of the Encinitas Rotary Club.

In her first year as Supervisor, Kristin introduced an innovative model that addresses prison recidivism, addiction and homelessness through workforce training and personal accountability. The intent is to get program participants off of public welfare services by becoming self-sufficient and productive members of society.

Kristin also partnered with fellow Supervisor Dianne Jacob on the "Alzheimer's Project" and again for the launch of the "Seniors in Crisis" initiative. Both increased funding for research and issues affecting caregivers. She was also instrumental in providing funding for new technology that will improve early detection of wildfires in areas of the County that are most prone to wildfires.

Dan Sandri

Acting Commissioner, California Department of Real Estate



Dan Sandri is the Acting Real Estate Commissioner and Chief Deputy Commissioner of the Department of Real Estate. Dan was designated as the Acting Real Estate Commissioner of the Department of Real Estate effective July 10, 2018 and was appointed to the position of

Chief Deputy Commissioner by Governor Edmund G. Brown on November 17, 2016.

He has worked for the Department of Real Estate (and former Bureau of Real Estate) for over 30 years. Prior to his appointment, Dan was the Chief Auditor of the Department/Bureau for 6 years. Dan began his career with the Department of Real Estate in 1988 as a new Auditor I hire. As an auditor, he completed hundreds of audits of subdividers and real estate brokers involved in all real estate-related activities. From 1994 - 2010, he was the Supervising Auditor in charge of Northern California Audits, supervising the Audit activities of the Oakland, Sacramento, and Fresno district offices of the DRE.

Dan is a graduate of the University of California, Berkeley and California State University, East Bay (formerly California State University, Hayward).

The Honorable Bill Wells

Mayor of El Cajon



Bill Wells is the Mayor of the City of El Cajon. He has worked his way through the political process, starting off as a Planning Commissioner in 2004, and then being elected as a City Council Member in 2008, and then Mayor in 2013.

He is also a mental health professional and owns Broadwell HealthCorporation. He has a Doctorate in Psychology and is an RN. His wife Bettie is a Psychologist and is on the Sharp Grossmont Hospital Board. They have three grown children and four grandkids. They are both native to San Diego County.

The Honorable Rebecca Jones

Mayor of San Marcos



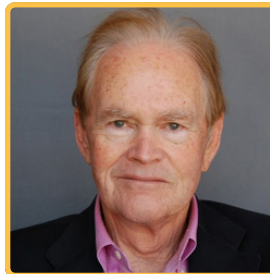
Mayor Rebecca Jones has served on the San Marcos City Council since her appointment in 2007. In addition to her role as Mayor, Jones currently serves as Board Chair for North County Transit District (NCTD), the NCTD representative on the SANDAG Board of Directors, and as an

alternate representative to the League of California Cities (LOCC). As an advocate for public safety in San Marcos, Jones is dedicated to maintaining a high quality of life in her community and strongly supports San Marcos youth. Recognized by the Red Ribbon Commission in 2016 with the Excellence in Prevention Advocacy Award, she effectively

championed the creation of ordinances to restrict tobacco sales to San Marcos youth. She has also actively worked to outlaw the sale of the synthetic drugs in advance of state action.

Alan Nevin

Director of Economic and Market Research, Xpera Group



Alan Nevin is the Director of Economic and Market Research at Xpera. A graduate of Stanford University, Mr. Nevin has a broad background in real estate development, investment and market research. He serves the legal and insurance communities with valuations, market supply

and demand and economic loss analyses. His book *"The Great Divide"* focuses on the future of the U.S. and the industrialized nations of the world.

Kevin Burke

2019 SDAR President



Kevin M. Burke, J.D., is a Broker Associate with Burke Real Estate Consultants, Inc., a real estate consulting firm based in San Diego.

A real estate licensee since 1979, Kevin teaches almost every tool of the industry for new and veteran REALTORS®. At UCSD he

teaches Real Property Law, Real Estate Practice, and Sales & Marketing for the Real Estate Professional, and at MiraCosta College he has taught Legal Aspects of Real Estate, Real Estate Principles, and Property Management.

Kevin has held positions as President of the North San Diego County Association of REALTORS®, Chair of the SANDICOR Advisory Committee, Chairman of the Board of the Del Mar Regional Chamber of Commerce, Vice Chair of the California Association of REALTORS® Sergeant at Arms Committee, and President of the San Diego Chapter of the Arizona State University Alumni Association.

He has served on the California Association of REALTORS® Legal Affairs Forum, the Risk Management & Consumer Protection Forum, as well as being the Vice Chair of the Risk Management Committee for SDAR.

Alan Pentico, CAE

*Executive Director, San Diego County
Apartment Association*



As the executive director of the San Diego County Apartment Association (SDCAA), Pentico draws on extensive community and advocacy experience in the rental housing and real estate industries through collaborative efforts, coupled with previous campaign strategy and political

advisory work with elected officials.

Alan joined the Association in the summer of 2003, after six years as a Senior Policy Advisor for a San Diego County Supervisor where he was responsible for policy development in the areas of housing and community development, public health, social services, children's services and drug and alcohol services. Also a liaison to the County's Housing and Community Development Department, Alan took on the challenges associated with revitalizing several distressed communities.

Prior to that Alan briefly worked in Sacramento for Governor Pete Wilson in the Office of Planning and Research where he assisted with analyzing legislation. In addition, Alan has done work on several campaigns as paid and volunteer staff as well as consulting.

A San Diego native, Alan holds a bachelor of arts in political science from the University of San Diego.

To further his career in the nonprofit trade industry, Alan sought and received his Certified Association Executive (CAE) designation from the American Society of Association Executives (ASAE).

Matthew J. Adams

*Vice President, Building Industry Association
San Diego County*



The Building Industry Association of San Diego County represents over 700 member companies in an industry that employs more than 65,000 men and women in San Diego County. Adams is the senior policy advocate for the 80-year old trade association on multiple land use and regulatory

issues throughout San Diego County. He leads and directs the efforts of the BIA governmental affairs staff and serves

on the BIA Urban Council which focuses on urban infill and redevelopment policy. Prior to joining the BIA, he served as Chief of Staff to then Assemblyman Jan Goldsmith.

Matt is involved in several community planning organizations. He is a member of the City of San Diego Technical Advisory Group that evaluates land use policy. He currently serves on the Navajo Community Planning Group that advises the City of San Diego on land use matters for the communities of Allied Gardens, Del Cerro, Grantville and San Carlos. Matt has more than 20 years of experience in San Diego's political arena and is the industry liaison to various coalition partners and political campaigns. He serves as senior staff to the BIA's Political Action Committee that evaluates candidates and ballot measures that affect the building industry.

Carla Farley

2019 SDAR President-Elect



Carla Farley is Broker and President of Corban Realty Group, Inc., and has over 24 years of experience in the real estate industry. She holds many trade industry designations demonstrating her commitment to her field and her work with the military, first-time buyers,

and sellers of all kinds. In addition to being 2019 SDAR President-Elect, Carla serves as Vice Chair of the SDAR Government Affairs Committee and the Ambassadors Foundation, and also volunteers with REALTORS® Political Affairs (RPAC), Housing Opportunities, and many other SDAR committees.

Robert Weichelt

2019 SDAR Vice-President



Robert Weichelt has served in virtually every capacity of the real estate industry - Title Account Executive, Mortgage Banker, and Real Estate Broker. He currently is the Broker/CEO of Weichelt Real Estate Services in San Diego. Weichelt is the 2019 Vice President of the

Greater San Diego Association of REALTORS® and serves on various SDAR committees including REALTORS® Public Affairs, Government Affairs, Young Professionals Network, and as a Director to the California Association of REALTORS®.

His community involvement includes the Lincoln Club, San Diego River Park Foundation, East Village Residents Group, East Village Association, Downtown Community Planning Council, and Downtown Parking Management Group. Weichelt also appears on local TV and radio programs as a real estate expert.

April Gavin

Senior Political Representative, National Association of REALTORS® (NAR)



April Gavin is a Senior Political Representative for the National Association of Realtors who has the pleasure of working with Alabama, California, Florida, Georgia, Guam, Hawaii, Maine, Mississippi, North Carolina, Puerto Rico, South Carolina, Tennessee, Texas, and the Virgin Islands. A native Texan, April has worked in the political realm for the past 15 years. Prior to coming to NAR, April was a Senior Political Manager for the Associated Builders and Contractors. Her experience also includes working as a policy analyst; working for a direct mail firm that specializes in GOTV and fundraising political mail; fundraising for non-profits; as well as coordinating grassroots efforts. April is a proud graduate of the University of Texas at Austin, and earned her Masters' degree in Political Management from The George Washington University. She lives in Alexandria, Virginia with her husband Brian.

Sanjay Wagle

Director of Public Policy, California Association of REALTORS® (C.A.R.)



Sanjay Wagle is Director of Public Policy for the California Association of REALTORS® in Sacramento where he lobbies on behalf of the Association and supervises the work of C.A.R.'s policy staff. Prior to working with C.A.R. in its Government Affairs Division, he worked in C.A.R.'s Member Legal Department in Los Angeles. Sanjay has been with C.A.R. since 2003.

Sanjay received his law degree from the University of Southern California (USC), his M.A. from UCLA and his B.A. degree from the University of Chicago.

The Honorable Colin Parent

Vice Mayor of La Mesa



Colin Parent is Executive Director and General Counsel at Circulate San Diego. In addition to overall management of the organization and legal issues, he advocates for affordable transit, safe walkable neighborhoods, and effective land use policy. Colin served on the Jerry Brown for Governor 2010 campaign, and was appointed by Governor Brown as the Director of External Affairs for the California Department of Housing and Community Development. Prior to working for Governor Brown, Colin practiced law for three years as a commercial litigator at the San Diego office of the international law firm of DLA Piper US LLP. During 2013 and 2014, Colin served as the Director of Policy at the San Diego Housing Commission.

Colin is a serial social entrepreneur in San Diego. He co-founded the San Diego Leadership Alliance, an organization that trains young San Diegans to be equipped for civic leadership. As a board member of the League of Conservation Voters San Diego, he chaired the first ever coalition to grade the environmental records of elected officials in the City of San Diego.

Colin is an Eagle Scout and grew up in East County San Diego. He is a graduate of the NYU Law School, and U.C. San Diego. He is also an elected member of the City Council of La Mesa, California.

Lesha Montoya - MODERATOR

Government Affairs Committee Chair, SDAR



With a background in city planning, project management, and marketing for both public and private sectors, Lesha Montoya has parlayed that experience into a commercial real estate career. Having joined the SVN Commercial Sales team in 2016, she brought her expertise to multifamily home transactions, as well as land acquisitions and dispositions.

Lesha currently serves as the 2019 Chair of SDAR's Government Affairs Committee and has held key appointments for the California and National Association of REALTORS®. Her community involvement includes the La

Mesa Women's Club, Lincoln Club, Miss California Pageant, and she has worked as a professional actor, host, model, dancer, and choreographer in the arts and entertainment industry.

David W. Skelly

Principal Engineer / Vice President, GeoSoils, Inc.



David W. Skelly is Vice President and Principal Engineer for GeoSoils, Inc. (GSI), working with GSI for the last decade on numerous land development projects throughout California. His more than 30 years of experience in coastal engineering includes a position

as a research engineer at the Center for Coastal Studies at Scripps Institution of Oceanography for 17 years. During his tenure at Scripps, Skelly worked on coastal erosion problems throughout the world.

Skelly has extensive experience in producing environmental documentation concerning coastal projects on the federal, state, and local level, as well as expertise in shoreline erosion, bluff erosion, soils engineering, and the design, permitting, and construction of shore protection devices. Projects include levee engineering and design in San Francisco Bay, seawall and marina engineering in Baja California Sur, coastal boardwalk design and protection in Pacifica, and seawall projects throughout Southern California. He also has served as an expert witness for coastal processes litigation.

The Honorable Catherine Blakespear

Mayor of Encinitas



Encinitas Mayor Catherine S. Blakespear is a fourth-generation resident of Encinitas. Elected to serve on the Encinitas City Council in 2014, she became the second directly elected Mayor of Encinitas in 2016. Before running for elected office, Blakespear served for four years

as the Cardiff representative on the Encinitas Traffic & Public Safety Commission, nominated by her peers to be the commission's chair in her final year.

In addition to encouraging citizen participation in local government, Blakespear is working to protect Encinitas from overdevelopment, improving open space, trails, parks and beaches; upgrading Encinitas streets so they are safer

and more pleasant for bicyclists and pedestrians; and keeping the city in excellent financial health.

Matt Awbrey

Chief of Civic and External Affairs, City of San Diego



Matt Awbrey is Mayor Kevin L. Faulconer's Chief of Civic and External Affairs. Matt manages the Mayor's external relations – including the mayoral communications team and community engagement team – and advises on major city issues, with the goal of creating

an effective and inclusive government and expanding San Diego's economic, political and cultural influence.

Matt has risen quickly through the ranks of elected office, serving as a policy director, communications director and chief of staff. Matt was lead spokesperson for the Faulconer for Mayor campaign.

A native San Diegan, Matt studied International Relations and Communications at U.C. Davis. He is recipient of the San Diego Regional Chamber of Commerce "Staffer Who Really Gets Stuff Done" Award and the Wendell Cutting Award for Legislative Staff Member of the Year.

Seth Litchney

Senior Regional Planner, San Diego Association of Governments



In his role, Seth Litchney supports the implementation of San Diego Forward: The Regional Plan and collaborates with local, regional, statewide, and transit agencies in the development and monitoring of regional housing programs. Seth previously worked at the City of

San Diego as a Senior Planner. While at the City of San Diego, he managed the Grantville Focused Plan Amendment, the development of the City's Climate Action Plan, and the Kearny Mesa Community Plan Update.

Prior to his role at the City of San Diego, Seth worked at the Governor's Office of Planning and Research working on General Plan Guidelines with interested stakeholders, including developers, consultants, local and state government staff, environmental organizations, and members of the public. Seth graduated from the University of San Diego with a degree in Urban Studies.

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