

# PEOPLE ON THE MOVE

HIRINGS, PROMOTIONS, BOARD MEMBERS AND SPECIAL ANNOUNCEMENTS IN SAN DIEGO



**COMMERCIAL REAL ESTATE EXECUTIVE RECRUITMENT**  
New Hire



**Fred Geisinger**

**RETS Associates**, a leading national real estate recruiting firm, is continuing to expand in the Southern California region to serve growing demand for real estate talent from new and existing clients.

**Fred Geisinger** was recently appointed as Director of the San Diego office, bringing over 10 years of experience in the recruitment field with an emphasis in executive search in and around the CRE industry. He previously held positions with JRK Property Holdings, Marcus & Millichap, and UCSD. Geisinger resides in Encinitas with his wife and two young daughters.



**LEGAL**



**Nancy Stagg**

**Kilpatrick Townsend & Stockton** announced that it has named **Nancy Stagg** as Managing Partner of the firm's San Diego office. Ms. Stagg, with three decades of legal experience, including arbitration, trial, and appellate practice, is a member of the firm's Complex Commercial Litigation Team. Her practice focuses primarily on the defense of consumer class actions and she heads the Class Actions Team in California. Ms. Stagg is consistently recognized by *The Best Lawyers in America®* in the areas of Mass Tort Litigation/Class Action – Defendants, Commercial Litigation, IP Litigation, and Labor & Employment Litigation. She graduated, cum laude, from California Western School of Law.

# NN NAVA

**HEALTHCARE**  
New Hire



**Marcel Ocampo**

**Marcel Ocampo** has joined the Partner team at Nava, a new kind of healthcare benefits brokerage leveraging technology and benefits innovation to tackle the rising costs of healthcare. Throughout his 18-year career in healthcare, Marcel has been consistently recognized as one of the top benefits brokers in CA and the US (#1 producer in SD in 2020). With a background spanning employee benefits, retirement plans, and CEBS studies, he's a thought leader in bringing innovative solutions to his clients while acting as a relentless advocate for their interests.

But this is more than just business for Marcel. Like too many Americans, he has personally experienced the failures of the healthcare industry.

"For my family, that failure was our child's severe allergic reactions and our challenges navigating the complex, nonsensical bills that followed her treatments. If I — as someone who's been in the industry for almost two decades, who's designing self-insured plans to employers, who is a Certified Employee Benefits Specialist — had a hard time making sense of our claims and how to resolve them... what chance does a regular employee have?"

Fueled by that experience, Marcel made it his professional mission to find new ways to deliver better healthcare at lower costs for employers of all sizes. Nava's cutting-edge innovation and first-rate talent give him a platform from which to do so.

"I joined Nava because the company is making a bold bet— not only on tech innovation, but also on a new breed of talent to drive change in an arena where few have been successful. There's massive potential in this country to innovate and find better ways to serve employers and their employees, and Nava is committed to making that happen."

Nava could not be more thrilled to have Marcel join the team and our mission to provide high-quality, affordable access to healthcare to all Americans.

You can get in touch with Marcel at [marcel@nava.io](mailto:marcel@nava.io) or visit [nava.io](http://nava.io) to learn more about our mission.



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**LEGAL**  
New Hires



**Steven Otto**

**Steven Otto** has joined **Crosbie Gliner Schiffman Southard & Swanson LLP (CGS3)**, a Southern California-based commercial real estate law firm, as a partner in the firm's San Diego offices. Previously a senior attorney with Pinnacle West Capital Corporation, he joins CGS3's general real estate practice.

According to CGS3 founding partner Sean Southard, Otto has special expertise in assisting clients in the energy sectors – drawing on his engineering degree from the United States Naval Academy as well as his military service. "Steven is an exceptionally talented and knowledgeable attorney with unmatched experience in technically complex matters, and will be invaluable to CGS3 as we continue to provide a best-in-class experience to clients in California and beyond."

Otto's expertise spans the acquisition, development, leasing, licensing and sale of office, industrial and retail portfolios, power plants and mixed-use office/retail projects. In addition, he has negotiated master developer and merchant builder and private party development agreements for retail shopping complexes and residential developments. His clients have included international firms and public companies, REITs, developers and private joint ventures, and he has played a key role supporting one of the largest nuclear power-generating sites in the country.

Prior to joining CGS3, Otto also worked for several top tier San Diego law firms including Luce Forward Hamilton & Scripps (now Dentons), where he became a partner.

He holds an M.B.A. from the Rady School of Management at UC San Diego, a J.D. from The George Washington University Law School, and a Bachelor of Science degree in engineering from the United States Naval Academy.

**Steven can be reached at [sotto@cgs3.com](mailto:sotto@cgs3.com) and 858-779-1717.**



**ENGINEERING**  
New Hire



**Tom Canady**

**NOVA Services, Inc.**, a geotechnical engineering and special inspection/materials testing firm, welcomes **Tom Canady, PE** to the team as a Principal Engineer in our San Diego office. Tom has over 30 years of experience performing and managing engineering, testing, and inspection services and providing oversight of laboratory programs. With his industry knowledge and accomplished reputation, his primary role is to lead the growth of NOVA Services' engineering department in the southern California region. Tom is a member of ASCE and is a board member of the San Diego Transportation Development Association. In addition, he serves as an ACI Certification Examiner of Record.

**Tom Canady may be reached at [tcanady@usa-nova.com](mailto:tcanady@usa-nova.com) or 619.944.4019**

# COMPANIES ON THE MOVE

IN SAN DIEGO

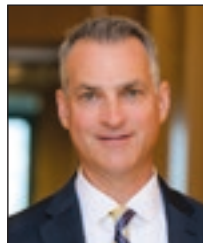
## PETTIT KOHN

PETTIT KOHN INGRASSIA LUTZ & DOLIN

Celebrating 15 Years of Legal Excellence



**Douglas A. Pettit**



**Andrew N. Kohn**



**Thomas S. Ingrassia**



**Jennifer N. Lutz**



**Damian M. Dolin**



**Grant D. Waterkotte**

**Pettit Kohn Ingrassia Lutz & Dolin PC** is both humbled and proud to recognize its 15-year anniversary in 2021. This special milestone would not be possible without the loyal, unwavering, and continued support of our valued clients, colleagues, teammates, and friends. We cherish the long-lasting relationships that we have developed over the years, and we remain eternally grateful for the opportunity to be of service to each of our clients throughout Southern California and Arizona. Each member of the Pettit Kohn team remains deeply committed to providing outstanding legal service and delivering the best possible result for each client, on each case, day in, and day out. We look forward to a promising future, and we thank you for your continued trust, support, and confidence in our team.

Pettit Kohn Ingrassia Lutz & Dolin PC is a leading AV-rated, full-service trial firm with expertise in litigating and resolving civil matters in both state and federal courts. The firm represents clients in the areas of Appellate, Business Litigation, Community Association Litigation, Employment & Labor, Personal Injury, Product Liability, Professional Liability, Real Estate Litigation, Restaurant & Hospitality, Retail, Transactional & Business Services, Transportation, and Trial & Civil Litigation. Clients include large and mid-sized corporations, privately held businesses, institutions, and individuals.

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