



CALIFORNIA LAND RECYCLING CONFERENCE

Imagine | Innovate | Implement
September 29 – October 1, 2026 | Foster City

What's Actually Working: AI Across Law, Development, and Consulting

September 29, 2026



OFFICE OF BROWNFIELDS

Department of Toxic Substances Control - Cleanup in Vulnerable Communities Initiative



CENTER FOR CREATIVE
LAND RECYCLING

RECLAIM. CONNECT. TRANSFORM.

SPEAKERS



ALFRED FRAIJO, Jr

Somos Group



BLAIR RUSHING

Prologis



CHRISTINE WASKO

**EKI Environment &
Water, Inc.**



STUART BLOCK

Allen Matkins



Artificial Intelligence at Somos



Alfred Fraijo Jr.

Founder & CEO, Somos Group

Creating Human-Centered Advances in Information and Automation



Resilient: Building a business that adapts quickly and prepares us to deal with rapidly changing technology and economic and political cross-winds. At Somos, this means using our multi-disciplinary approach to strengthen our company, which allows us to adapt quickly to changing realities.

Efficient: Creating strategic responses in a world that is being swiftly altered by a multitude of economic and political forces. At Somos, this means providing services that react in real time to these changing realities to produce results that are delivered quickly and in a cost-effective manner to benefit the client.

Human: Ensuring that technological and economic progress benefit all people, especially those who have been historically denied access to generational wealth. At Somos, that means working with labor, business, government, and community leaders to ensure that new technologies, including AI, create good-paying jobs for workers and help build economically vibrant communities.

The Three P's



Process

The way systems work-how people and organizations do things.

Programs

The laws , policies, and regulations that enable and fund equitable procurement practices.

Partnerships

The cooperative relationships needed to bring projects to successful completion.

What's Actually Working AI Across Law, Development, and Consulting

Blair Rushing, PE
Director, Development | Prologis
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Enterprise AI at Prologis Data and Action w/ Scale

*Proprietary data across a 1.3B SF
global real estate platform*

Key Enterprise Metrics:

- **95%** company adoption
- **2.3K** employee-created GPTs
- **42** enterprise Gen AI apps
- Nearly **1K** personal productivity agents

Approved tools, **strong** governance thru AI policy and steering committee. **Centralized** resources for training and office hours.

Applying AI to

- 1) improve decision making
- 2) strengthen economics and reporting
- 3) operate more effectively at scale.

PLD advantage is proprietary data and actionability: deep asset-level history, leasing outcomes, development stabilizations and investment insights across a 1.3BSF global platform.

How we are using AI in Real Estate Development

We can assemble information faster and test assumptions earlier in the lifecycle



Site Selection, Zoning, And Local Requirements

Research constraints, land uses, zoning requirements, and public data & records



Land Due Diligence Review

Review soil and environmental reports, deeds, maps, easements and title documents



Financial Feasibility & Risk Analysis

Test assumptions and early scenarios, flag key risks for deeper, human-led reviews



Costs And Schedules

Prepare and compare budgets, bids and project timelines, identify schedule bottlenecks and permit review times



Site Planning & Conceptual Design

Develop and evaluate early site plans, building envelopes, and constraints to inform Proforma development



Project Management and Reporting

Turn meetings and documents into clear updates, streamline workflows to speed up financial and KPI reporting

What is really working well for us today...

More time for human judgment and less time assembling information

Research & Due Diligence

Building & Planning Code Requirements
Zoning & Land Use Restrictions
Permits & Impact Fees
Public Records Research

Data Extraction & Interpretation

Soils Reports
Environmental Reports
Survey & Title Documents
CC&R's
Leases And Contracts

Analysis & Modeling

Develop ROM Budgets and Proforma
Build Project Schedule
Site Plans & Test Fits
Identify Risks & Develop Risk Register
Go / Hold / No-Go

Project Mgmt & Reporting

Faster Meeting Minutes & Action Items
Improved Communication
Construction Document & As-Built Reviews
Cost Intelligence & Forecasting

WHAT'S ACTUALLY WORKING AI IN CONSULTING

EKI Environment & Water, Inc.
Christine Wasko, Chief Operating Officer
CALRC 2026 – Imagine, Innovate, Implement

AI USE IN CONSULTING

AI is a force multiplier, not a replacement for judgment and relationships.

IMAGINE

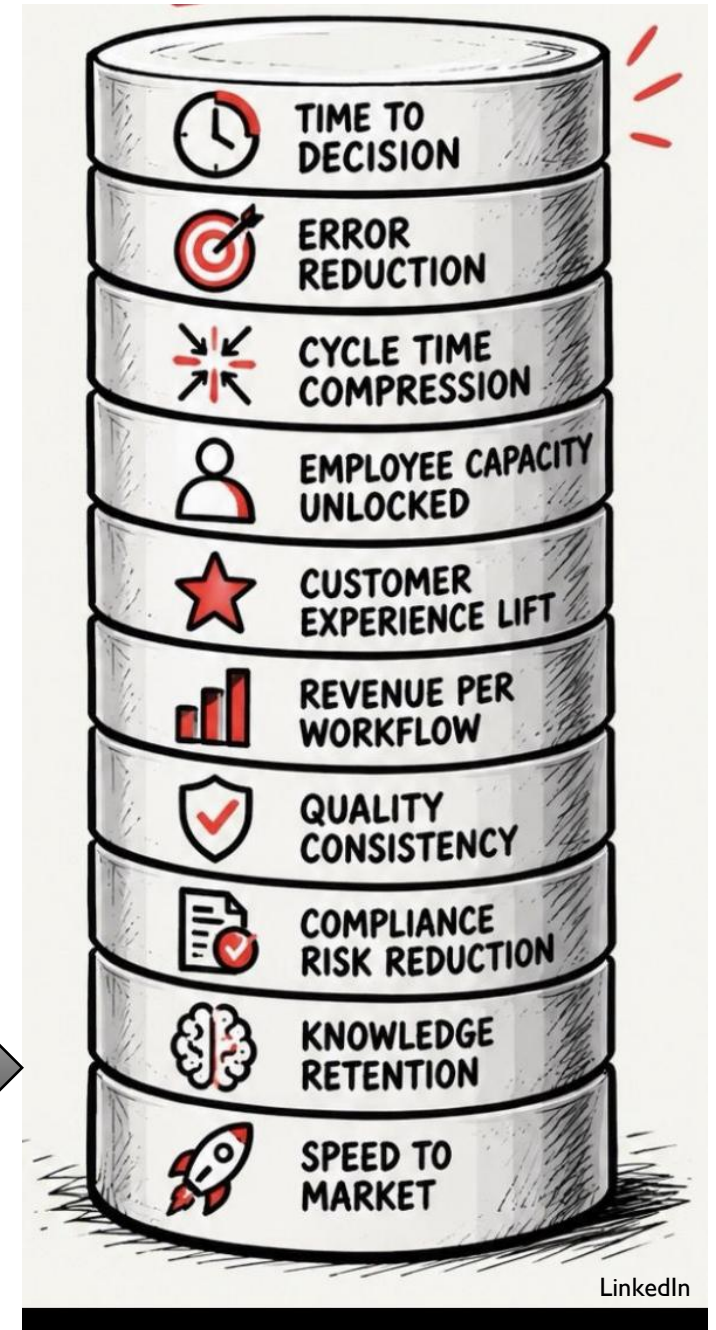
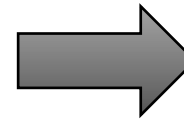
Serve as an industry thought leader.

INNOVATE

Buy back bandwidth for judgment and ingenuity.

IMPLEMENT

Move fast and freely – with strict guardrails.



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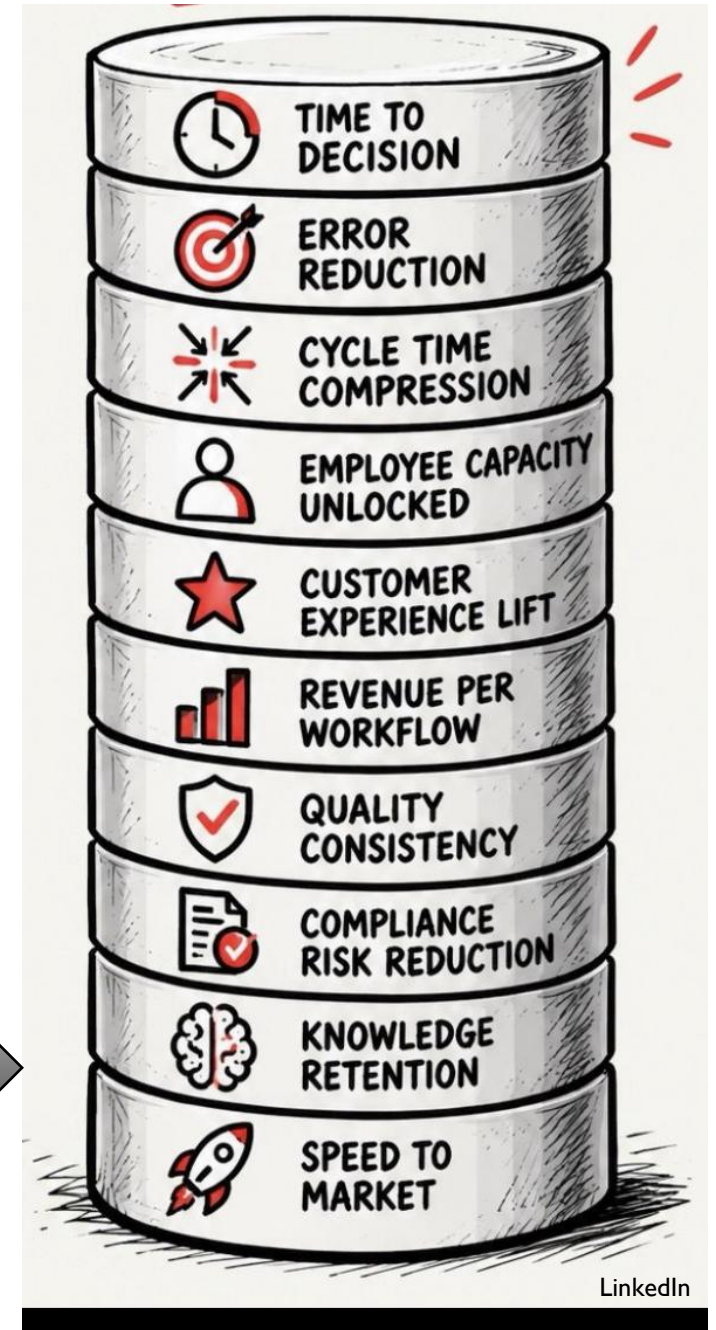
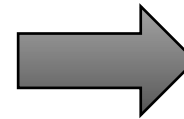
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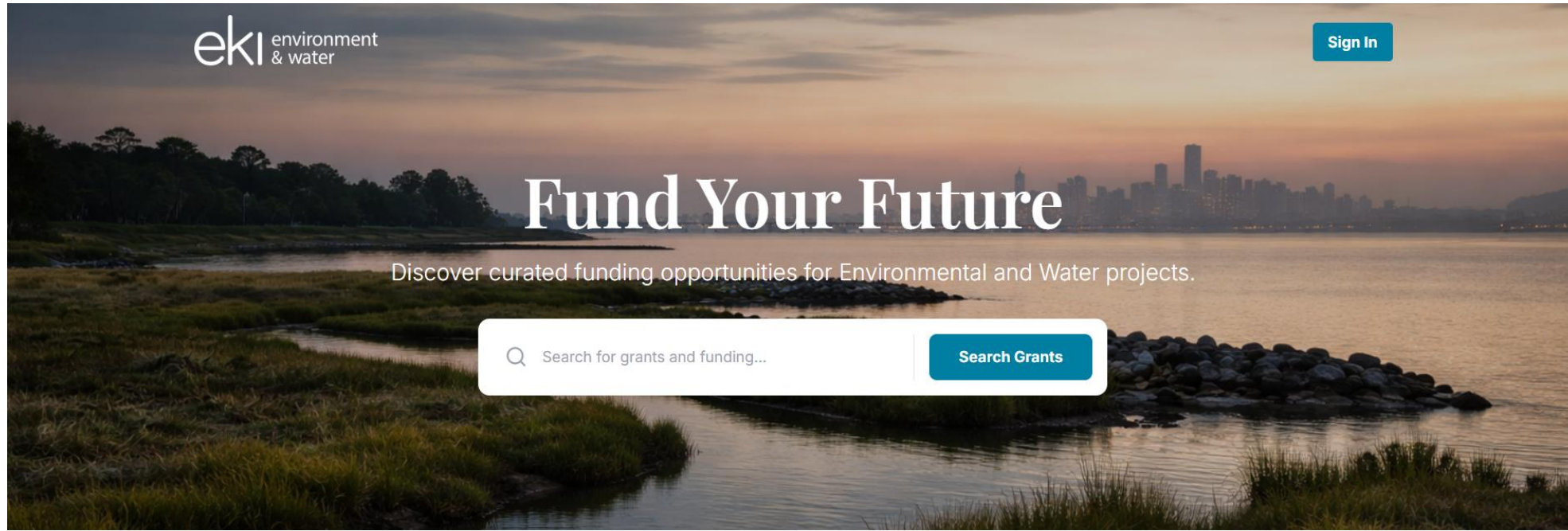
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EKI GRANTS WEBSITE – AN AI SUCCESS STORY



Replaced manual Excel tracking with an AI-supported database – increasing inventory count, accuracy, and deadline tracking.



Enhanced client experience with an easy-to-use website providing broader user access and increased querying efficiency.



Output is provided in a standardized format enabling a streamlined and simplified user review process.

NOT WITHOUT ITS CHALLENGES

The tools and use cases are the easy part.

UNCERTAINTY

Pace outruns the protections – for companies and individuals.

DISTRUST

Hallucinations, output variability, and fear of dependency or shortcuts.

EXPOSURE

Wider attack surface – a lesson learned the hard way.

COSTS

Licenses, tokens, and subscriptions – plus the staff hours you pay for twice.

Guardrails are a necessity. Invest in them early or pay the price.

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AI in Redevelopment Practice: A Legal Perspective

California Center for Land Recycling

Stuart I. Block

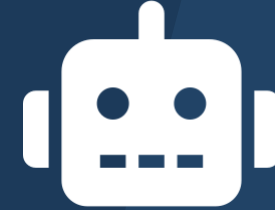
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01 Lawyers Are Probably the Slowest Adopters in the Room

- Institutionally conservative
- ABA Opinion 512 (2024). Permitted, but all ethics rules apply
- CA Bar Practical Guidance (2023). Similar to ABA, focus on confidentiality, AI data use
- Need to respect individual client policies
- Implementation requires comprehensive structure: policies, training, oversight
- Practical issues; not just cultural

02 Common Guardrails for Lawyers

- AI as an accelerator, not a substitute. “AI assists; humans decide.”
- Only firm-approved tools
- Verification of all AI outputs before use
- Data minimization, even for approved tools
- Client-specific compliance checks
- User and supervisor training prior to access

Current Division of Labor

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03 Where AI Excels: Information Gathering, Processing

- Summarizing information: technical reports, risk evaluations, covenants, contracts
- Clarifying the regulatory landscape: identifying applicable programs, hard-to-find local requirements
- Building chronologies and timelines for complex sites, including for cost recovery
- Analyzing and comparing transaction documents

04 What AI Lacks (at Least for Now)

- Incorporating the regulatory and political environment
- Calibrating advice to a client's risk tolerance
- Reading the room in communications and negotiations
- Exercising judgment on incomplete or ambiguous information
- Coordinating across disciplines

Mentimeter Poll - Let's hear from you!

Scan the QR code to Answer the Poll Questions:

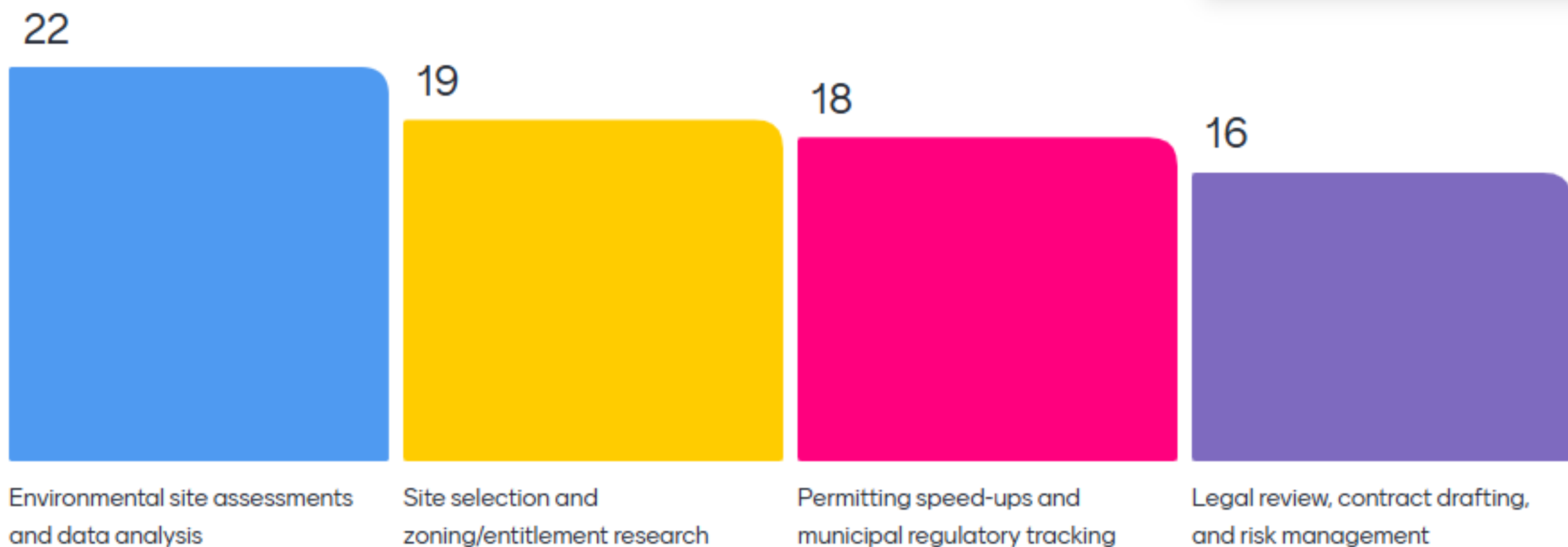
- Where do you think AI has the greatest potential to save time or add value in brownfield projects?
- Does your organization have a clear policy or guardrails regarding the use of AI?
- If your organization could invest in ONE initiative to support AI adoption, what should it be?



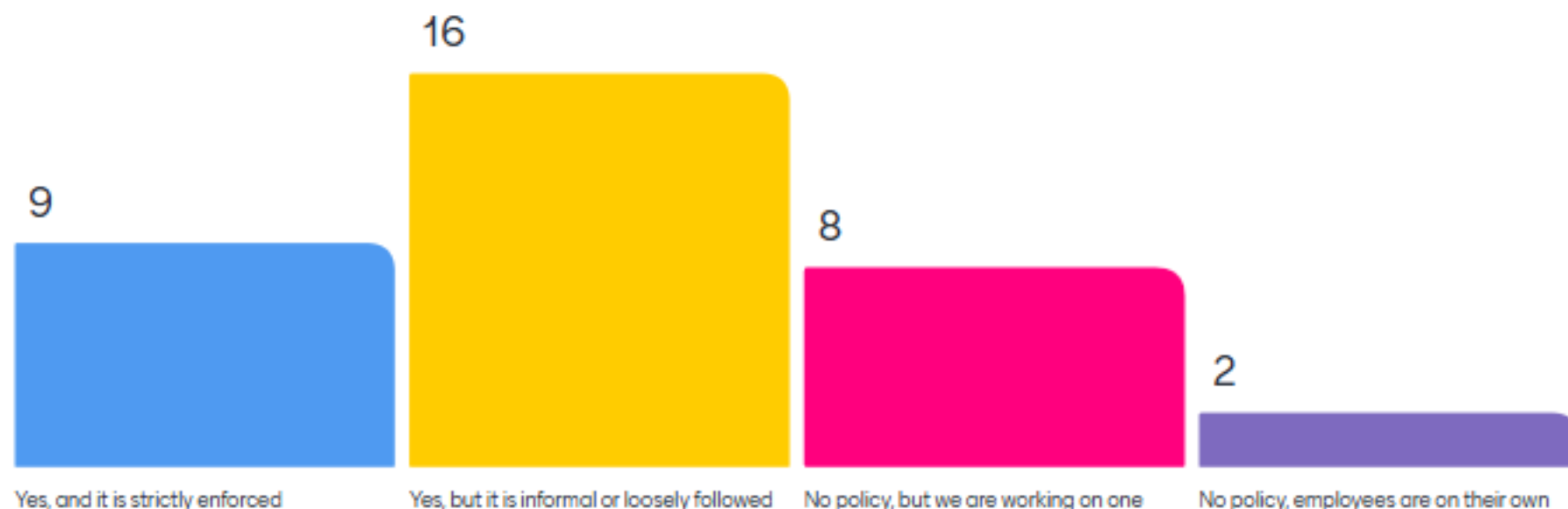
Scan the QR code above to
answer the poll questions from
your phone!

or join at menti.com
Code: 5961 4162

Where do you think AI has the greatest potential to save time in brownfield projects?



Does your organization have a clear policy or guardrails regarding the use of AI?

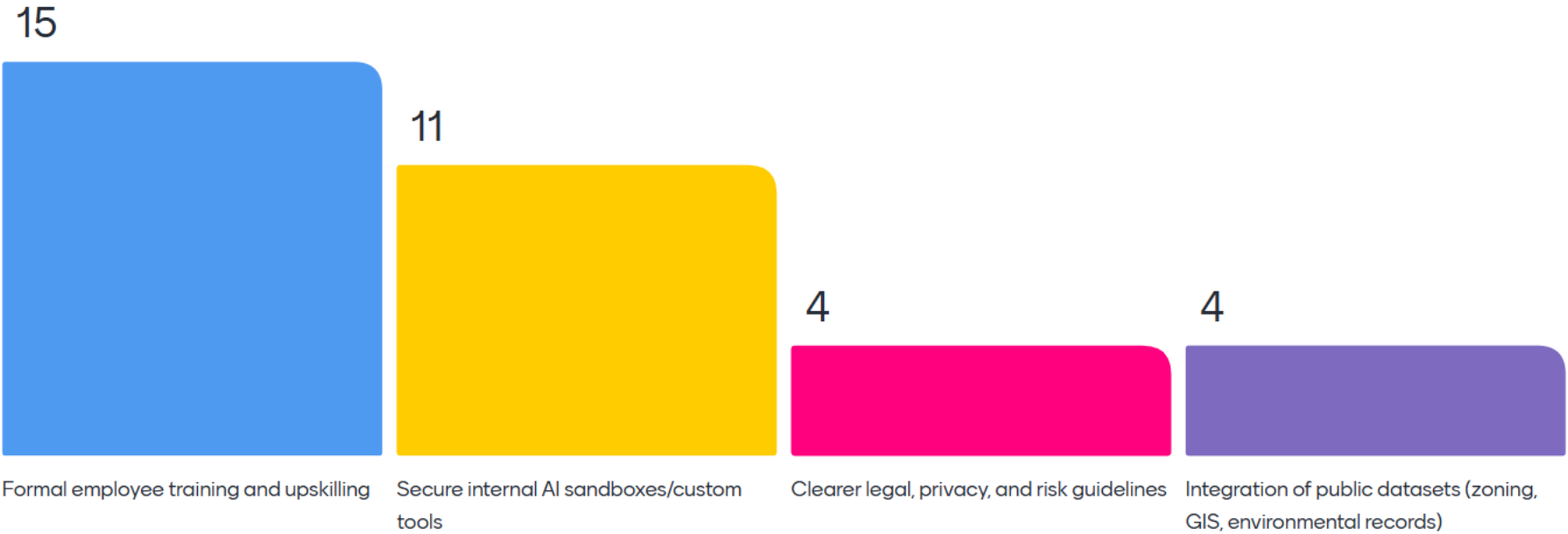


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35 of 39 responded

If your organization could invest in ONE initiative to support AI adoption, what should it be?

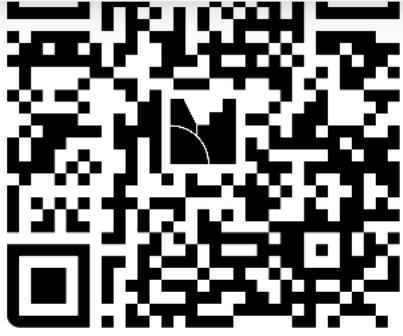


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THANK YOU!

IMAGINE, INNOVATE, IMPLEMENT
THE FUTURE OF LAND RECYCLING



We appreciate your feedback, follow this QR code
to submit an evaluation form on Whova.

Join the conversation, use #CALRC2026 to share
your photos, insights and highlights!



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