TeamCalifornia





2025 MEET THE CONSULANTS

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



DAY2

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

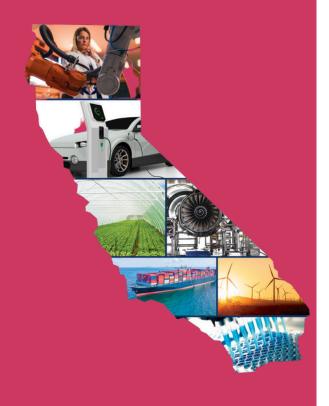
INTERSECTION OF WORKFORCE DEVELOPMENT

AND INNOVATION

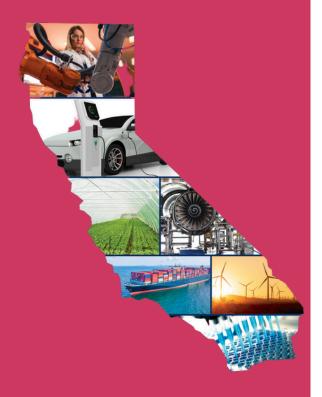
12:00PM - 12:45PM

NETWORKING LUNCHEON





#weareteamca



#MTC25

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 THORNBERG

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

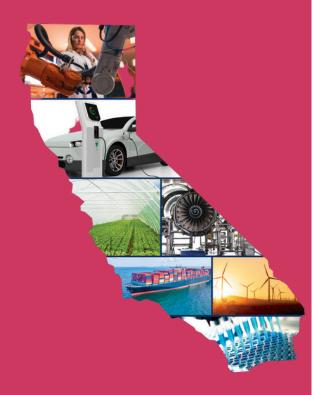
5:00PM - 8:00PM

SPONSOR DINNER (INVITE-ONLY, TRANSPORTATION PROVIDED)

5:00PM - 8:00PM

TASTING EVENT AT THE VERANDA
(ALL ATTENDEES INVITED)





#opportunity

8:00PM - 9:30PM

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

DAY3

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

