

TeamCalifornia



2025 MEET THE CONSULTANTS

NOVEMBER 5 - 7, 2025
CONCORD HILTON, CONCORD, CA



DAY 1

8:00AM - 10:00AM

REGISTRATION & BADGE PICK-UP

8:30AM - 9:30AM

TEAMCALIFORNIA BOARD OF
DIRECTORS ANNUAL MEETING

10:00AM - 2:30PM

OPTIONAL FAM TOUR (SIGN-UP
REQUIRED, LUNCH PROVIDED)

2:45PM - 5:45PM

REGISTRATION & BADGE PICK-UP

3:30PM - 4:30PM

TEAMCALIFORNIA MEMBERSHIP
MEETING (MEMBERS-ONLY)

4:30PM - 4:45PM

CONFERENCE WELCOME
CITY OF CONCORD; TEAMCALIFORNIA

4:45PM - 5:45PM

SESSION 1 - GABRIEL DION

NEWMARK

*INDUSTRIAL LAND: LONG TERM PLANNING
AND ACQUISITION BEST PRACTICES*

6:00PM - 9:00PM

WELCOME RECEPTION

#innovationliveshere



DAY 2

7:30AM - 10:00AM

REGISTRATION & BADGE PICK-UP

7:30AM - 9:00AM

LIGHT BREAKFAST + NETWORKING

9:00AM - 9:15AM

OPENING REMARKS
CONTRA COSTA COUNTY;
TEAMCALIFORNIA

9:15AM - 10:15AM

SESSION 2 - GARY YATES
STREAM REALTY PARTNERS
*LOCATION DECISIONS, SHIFTING
INVENTORY AND TARIFFS*

10:15AM - 11:15AM

SESSION 3 - JASON RANCADORE
HICKEY AND ASSOCIATES
*MYTHBUSTERS: SITE SELECTION EDITION -
CALIFORNIA VS. THE REST*

11:30AM - 12:00PM

SPECIAL PRESENTATION - KELLY SCHELIN
**CONTRA COSTA COMMUNITY COLLEGE
DISTRICT**
*INTERSECTION OF WORKFORCE DEVELOPMENT
AND INNOVATION*

12:00PM - 12:45PM

NETWORKING LUNCHEON



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12:45PM - 1:45PM

LUNCHTIME FIRESIDE CHAT
GREG AGUIRRE AND MATTHEW TATE

CAPITAL RIVERS

*FROM BROAD TO FOCUSED: HOW
LEADING ORGANIZATIONS TURN
ANALYTICS INTO INFLUENCE*

2:00PM - 2:30PM

CONSULTANTS UNPLUGGED
RAPID FIRE QUESTIONS

2:30PM - 3:30PM

SESSION 4 - CHRISTOPHER THORNBURG

BEACON ECONOMICS

ECONOMIC OUTLOOK

3:30PM - 4:30PM

ROUND TABLES

*EACH CONSULTANT WILL PARTICIPATE IN
ROUNDTABLE DISCUSSIONS FOR OPEN
DIALOGUE AND QUESTIONS WITH
ATTENDEES TO ANSWER MORE SPECIFIC
QUESTIONS*

5:00PM - 8:00PM

SPONSOR DINNER (INVITE-ONLY,
TRANSPORTATION PROVIDED)

5:00PM - 8:00PM

TASTING EVENT AT THE VERANDA
(ALL ATTENDEES INVITED)

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8:00PM - 9:30PM

AFTER HOURS PAR-TEE AT SKYLINKS
AT BUCHANAN FIELDS
(ALL ATTENDEES INVITED,
TRANSPORTATION PROVIDED)

DAY 3

7:30AM - 11:00AM

REGISTRATION & BADGE PICK-UP

7:30AM - 8:30AM

LIGHT BREAKFAST + NETWORKING

8:30AM - 9:30AM

SPEAKER SESSION 4 - KEN HIRA,
KOSMONT COMPANIES
*ECONOMIC DEVELOPMENT, LAND USE
AND TOOLS*

9:45AM - 10:45AM

ROUND TABLES PT. 2

11:00AM - 12:00PM

CLOSING GENERAL SESSION -
GARRICK BROWN

GALLELLI REAL ESTATE
*RETAIL: WHAT TO WATCH, WHO TO CHASE
IN TIMES OF UNCERTAINTY*

**FORUM CONCLUDES
BOXED LUNCHES PROVIDED**



#opportunity

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