

LANKFORD & ASSOCIATES, INC. ANNOUNCES MARY PAMPUCH AS CHIEF OPERATING OFFICER

San Diego, CA (June 5, 2018) — **Lankford & Associates, Inc.**, one of the West Coast's leading full-service developers, today announced that Executive Vice President **Mary Pampuch** has been appointed to the additional role of Chief Operating Officer, a new position within Lankford & Associates.

With more than 25 years of experience in the real estate development industry, over the course of her career Ms. Pampuch has been involved on 2.4 million square feet of development deals worth approximately \$950 million in total. A true industry veteran, her sought after experience stretches across all aspects of real estate development and property management including lease negotiations, lease administration, CEQA processing, construction management, project entitlement, environmental remediation and restoration of environmentally sensitive habitats.

Mary Pampuch's promotion comes at a pivotal stage for the Southern California based development team. Alongside President & CEO, Robert Lankford, Ms. Pampuch has overseen many of San Diego's biggest urban and suburban development projects to date including the Sanford Consortium for Regenerative Medicine in La Jolla Torrey Pines, Smart Corner residences, and the Hall of Justice in downtown San Diego.

Now in 2018, she continues to make her mark—playing a critical role in developing, financing, designing, and building innovative projects that are modernizing and changing the shape of San Diego's downtown skyline:

- **MAKERS QUARTER | SAN DIEGO'S EMERGING NEIGHBORHOOD FOR TECH + INNOVATION**
As an innovation hub for a millennial workforce, this new emerging district completes one of the final chapters of growth for East Village's dynamic urban downtown neighborhood—ushering in new office, residential, restaurants, retail and entertainment space, alongside associated public parks and open space. The neighborhood is home to popular community venues such as SMARTS Farm and 10 Barrel Brewing Co., soon to be joined by the highly anticipated opening of Punch Bowl Social, and leaders of San Diego's innovation economy including Urban Discovery Academy and Fuse Integration. Later this year Makers Quarter will open doors to the neighborhood's residential anchors, Broadstone Makers Quarter (7-story, 265 units, architect: JWDA) alongside an additional Makers Quarter residential tower (33-story, 406 units with an office and retail component, architect: Carrier Johnson). Makers Quarter anticipates the completion of its six-city block build out by 2020-2025.
- **BLOCK D | AIMING TO BE DOWNTOWN'S FIRST LEED PLATINUM, ZERO-NET ENERGY OFFICE BUILDING**
Later this month, BLOCK D will make its debut in Makers Quarter. As downtown San Diego's first multi-tenant commercial office property in nearly a decade, BLOCK D also aims to make headlines as downtown's first net-zero energy and LEED Platinum certified building (one of the most distinguished sustainability designations in the country). The 63,000 square-foot, six-story office hub with ground floor retail employs human-centered design and an environmentally conscious infrastructure to build a healthier workspace that improves productivity. Counted among BLOCK D tenants, BASIC Agency (a nationally renowned creative design agency whose clients include Nike, Beats by Dre, REI and Nixon) recently signed a lease on the building's expansive 5th floor layout, which will house the company's San Diego headquarters.
- **LANE FIELD SOUTH | DOWNTOWN'S WATERFRONT TRANSFORMATION OF SAN DIEGO'S FORMER BASEBALL STADIUM**
This \$138.5 million, 400-room full-service Intercontinental-branded and managed hotel is located on the southern portion of Downtown's former waterfront baseball stadium fronting Pacific Highway with a two-acre public park on the western portion fronting North Harbor Drive and a new, landscaped pedestrian corridor to the south. Lane Field South is slated for completion in August of 2018.

As Executive Vice President and Chief Operating Officer at Lankford & Associates, Mary Pampuch is responsible for the firm's day-to-day operations, procuring and analyzing development activities, and overseeing the company's property management arm. Looking ahead to future development, Ms. Pampuch looks forward to employing her expertise and industry knowledge to pursue impactful, employment-based projects within the Southern California region and beyond.

"Mary Pampuch has been with Lankford & Associates, Inc. since 1990. She joined our team as an administrative assistant and has since gone on to excel in various real estate development projects not only here in San Diego but nationwide. She's an incredible asset to our team, and I can't speak highly enough of her expertise, professionalism and care. Mary has a great ability for building relationships with the people and companies that we do business with. We're proud of her accomplishments thus far at Lankford & Associates, and we look forward to her leadership in her new role as COO." – President & CEO, Robert Lankford of Lankford & Associates, Inc.

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ABOUT MARY PAMPUCH:

Mary Pampuch has over 25 years of experience in the real estate development industry and has been involved on 2.4M square feet of development deals worth approximately \$900M. In her role as Executive Vice President, Ms. Pampuch is responsible for procuring and analyzing development activities and overseeing the property management arm of Lankford & Associates. Her experience stretches across all aspects of real estate development and property management including lease negotiations, lease administration, CEQA processing, construction management, project entitlement, environmental remediation and restoration of environmentally sensitive habitats. As COO she is responsible for the firm's day-to-day operations.

Prior to joining Lankford & Associates, Ms. Pampuch was involved in commercial/ residential property management as well as residential construction and sales. She was responsible for financials, budgeting, and supervision of support staff as well as interface with prospective investors and tenants. Furthermore, Ms. Pampuch spent five years actively selling residential and commercial real estate in addition to assisting with residential construction accounts.

Ms. Pampuch received her Bachelor of Science degree in business administration from the University of Phoenix – San Diego and holds an associate degree from Western Wisconsin Technical College. Previously a licensed real estate broker in Wisconsin, she now holds a California real estate brokers license. She has also successfully received a certificate in Construction Supervision at San Diego State University.

Industry involvement includes the Urban Land Institute and National Association of Office and Industrial Properties. She also serves on the Urban Discovery Foundation Board and East Village Foundation Board. She was recently honored by BISNOW as one of the 50 most influential women in San Diego.

ABOUT LANKFORD & ASSOCIATES, INC.:

Lankford & Associates, Inc. is a family owned and operated company rooted in San Diego since 1984. By focusing on quality, we have developed a reputation for delivering projects to the community that engage the public. They have been a source of pride while also helping to promote and facilitate critical sectors in the San Diego region's economy. In the heart of downtown the Hall of Justice responds to the needs of civic service. Our cutting edge science building, Sanford Consortium for Regenerative Medicine, continues to receive awards for design and sustainability while providing top scientists with a home base for solving the toughest medical problems of our times. Here at the urban core of San Diego, we have created projects that focus on transit, walk-ability and livability that include places for businesses and most importantly, people to thrive. www.lankfordandassociates.com