



## **My Favorite Local Spot is Closed! The Future of Local Commercial Places**

Wednesday, November 17, 2021



Parke Miller, Executive Vice President, Orange County Region.

Parke leads LPC West's Orange County operations, including the implementation of all service lines, and oversight of all development and redevelopment activities for the firm's 7.1+ million sq. ft. portfolio. Parke Miller is Executive Vice President and a regional partner at LPC West, and is responsible for the firm's investment, asset management, property management, leasing, and development activities in Orange County, California. Since joining the firm in 2011, Parke has been involved in the acquisition and strategic execution of over \$1.6 billion of office, industrial and retail properties, while overseeing the completion of more than 520 lease transactions valued in excess of \$780 million. Additionally, Parke oversees the development and repositioning activities of the firm's portfolio, including most notably FLIGHT at Tustin Legacy, Orange County's first purpose-built creative office campus, TRADE Marketplace and Food Hall in Irvine, and Culture Yard in Costa Mesa. LPC West's Orange County portfolio is comprised of 7.1+ million square feet of commercial office, industrial, retail, and mixed-use properties. Through its third-party management and operations

platform, the firm also provides institutional-quality, ownership-focused real estate services to large pension funds, private equity, and private investor clients. Prior to joining LPC West, Parke served as a Market Director for Holt Lunsford Commercial in Dallas, Texas, where he oversaw the agency leasing, acquisition, disposition, and property management activities for a portion of the company's 35-million+ square foot portfolio of institutionally owned assets. During his tenure with the firm, Parke was consistently recognized as a top producer for the company and a market leader in the Dallas-Fort-Worth industrial community.



Ed Sachse, President at Kennedy Wilson Property Services

As the president of Property Services, Ed leads Kennedy Wilson's national team of commercial real estate brokers and property managers across the U.S., overseeing 20 million square feet of retail, office, industrial and multifamily assets. He is a seasoned and versatile real estate professional with a 29-year track record, having completed over \$2 billion of real estate transactions with a list of widely recognized clients in the industry across a variety of product types. Ed is a Certified Public Accountant (inactive) and currently serves as president of City of Hope's Los Angeles Real Estate committee.

For 19 years prior to joining Kennedy Wilson, Ed was the founder and president of Sachse Real Estate Company, a full-service real estate firm in Beverly Hills specializing in commercial brokerage and property management. In 2003, Sachse Real Estate ranked in the Top 25 brokerage firms by Los Angeles Business Journal, and in 2010, his company was purchased by Kennedy Wilson (KW:NYSE). After working as a CPA for Arthur Andersen LLP, he launched his real estate career as a sales associate for CB Commercial and as a financial officer for Douglas Emmett and Company.



Darrell Menthe, President, Culver City Downtown Business Association & Partner, Sage Law Partners

Darrel Menthe is a civil litigation attorney of twenty-five years who lives and works in downtown Culver City. He is the managing partner of Sage Law Partners, PC. He is currently in his sixth year as President of the Culver City Downtown Business Association, which manages the Downtown Culver City Business Improvement District. He is also Vice Chair of Culver City's Finance Advisory Committee. Darrel recently helped Culver City celebrate its 100th anniversary, serving as Vice President and Treasurer of the Culver City Centennial Celebration.

Darrel received a B.A. degree with a double major in Comparative Literature and Political Science from U.C. San Diego in 1993, and a J.D. from Stanford Law School in 1996. He also has an M.A. in Political Science from UCLA. He reads Spanish, German, and Russian with varying degrees of proficiency.



Seta Zorabian, Regional Manager, Small Business Program, Los Angeles County Economic Development Corporation (LAEDC)

Seta Zorabian is Regional Manager of the Together for LA Small Business Program at Los Angeles County Economic Development Corporation (LAEDC) and provides support, technical assistance, and connections to resources to small businesses across Los Angeles County. Together for LA is a strategic partnership to strengthen and support women and diverse-owned small businesses in LA County, as they strive to recover from the economic crisis wrought by the COVID-19 pandemic.

Prior to joining LAEDC, Seta worked at JVS SoCal where she was part of the LA County Rapid Response services team where she levered all the LA County resources to prevent layoffs and business closures where she also collaborated with community organizations and leaders, and dislocated worker programs. Her experience as the Managing Director at a prominent legal recruiting company and a Business Services Manager at city work source center, and AVP Recruiter at a banking institution brings on her need to see a strong workforce. Also, as a former small business owner herself, she has a passion to see small businesses succeed and overcome the struggles and challenges they face currently. Seta holds an undergraduate degree in Political Science from California State University, Los Angeles, and a Master's in Business Management from the University of Redlands.



Emily Bianchi, Senior Associate, JERDE

In the role of Senior Project Designer, Emily Bianchi has contributed to several major new JERDE Places around the globe. With 10+ years experience in the design industry, Emily specializes in Hospitality & Experiential Design. While her educational background is in Architecture, she also has several years experience working on Interiors Projects including upscale resorts, commercial retail, and corporate office. Working directly with JERDE design principals, Emily assists in developing project concepts, coordinating consultants, material selection, drafting and code review/compliance. Her strong 3D digital modeling skills are also critical to the design process and developing intensive study requirements.