

SAN DIEGO BUSINESS JOURNAL

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Cohn Restaurant Group is vying to bring a 148-foot tall observation wheel to Plaza de Panama in Balboa Park.

Observation Wheel for Balboa Park?

HOSPITALITY: Cohn Group Seeks Approval of Sky Dining Experience

■ By MARIEL CONCEPCION

Coachella Valley Music and Arts Festival's famed Le Grande Wheel may soon have a new (temporary) home. Cohn Restaurant Group, Inc. (CRG) is

vying for the 148-foot-tall rotatable wheel to be temporarily housed at Balboa Park's Plaza de Panama. CRG is a hospitality firm founded in 1981 which owns and operates 25 restaurants in Southern California and Maui, Hawaii.

The wheel is owned and operated by Sky Views of America, a Phoenix, Arizona, based company. Sky Views currently has an observation wheel installed at Bayside Marketplace in downtown Miami

➔ *Observation page 50*

Merck Buys VelosBio for \$2.75 Billion

BIOTECH: Acquisition Will Strengthen Merck's Oncology Pipeline

■ BY FRED GRIER

Pharmaceutical giant Merck, will pay \$2.75 billion for San Diego-based VelosBio, a biotech startup with promising cancer therapies currently in clinical trials in a deal that is expected to close by the end of this year.

The acquisition will strengthen Merck's oncology pipeline with VLS-101, an investigational antibody-drug conjugate in trials for hematological malignancies and solid tumors. As a result, helping boost its market position in the oncology and precision medicine space.

Founded in 2017, by Dave Johnson with

a goal is to develop a novel, first-in-class, ROR1-directed therapeutics to transform the lives of patients with cancer

"We are very pleased that Merck has recognized the value of our first-in-class ROR1-directed investigational therapeutics," said Johnson. "As part of Merck's

➔ *VelosBio page 52*

Qualcomm Earnings Surge

TECH: Benefits from Rising 5G Demand

■ BY FRED GRIER

Qualcomm Inc. revenue soared 33% in the fourth quarter, blowing through Wall Street estimates and continuing the company's comeback from a tumultuous six-year period of legal battles.

The positive report ignited Qualcomm stock, which was up about 80% year to date prior to the Nov. 4 earnings announcement. To date, the Sorrento Valley-based company's shares have climbed 49% this year, valuing it at more than \$145 billion.

For the quarter which ended on Sept. 27, Qualcomm reported revenue of \$6.5 billion.

➔ *Qualcomm page 52*

Viasat Has a New CEO

TECH: Baldrige's Role Is Formalized

■ By BRAD GRAVES

Richard Baldrige has stepped into the chief executive's job at Viasat Inc., taking the place of founding CEO Mark Dankberg, who held the role for 34 years. The Carlsbad company announced the change when it disclosed quarterly earnings on Nov. 3.



Richard Baldrige
CEO
Viasat Inc.

Dankberg will be executive chairman and oversee several areas of the business — including the company's technological direction — and will remain chairman of the board.

➔ *Viasat page 50*

SAN DIEGO BUSINESS JOURNAL



LEADERS IN LAW WINNERS ANNOUNCED

P.13

THE LIST

LAW FIRMS
Pages 25, 26, and 27

THE LIST | LAW FIRMS

Rank	Firm	Revenue	Employees	Headquarters
1	Cooley LLP	\$10.1M	100	San Diego
2	Winston & Strawn LLP	\$8.5M	100	San Diego
3	Cooley LLP	\$7.5M	100	San Diego
4	Cooley LLP	\$7.0M	100	San Diego
5	Cooley LLP	\$6.5M	100	San Diego
6	Cooley LLP	\$6.0M	100	San Diego
7	Cooley LLP	\$5.5M	100	San Diego
8	Cooley LLP	\$5.0M	100	San Diego
9	Cooley LLP	\$4.5M	100	San Diego
10	Cooley LLP	\$4.0M	100	San Diego
11	Cooley LLP	\$3.5M	100	San Diego
12	Cooley LLP	\$3.0M	100	San Diego

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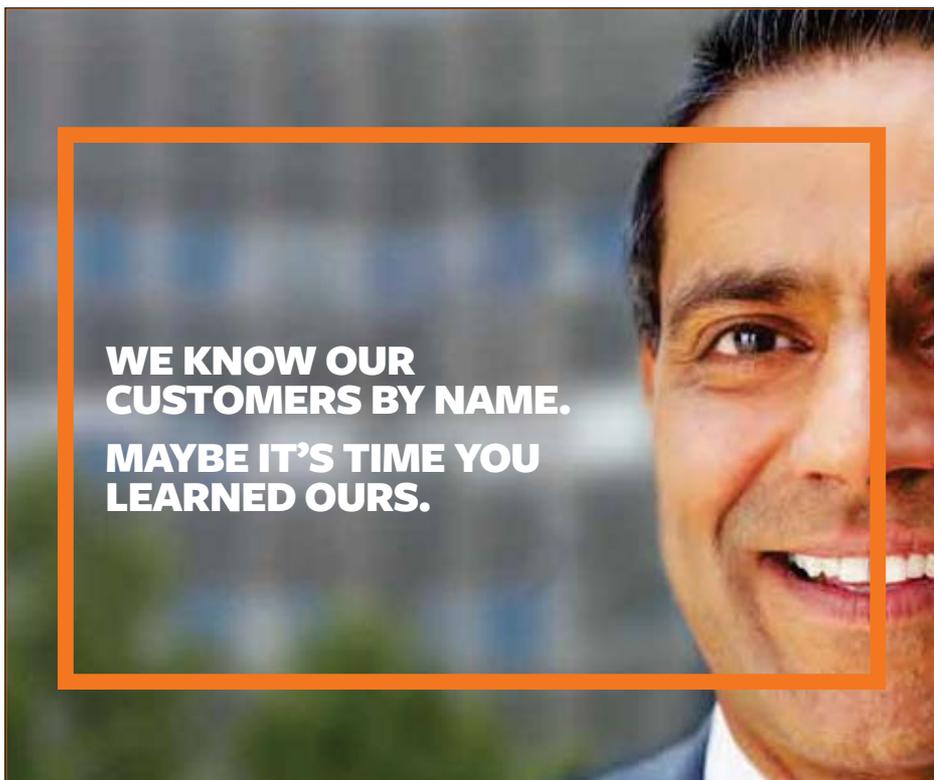
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SDBJ INSIDER

By JAY HARN

Recognition

Earlier this month, **Erica M. Pinto**, chairwoman of **Jamul Indian Village of California (JIV)**, received the **American Indian Chamber of Commerce of California's** Warrior Award, the chamber's highest honor.

The award recognizes Chairwoman Pinto's continuous work on behalf of tribal businesses and community growth for native peoples.

Pinto has been involved with the JIV Tribal Council since 1997. In 2015, she was the first woman elected chairwoman of the JIV and has led the tribe to make economic progress on its path to self reliance. Under her leadership, the tribe oversaw the groundbreaking of its world-class gaming facility in Feb. 2014. In 2016, Jamul Casino opened creating nearly 1,000 permanent jobs.

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The **San Diego Business Journal** editorial team received 11 **San Diego Press Club** awards at the organization's 2020 Excellence in Journalism Awards held virtually this year on Oct. 27.

Reporter **Marisol Concepcion** received an honorable mention under the magazine profiles category for her "After RAR Sale, Rauch Focusing on His Properties" story.

Reporter **Fred Grier** won a first place award in the non-daily business and financial category for his "Qualcomm Wins Appeal" story.

Reporter **Brad Graves** won a first place award in the non-daily science/technology/biotech category with his "Swimming Robots Scoop Up Data."

Reporter **Ray Huard** won several awards. He won a non-daily real estate reporting first place award for his story "Ramona Project Modeled After Pre-War Communities." He also won a second place award in this category for his story "Pandemic Brings Changes to Everything from Office to Apartments" and a third place award for "The Plunge's \$12M Renovation Makes a Splash," also in the real estate category. He also won a second place award in the non-daily history category for his "Irwin Building Co., Architect Tim Martin Renovating Historic Home." In addition, he won a third place award in the non-daily architecture story category with his "Boxing Club Aims to Succeed in East Village." He also received an honorable mention under the non-daily business and financial category for his "Carrie Bobb & Co. Using Social Media" story.

Contributing writer **Emmet Pierce** received a non-daily business and financial category second place award for his story "Taylor Guitars Stays in Tune with Mexico Operations." He also received a second place award in the non-daily environment category for his story "City Finds Link Between a Clean Environment and Economic Prosperity." Pierce also received a third place award in the non-daily science/technology/biotech category for his "Cloud Computing Levels the Playing Field for Small Businesses."

Congratulations to our entire editorial team for a job well done.

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In this issue, winners of the 2020 Leaders in Law Awards are announced. We congratulate the 20 local attorneys who have been recognized for their outstanding accomplishments. The winners start on page 13. Also, our Business Women of the Year finalists are announced starting on page 29. ■

\$150M Carlsbad Project Includes Urban Farm

DEVELOPMENT: 248 Townhomes, 46 Senior Apartments Planned



Rendering courtesy of New Urban West

Marja Acres in Carlsbad was designed with a modified farmhouse look

■ By RAY HUARD

A Santa Monica housing developer is planning to build a \$150 million mixed-use community in Carlsbad that will include an urban farm and 248 townhomes with 10,000 square-feet of commercial space.

Marja Acres, as the project has been

named by developer **New Urban West, Inc.**, also will include 46 affordable apartments for low income seniors.

"We really designed it to be a community that has something for everyone," said **Jonathan Frankel**, vice president of forward planning for New Urban West.

The project was unanimously approved by the Carlsbad City Council on Nov. 3

with construction likely to begin in the fourth quarter of 2021 and take two to three years to complete, Frankel said.

A general contractor hasn't been named.

The Market

Planned for a nearly 21-acre site along El Camino Real south of Kelly Drive, **Urban page 51**

RayzeBio Launches With \$45M Series A

BIOTECH: Co. Has Pipeline of Seven Programs; Will Triple Team Headcount

■ By FRED GRIER

San Diego-based **RayzeBio**, a biotech company focused on targeted radiopharmaceuticals for cancer diseases, has raised \$45 million Series A from investors.

The financing was co-led by **VenBio Partners** and **Versant Ventures**. **Samsara BioCapital** is also a participating investor along with several healthcare investors.

The investment proceeds will be used primarily to build out its team and to advance the development of its broad pipeline of targeted radiopharmaceuticals.

Led by **Ken Song**, who joined earlier this year as president and chief executive officer, the young company already has a pipeline of seven programs it is seeking to pursue, all focused on targeted radiopharmaceuticals.

"We have a clear and systematic strategy to tackle this space, including key partnerships and a suite of rationally designed radiopharmaceutical medicines that can meaningfully impact outcomes for cancer patients," said Song. "The field of radiopharmaceuticals represents one of the most attractive untapped opportunities in oncology."

Radiopharmaceuticals

The company aims to improve clinical benefit by developing tumor-targeted small molecule medicines that harness the power of radioisotopes. In particular, RayzeBio is focused on clinically validated solid tumor targets.

So far, the team has designed peptide mimetics, or peptide-like protein chains, to optimize tumor penetration and half-life customizability. This technology will allow them to deliver potent therapeutic radioisotopes such as Actinium-225, an alpha-emitter.

The hope is that RayzeBio's particular

drugs will bring multi-billion dollar market opportunities across the board, Song said, adding that he believes the company's advanced pipeline will position them as a leader in the oncology field.

"What really attracted me to RayzeBio, is that there's already clinical data validating that this type of technology can have a dramatic impact on patients. Yet, the level of investment that's been made by the industry has been very small," said Song. "This creates an enormous opportunity for a new company such as ourselves, to really become the leader in that space."

New Facility

RayzeBio's plan is to move into a new facility where it can manage all aspects of drug discovery and early-stage development by the second half of 2021.

In addition, its goal is to produce at least one development candidate in the latter half of 2021, and begin clinical trials a year later.

The company will also further its partnership with the Tokyo-based **PeptiDream**, which is taking on the role of initially screening new peptide mimetics before handing off promising ones to RayzeBio for further testing.

Reputable investors are backing the San Diego company because of its mission, deep experience and proven track record, said **Jerel Davis** managing director at **Versant**.



Ken Song
President and CEO
RayzeBio

"The radiopharmaceutical field is reaching a new inflection due to multiple scientific and translational advances as well as recent clinical demonstration of dramatic efficacy," he said. "We believe RayzeBio has the potential to generate similar results across multiple precision oncology targets, a feat that no other company has accomplished."

Industry Veterans

Prior to RayzeBio, Song was the co-founder and CEO of **Ariosa Diagnostics**, a San Jose-based company that was acquired by global pharmaceutical company **Roche** in 2015 for \$625 million.

He was co-inventor of Ariosa's lead product, and led the company to commercialize in over 100 companies. Before Ariosa, Song was a VC at **Venrock** and a consultant at **McKinsey & Company**.

Deborah Charych, also joined the management team as co-founder and CTO of RayzeBio earlier this year. Charych is a pharma and biotech industry veteran who will lead the biology group.

Headquartered in Sorrento Valley, it employs about a dozen staffers, with anticipation to triple its team headcount growing at around 50 staffers by end of 2021. ■

FOUNDED: 2020 CEO: Ken Song HEADQUARTERS: Sorrento Valley BUSINESS: Developing radiopharmaceutical drugs for cancer diseases EMPLOYEES: 12 WEBSITE: www.rayzebio.com NOTABLE: Co. beginning seven programs with multi-billion opportunities.	

San Diego Restaurant Week Returning in January

HOSPITALITY: Eight-Day Event will Feature Over 160 Restaurants

■ By MARIEL CONCEPCION

Foodies behold: San Diego Restaurant Week (SDRW) is returning to San Diego January 2021.

The bi-annual eight-day event is when hundreds of local restaurants offer discounted, prix-fixe menus to encourage people to dine out and, hopefully, gain new customers. Participating restaurants include **Tom Ham's Lighthouse** downtown and **Rockin' Baja Lobster**, among a long list of others.

Dine Diego

In September, the **California Restaurant Association San Diego Chapter (CRA)**, which has hosted SDRW for 16 years, pivoted as a result of COVID-19. Instead of hosting SDRW, so not to ask already impacted food and beverage places to create discounted meals amid the crisis, it offer "Dine Diego."

The initiative converted SanDiegoRestaurantWeek.com into a month-long portal with a list of over 200 participating locations and their respective services. This included family meals, take-out, take and make kits, delivery, food to-go and cocktails to-go, as well as an array of different in-house specials.

Now that the hospitality industry is back on track, CRA's San Diego Chapter manager **Kristina Owenburg** said the organization felt it was the right time to return to its roots.

160 Restaurants

"Dine Diego was to focus on what restaurants were doing – take out, drinks-to-go, etc.



Photo courtesy of Tom Ham's Lighthouse

Tom Ham's Lighthouse is one of the participating restaurants in January's San Diego Restaurant Week.

Now, restaurants are back in their groove and the public is ready to dine out and eat out," she said. "So, we decided to go back to what we know, Restaurant Week, and give people something to look forward to."

SDRW will run from Jan. 17 through Jan. 24 and will feature over 160 restaurants, Owenburg said. Participating eateries will offer three-course prix-fixe dinner menus ranging from \$20 to \$60 per person. Two-course prix-fixe lunch menus will cost individuals \$10-\$25, she said.

Restaurants will follow all Center for Disease Control and Prevention (CDC) mandated COVID-19 protocols as well as continue to offer to-go options.

Registration Fee

The program will have some slight modifications this time around because of the pandemic, said Owenburg.

For example, CRA's SDRW registration fee has been significantly lowered from \$950 to \$350, in accommodation of operators that are still struggling financially during this time. Owenburg also said, while Dine Diego was free and open to any San Diego-based restaurant, SDRW will only be open to CRA members. Much like the SDRW registration fee, membership for CRA is currently at an emergency rate, Owenburg said.

Registration for SDRW opened just last week and will hopefully reach its usual

California Restaurant Association, San Diego Chapter



FOUNDED: 1981

PRESIDENT: Ben Clevenger (San Diego Chapter)

HEADQUARTERS: Mission Valley

BUSINESS: Organization that supports and advocates for the California foodservice industry

EMPLOYEES: 2

WEBSITE: www.sandiegorestaurantweek.com

NOTABLE: Largest chapter of the California Restaurant Association.

number of roughly 180 participating restaurants, said Owenburg. While it is too early for projections, last January's Restaurant Week featured

► *Restaurant page 28*

'Living Lab' at Miramar to Host 5G Experiments

DEFENSE: Pentagon Explores How Wireless Tech Can Help Its Mission

■ By BRAD GRAVES

Four forward-leaning tech companies will take up temporary residence at Marine Corps Air Station Miramar in San Diego to demonstrate how fifth-generation (5G) wireless communications technology could help the **U.S. Marine Corps** and the **U.S. Navy** in the future. The four won a "quick pitch" contest in late October.

Verizon (NYSE: VZ) has set up advanced 5G communications on the base, which the Department of the Navy has designated as a "living lab."

"This effort is critical to national security," said Lt. Col. **Brandon Newell**, director of technology and partnerships for the Marine Corps Installation Next program. "The president, Congress, and the secretary of defense have all recently expressed that 5G is a national imperative. The establishment of this 5G living lab expedites the nation's ability to leverage 5G for national defense."

The quick pitch and living lab efforts are part of a wider push by the **U.S. Department of Defense** to explore the possibilities of 5G, which can handle data at speeds significantly faster than the more common fourth-generation technology. 5G is expected to open up new possibilities for communications and computing.

In a separate effort, the Defense Department on Oct. 8 announced it has allocated \$600 million for 5G experimentation and testing at five installations — among them Naval Base San Diego.

Quick Pitch

Some 45 small businesses applied for the 5G quick pitch event, going after \$200,000 in prizes and the chance to demonstrate their technology at the air base. Ten companies took part in the actual pitch competition on Oct. 27 before a panel of judges.

COMSovereign, **GenXComm**, **Omnispace** and **VRotors** emerged as the winners. Each took home a \$50,000 prize. The four companies will demonstrate their technologies at Miramar between January and March.

Several Defense Department offices — including the **National Security Innovation Network (NSIN)**, **NAVWAR** (the Naval Information Warfare Systems Command), **Naval Information Warfare Center Pacific** and **NavalX**, an office focusing on advanced technology — sponsored the competition.

Representatives from **Verizon Ventures** and **Qualcomm Ventures** were in attendance. The use of 5G technology ultimately benefits San Diego-based **Qualcomm Inc.** (Nasdaq: QCOM), which holds essential patents related to 5G and collects license revenue from entities that incorporate 5G into their products.

"Prize events like this, in partnership with organizations like NSIN and NavalX, add high value to in-demand



Lt. Col. **Brandon Newell**
Director
Technology and Partnerships
Marine Corps
Installation Next

DoD research and development," said **Carly Jackson**, NAVWAR chief technology officer, in a statement issued by the Navy. "Events like this lower the barrier to entry and provide a mechanism to establish meaningful partnerships with a part of the innovation base, which can introduce novel ideas to push the limits of technology. Our partnership with the Marines and Verizon established the first DoD 5G Living Lab, enabling the joint forces and industry partnership to lead the way — at Marine speed."

The four winning companies are not based in San Diego but will have a presence at the Marine base early next year. COMSovereign of Dallas does work in several 5G technologies. GenXComm of Austin, Texas, says it has groundbreaking technology to improve the performance and capacity of communications networks. Omnispace of Virginia combines satellite and mobile communications network technology. VRotors, of Los Angeles, offers a platform for controlling drones and the cameras on drones.

'Smart Warehouse' Planned

Experimentation in 5G is not limited to the Marine base.

At Naval Base San Diego (informally known as the 32nd Street naval station),

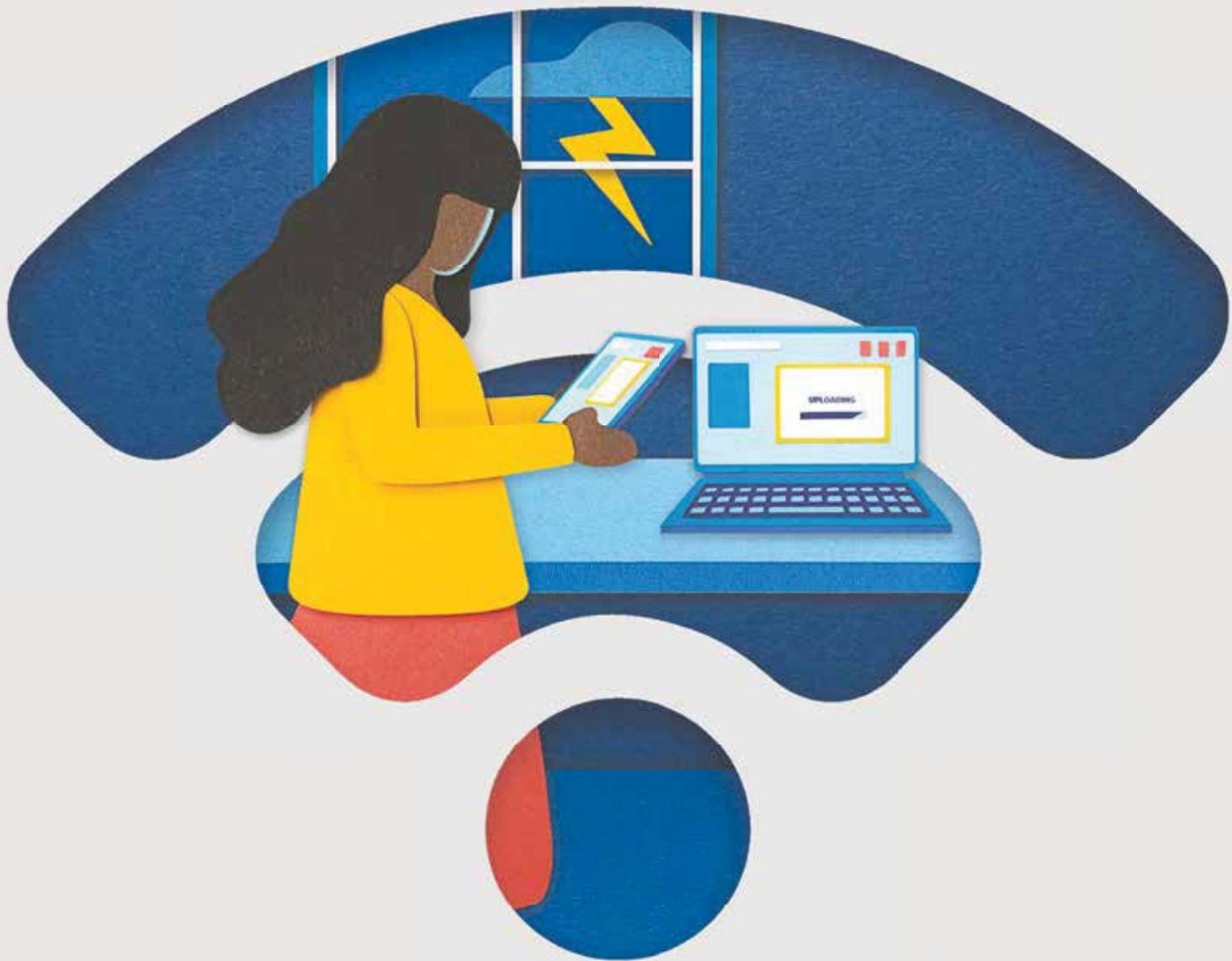
technicians are setting up a 5G-enabled smart warehouse. The facility will focus on transshipment between shore facilities and ships. Partners in the effort, according to the Defense Department, include **AT&T** (NYSE: T), which will build a combination 4G and 5G network using commercially available equipment within the next nine months.

GE Research will provide 5G-enabled applications to support real-time asset tracking, warehouse modeling and predictive analytics. **Vectrus Mission Solutions Corp.** will also provide applications for inventory management, network security, robotic material moving and environmental sensing. **Deloitte Consulting LLP** will support applications including autonomous mobile robots, unmanned aircraft, biometrics, cameras, augmented reality and virtual reality as well as digitally tracked inventory.

In other news, San Diego's Navy research facilities are getting ready for another pitch competition, called the Fleet Visual Information Capture Challenge. The effort is to seek out technology that will help collect video of particular instances where foreign forces engage in unprofessional conduct by coming too close to U.S. forces in the air or on the sea. The prize is \$350,000 and the registration deadline is Dec. 8. More information on the Fleet Visual Information Capture Challenge is available at www.challenge.gov. ■



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Canadian Vegan Lifestyle Co. Sets Up U.S. Flagship in Hillcrest

RETAIL: PlantX Store is Scheduled to Open in Early 2021

■ By MARIEL CONCEPCION

San Diego's own Hillcrest neighborhood will soon be home to PlantX's first stateside location.

Scheduled to open early 2021, PlantX is a plant-based lifestyle, community and food retail concept out of Vancouver, Canada. The 4,515-square-foot San Diego store will be the company's U.S.

flagship location and the first of many planned U.S.-based openings, according to the company.

It will offer over 5,000 all-vegan pantry products, refrigerated and frozen foods, grab-and-go meals, an on-site coffee shop and an education center. A restaurant manned by Los Angeles-based Chef Gregg Drusinky will be included. In the face of COVID-19, contactless check-out

using the PlantX app and QR codes will also be implemented.

The company, with one location in Canada, employs north of 50 and is projected to reach \$50 million in revenue by the end of 2021.

Epicenter of Vegan Lifestyle

University Town Center-headquartered Location Matters Inc., a commercial real

estate brokerage firm, leased the Hillcrest space out to PlantX.

Mike Spilky, president of Location Matters, said PlantX principals had their sights set on the urban enclave.

"Hillcrest was one of their main target areas to launch in San Diego," he said. "They did their research and they found that Hillcrest is the epicenter of the vegan lifestyle

► *Vegan page 51*



Photo courtesy of Location Matters Inc.

San Diego commercial real estate brokerage firm Location Matters Inc. helped Canada's PlantX lease its new Hillcrest-based U.S. flagship building.

Location Matters Inc.



FOUNDED: 2008

PRESIDENT: Mike Spilky

HEADQUARTERS: University Town Center

BUSINESS: commercial real estate brokerage firm.

REVENUE: About \$1M in commission year-over-year

EMPLOYEES: five

WEBSITE: www.locationmatters.com

NOTABLE: leased the first Union Kitchen & Tap in Encinitas.

PlantX



FOUNDED: 2011

FOUNDER: Sean Dollinger

HEADQUARTERS: Vancouver, Canada (U.S. flagship in Hillcrest)

BUSINESS: plant-based community, lifestyle and food.

REVENUE: projected \$50M by end of 2021

EMPLOYEES: over 50

WEBSITE: www.PlantX.com

NOTABLE: its online service was launched Feb. 2020 in partnership with Vegaste Technologies Corp.

Digital Payment Company Raises \$4 Million in Financing

TECH: GreenBox POS Develops Software and Hardware for Over 100 Industries

■ BY FRED GRIER

GreenBox POS, a digital payment processor company which develops customized payment solutions, has closed \$4 million in financing from investors.

The financing was led by Kingswood Capital Markets, a division of Benchmark Investments, and the funds will be used to accelerate the release of its third generation technology.

The San Diego-based company was founded in 2007 and is led by CEO Fredi Nisan and Chairman and Co-Founder Ben Errez.

GreenBox, which trades under GRBX on the Over-the-Counter exchange, develops point-of-sale software and hardware; delivery and payment applications; and merchant services, such as deposit and electric wallet management.

"GreenBox POS is leading the way in changing how people worldwide behave with money," said Nisan. "Not only are we creating a more efficient, secure, and reliable way for individuals and businesses to use, accept, and process money, we are providing a real solution that can be implemented worldwide."



Fredi Nisan
CEO
GreenBox

Tapping Blockchain Technology

GreenBox's software is based on blockchain ledger technology, the decentralized digital platform used to record transactions. Blocks in the chain are essentially digital pieces of information that verify and store a transaction through third-party authentication, or a vast network of computers.

In particular, the company develops individual applications integrated with an end-to-end suite of financial products.

It provides various solutions such as QuickCard that provide a Blockchain technology powered E-Wallet that can be loaded through a downloadable Android or IOS app, or through a cash loading kiosk installed in participating retailers or merchants.

Other products include GreenBox POS, its software solution and LOOPZ, a delivery software solution that offers service dispatcher back-end technology with manual and automatic modes.

"All of GreenBox's products use Blockchain secured ledger technology to store and communicate data between them. As such, the delivery application is aware of the inventory status in real time. The point of sale product updates that ledger on each completed sale done in person or online. Consumers can tip service providers directly without any of the money going to a merchant," said Errez.

\$170M Payments Processed

The technology is considered extraordinarily secure in processing transactions because a single, definitive account of events

doesn't exist, making it extremely difficult to manipulate or edit.

The company debuted its commercial payment service early last year. It processed more than \$170 million through the September quarter, taking a fractional fee on each transaction. The company is scheduled to report fourth quarter and full year results later this month.

Revenue generated from more than 100 verticals in 2019, according to recent filing, nears \$17 million, a figure that's expected to grow substantially this year, with processing volume forecasted to potentially grow to over \$1 billion.

"We were lucky enough to start when the absolute beginning stages were reasonable. Today, the barrier to entry is unbelievably hard," said Errez. "As a result, this payment space, which — in the U.S. approaches \$200 trillion annually — creates an open space for Greenbox's evolution, with zero competition."

Aiming for NASDAQ

Nisan, brings decades of experience from the POS and merchant services business sector. In 2015, he recently successfully founded and exited BravaPOS, a company that developed software for specialty retail.

Errez, brings seasoned experience from investment, consulting and big software and hardware industries. He previously held multiple executive roles at Microsoft, IBM and Intel.

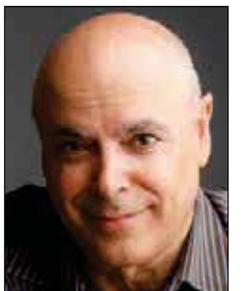
Headquartered in Mission Valley, the company employs 22 at its San Diego headquarters, and offshores software development and customer services to Brazil,

the Philippines, India and Pakistan bringing its total staff count to 112.

GreenBox has also had some initial discussions with representatives at the Toronto Stock Exchange and will consider opportunities related to a dual listing option to boost its capital position.

Looking ahead, the company goal is to raise additional capital between \$20 to 50 million and successfully become listed as an NASDAQ company as early as Q1 2021.

Its third generation of technology is expected to launch by the end of 2020 and will grow its team headcount significantly next year, said Errez. ■



Ben Errez
Chairman
GreenBox

GreenBox POS



FOUNDED: 2007

CEO: Fredi Nisan

HEADQUARTERS: Mission Valley

BUSINESS: Builds customized payment solutions

REVENUE: Roughly \$17 annually

STOCK: GRBX on OTC

EMPLOYEES: 112

WEBSITE: www.greenboxpos.com

NOTABLE: The company debuted its commercial payment service early last year. It processed more than \$170 million through the September quarter.



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Micro-Unit Complex Planned for La Jolla Village

HOUSING: Co. Also Planning Similar Project for Liberty Station

■ By RAY HUARD

A Carlsbad real estate investment firm is planning to build a \$10 million micro-unit apartment complex in the heart of La Jolla Village.

Mana Investments also is planning to build a larger micro-unit complex on Point Loma near Liberty Station with a preliminary cost estimate of \$30 million, according to **Orville Power**, managing partner of Mana Investments.

“We’re kind of rolling out a program all throughout San Diego of micro lofts,



Rendering courtesy of DBRDS

An apartment complex with 79 micro-lofts is planned for La Jolla by Mana Investments of Carlsbad

DBRDS



FOUNDED: 2008

PARTNERS: Pauly De Bartolo, Ivan Rimanic, Craig Howard and Haneen Khater

HEADQUARTERS: Gaslamp Quarter

BUSINESS: architecture and design studio

NUMBER OF EMPLOYEES: seven

WEBSITE: www.dbrds.com

NOTABLE: DBRDS is an Australian-born, international architecture and design studio.

Mana Investments



FOUNDED: 2012

MANAGING PARTNER: Orville Power

HEADQUARTERS: Carlsbad, CA

BUSINESS: mixed use developer

NUMBER OF EMPLOYEES: 8

WEBSITE: www.manainv.com

NOTABLE FACT ABOUT THE COMPANY: The firm recently completed their 20th investment and is currently focused on building a portfolio of infill income producing investments.

Power said.

Girard Lofts at 7606 Girard Ave. with 18 loft apartments will be the first of the micro lofts with the Point Loma project of 79 apartment lofts to follow.

The Point Loma project is still in the planning



Pauly De Bartolo
Partner
DBRDS

stages, but Power said Mana Investments expects to break ground on Girard Lofts in the first or second quarter of 2021.

“You’re going to see an influx of new residential units coming into La Jolla Village so we’re going to be part of that,” Power said. “La Jolla just needs new life brought into it.”

Designed by **DBRDS**, an architecture and design firm headquartered in downtown San Diego’s Gaslamp Quarter, Girard Lofts will be built on a 14,000 square-foot lot behind the **Vons** supermarket

bracketed by Girard Avenue and Drury Lane.

The 18 micro-lofts in the 19,659 square-foot complex will range from 350 square feet to 755 square feet with most at 481 square feet.

Every apartment will have a large enclosed private deck, Power said.

Market Strategy

Monthly rents will range roughly from \$2,600 to \$2,700, Power said. One
➔ *Complex page 51*

Kratos’ Third Quarter Results Beat Analyst Expectations

DEFENSE: Continues to Forecast Annual Revenue of \$740M to \$780M

■ By BRAD GRAVES

Kratos Defense & Security Solutions Inc. went beyond the consensus estimate of analysts in the third quarter by reporting adjusted income from continuing operations of 14 cents per share. Analysts surveyed by **Yahoo Finance** had collectively expected 9 cents per share.

The defense contractor’s total revenue in the September quarter was \$202 million.

Using Generally Accepted Accounting Principles, or GAAP, Kratos came in with net income of \$2.4 million, or 2 cents per diluted share. In the same quarter one year ago, Kratos reported net income of \$2.5 million, again 2 cents per diluted share, on total revenue of \$184.1 million.

“We believe that our third quarter financial results reflect Kratos’ market leading position to address the ongoing recapitalization of strategic weapon systems by the U.S. and its allies,” CEO **Eric DeMarco** said in a statement released by the company. “In the third quarter, we continued to execute on our strategy of being a technology company bringing affordable, disruptive systems, products and solutions to the National Security Market.”

Drone Aircraft and Electronics

Kratos produces tactical and target drone aircraft, satellite communications

gear, microwave electronics and other defense products. It is also developing jet engines. The corporation, with its headquarters in Scripps Ranch, recently announced that it is a subcontractor to **Northrop Grumman Corp.** in making transport vehicles for a new class of land-based nuclear missiles.

Revenue in Kratos’ Unmanned Systems Segment was \$53.5 million in the recently ended quarter, up 17.1% from the same quarter one year ago.

“Since our last report to you, we believe that the total addressable market opportunity for Kratos’ class of made in America, affordable, attritable high performance jet drones has increased and is accelerating,” DeMarco also said. Attritable means expendable.

“We have continued to make progress in the tactical drone area, and our expectations for Kratos’ tactical drone business have never been greater. We are in close communication with our customers, and over the coming weeks and months we expect to receive contract awards, increased funding and perform a number of flights related to our tactical drones, including Kratos’ Valkyrie, and we expect this business to be one of our strongest future organic growth drivers beginning next year.”

Kratos reported total bookings of \$356.7 million during the quarter, and



Eric DeMarco
CEO
Kratos Defense

“

“Since our last report to you, we believe that the total addressable market opportunity for Kratos’ class of made in America, affordable, attritable high performance jet drones has increased and is accelerating.”

ERIC DEMARCO

bookings of \$956.0 million for the 12 months ended Sept. 27 — the last day of the quarter. The corporation’s backlog on that date was \$873.1 million, up from \$683.4 million on June 28.

Unchanged Guidance

The business reiterated its previous guidance for 2020, expecting revenue in the range of \$740 million to \$780 million, up from \$718 million in 2019.

The business’ 2020 capital expenditure forecast currently includes expected outlays of \$11 million to \$15 million associated with the production of 12 Valkyrie aircraft prior to receipt of expected customer awards.

During the third quarter, Kratos’ adjusted income from continuing operations was \$18.1 million. The figure differs from income from continuing operations in that it includes stock-based compensation, foreign transaction losses, acquisition and restructuring related items, depreciation, amortization of intangible assets and other items. ■

Kratos Defense & Security Solutions Inc. KRATOS



FOUNDED: 1994 as Wireless Facilities Inc.

CEO: Eric DeMarco

HEADQUARTERS: Scripps Ranch

BUSINESS: Defense contractor

REVENUE: \$717.5M in 2019; \$618M in 2018

NET INCOME OR LOSS: \$12.5M in 2019; (\$3.5M) in 2018

STOCK: KTOS on Nasdaq

EMPLOYEES: 72 in San Diego

WEBSITE: www.kratosdefense.com

NOTABLE: Prior to joining Kratos in 2003, CEO Eric DeMarco was president and COO of the Titan Corp., a San Diego defense contractor acquired by L3 Communications in 2005

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P.B. Startup Focuses On Men's Hair Care

Plans to Reach \$1.5M In Annual Revenue

■ BY FRED GRIER

Hair Craft Co., a company that produces and sells men's hair products, is making a name for itself in a crowded industry and is seeing steady growth amid COVID-19.

The San Diego-based company sells water-based hair products for "the modern man," its product line-up includes Hair Clay, Gel Pomade, Sea Salt Spray, and Beard Oil.

Founded in 2018

Founded in 2018, former marketers **Leo Carrillo** and **Alex Padua** got the idea for the company after frustration from the lack of high quality men's grooming products available in the market.

"There weren't a lot of brands actually following through with their hair care promises. After re-launch, we quickly became Amazon's choice within a couple months organically based on the reviews and sales alone, which shifted our business a lot," said Carrillo, co-founder and CEO of Hair Craft. "This year we launched a sea salt spray which was another big shift. The way that we look at products is based on what our customers want as well as other changes in the men's fashion market."

More notably, the company has earned the Amazon's Choice Badge across its product line and has serviced more than 45,000 customer across the globe.

In terms of market opportunity, the men's grooming category is around \$55 billion. It's a smaller category compared to general men's categories which includes shaving, shampoo, and women's grooming categories, however the men's grooming category has been growing increasingly year-over-year.

The majority of its distribution comes through Amazon, but it also generates about 16% sales from its Shopify website, the company said. Hair Craft currently has a 4.4-star rating on Amazon with more than 800 global reviews.

By 2021, the company projects revenue numbers will reach \$1.5 million in sales. Once that milestone is reached, the new goal will be to expand into major retailers.

Bootstrapped

The young company is primarily bootstrapped, however Carrillo noted that the company may consider raising venture capital from investors as the business continues to scale.

"In the next five years, our big picture goal is that when people think of hair products they think of Hair Craft. It's one-in-one, just like when you think of a tissue with Kleenex said Carrillo. "We want to be the brand that people look to for styling recommendations and for the best in-trend products." ■



Leo Carrillo
Founder and CEO
Hair Craft



Earlier this year, Sekr became one of two female-led startups to participate in the competitive Techstars program. The app connects travelers with free camping spots and with the not-so-well-known visiting locations.

Co. Brings Investors Along for the Ride

Sekr's App Has Been Downloaded More Than 15,000 Times

■ By FRED GRIER

San Diego-based **Sekr**, a startup which built an app to better connect road travelers to camping, resources, and outdoor community, has brought on several new capital partners to further its mission.

Founded in 2018, co-founders **Breanne Acio** and **Jessica Shisler** launched the company with an aim to improve people's quality of life by providing greater access to new travel sites and networking.

Today, its Vanlife App serves over 200,000 road travelers by offering crowd-sourced information that helps users find everything from free or affordable campgrounds, amenities, parking, among others.

New Investors

The latest funding was co-led by diversity-focused firms **Backstage Capital Partners** and **Gaingels**, amount undisclosed. Prior to raising additional funds, the startup raised a \$70,000 investment to build its minimum viable product (MVP), which was released last year.

"We have been lucky enough to bring in some new capital partners Backstage Capital and Gaingels—who are big names, especially in the diversity," said Acio, co-founder and CEO at Sekr. "We also brought on **Silvia Mah** who runs **Ad Astra Ventures** and **Andrew Ballester** who is the co-founder of **Go-FundMe**. We're excited to bring in prominent investors that will support us in scaling and seize this opportunity around the explosion in the outdoor market."

The Vanlife app works by allowing its users to connect with people in the outdoors through its social features, including messaging, finding events, and posting listings. The app also allows users to find public parks, toilets, showers, laundry, or propane refill sites.

In addition, the app also helps connect "vanlifers" to one another through meetups, as the nomadic lifestyle can make it difficult to find and make friends in unfamiliar places.

Multi-Billion Dollar Market

Before its solution hit the market, so called Vanlifers only option was to turn to not-for-profit organizations which use user-generated content to display free camping places, such as ioverlander app and freecampsite.net.

Sekr's main differentiator is that it targets the younger demographics, whereas, popular sites typically cater to older generations.

A large market, outdoor recreation is a \$890 billion dollar consumer-driven industry.

More specifically, in the U.S. alone, the camping industry tops 80 million households all which participate in camping activities annually. Sekr plans to serve roughly 40 million households, which go camping at least two or more times a year.

"The tried and true family camping vacation is more popular than ever, and our research shows Americans spend more money on outdoor recreation than they do on pharmaceuticals and fuel," said Shisler. "For Sekr, this means there is a huge audience hungry for information on places to safely camp and connect with other travelers. That's where we add value to this growing market."

More Than 15,000 Downloads

To date, its app has been downloaded more than 15,000 times. The app called Vanlife currently caters to more than over 9,000 users with a strong social media presence of roughly 72,000 followers on **Instagram**.

The startup offers both a free premium subscription model and premium model which provides access to social features, like finding and hosting meetups and events.

This past summer, Sekr graduated from the **Techstars** Anywhere accelerator, a 13-week program where the startup fine-tuned its business strategy, received training, and mentorship.

Last month, the company launched its newest feature, described as the "Airbnb for camping." So far, the company has about 40 properties listed on its app, users can sign up and rent out select properties from an array of campsite hosts across the U.S., adding a third revenue stream for the young company.

Looking forward, the team aims to become a profitable company by reaching an even larger user base, as the company will be expanding to offer resources not just for vanlifers, but for all outdoor travelers.

Headquartered in San Diego, the startup operates 100% remotely with six local staffers and four working overseas.

"Over the next year, we're focusing on the avid travelers, people who are in the outdoors 14 nights or more each year that are discovering these wild beautiful places," said Acio. "It's all about aggregation of user generated content. That's what will help separate us and win over this growing market." ■



Jessica Shisler
COO
Sekr



Breanne Acio
CEO
Sekr

Hair Craft Co.



FOUNDED: 2018

CEO: Leo Carrillo

HEADQUARTERS: Pacific Beach

BUSINESS: Hair care products

REVENUE: Projects \$1.5M in 2021

EMPLOYEES: 5

WEBSITE: www.haircraftco.com

NOTABLE: Co. recently moved into its first office at Cass and Garnet in the P.B. business district.

Sekr Inc.



FOUNDED: 20

CEO: Breanne Acio

HEADQUARTERS: San Diego

BUSINESS: App that connects road traveler to camping, resources, and outdoor community.

REVENUE: Pre-revenue

EMPLOYEES: 10

WEBSITE: www.thevanlifeapp.com

NOTABLE: In October, the company brought on big-name diversity investors such as Backstage Capital and Gaingels.

Mintz Law Firm Gets a New Look with Expanded Offices

DESIGN: Remodeled Space Spreads Over Three Floors

■ By RAY HUARD

ID Studios based in Solana Beach is remodeling and expanding the Carmel Valley offices of the law firm Mintz to reflect its surroundings in Torrey Pines and evolving practice.

The firm is nearly doubling the amount of space it leases.

Mintz was founded during the Great Depression in Boston and has steadily expanded since, opening San Diego offices in Carmel Valley at 3580 Carmel Mountain Road in 2006 with a staff of 12.

In remodeling and expanding their offices, “We wanted to make sure that we acknowledged that long history but we really wanted to be a San Diego office and feel very San Diego because all the attorneys are San Diegans, they all had their careers here and most of our clients are in San Diego,” said David Salisbury, Mintz director of development and strategic marketing.

Salisbury said final figures on the cost of the project aren’t in and preferred not to give estimates.



Photo courtesy of ID Studios

Mintz law firm has remodeled its Carmel Valley offices

Expanding Practice

As Mintz’s practice grew to encompass San Diego’s booming life sciences and expand its intellectual property practice, Mintz added experts in the field to work with its lawyers.

“We have a lot of senior level professionals on our staff who are not attorneys,” Salisbury said. “We have 38 Ph.Ds on the staff.”

The staff has expanded to 121 and “the space definitely need a refresh,” Salisbury said.

Mintz initially looked at moving to a new location but decided to stay put and expand, with

the remodeled offices spread over three floors, said Jill Russell-Layman, associate principal of ID Studios, covering 67,000 square feet.

“We actually worked with them in evaluating many spaces for relocation,” Russell-Layman said.

Most of the remodeling was a near complete renovation of the building’s fourth floor, with less extensive work on the second and third floor space that Mintz leases, Russell-Layman said.

New Look

In 2018, the law firm changed its name to simply

Mintz and adopted a new, cleaner logo in shades of teal, black and blue on an off-white background and the remodel of its San Diego offices was in keeping with the change.

➔ Mintz page 28



David Salisbury
Development and
Strategic Marketing
Director
Mintz

Mintz

FOUNDED: 1933
MANAGING PARTNER: Daniel Pascucci
HEADQUARTERS: New York
EMPLOYEES: 1,113; 121 in San Diego
WEBSITE: www.mintz.com
NOTABLE: founded during the Great Depression, Mintz has had a strong focus on diversity and inclusion from the start.

ID Studios, Inc.

FOUNDED: 2005
PRINCIPALS: Deborah Elliott, Amy Morway, Jill Russel-Layman, Rich Guerena
HEADQUARTERS: Solana Beach
BUSINESS: design and architecture
WEBSITE: www.idstudiosinc.com
NOTABLE: 15 years in interior design, architecture and strategic planning as a woman owned business.



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Big Table Helps Hospitality Workers

Non-Profit Has Aided 602 Restaurant And Hotel Employees Since COVID-19

■ By MARIEL CONCEPCION

Big Table, a Pacific Beach-based non-profit, launched in the early part of 2019. Its mission is to care for individuals in the hospitality industry that are in crisis.

In this short amount of time, the organization has made a big impact on San Diegans in need.

Food Security, Housing Stability

Last year, it aided 67 restaurant and hotel employees, according to **Jesse Vigil**, San Diego city director. This year, in large part because of COVID-19, Big Table has helped 602 individuals, he said, with a focus on food security and housing stability.

“Going from 67 last year to over 600 this year was a huge surprise – we had no idea the industry we care for would be so heavily impacted by COVID,” said Vigil.

“Right now, we are primarily focusing on awarding grocery gift cards as well as paying individuals’ rents. Hotels are still not entirely open and not many tourists are coming into San Diego. Many of those employees could be out of work soon, and now they can’t count on the additional \$600 unemployment benefit. So, we project there will be a continued need in San Diego.”

Big Table works off a referral model, said Vigil, mostly from a manager or coworker of a restaurant or hotel worker facing financial hardship. Big Table then makes it a point to build a relationship with said person, he said, to understand his/her story and figure out the best way to help.

Typically, the aid cap per individual is around \$1,500, he said, although it is a case-by-case basis; if any given situation calls for more financial assistance, Vigil said Big Table is willing to step up where it can.

Largest Donation to Date

This year, the non-profit was awarded a \$250,000 grant from **The San Diego Foundation** – the organization’s largest donation to date – which helped it expand its reach just in time for COVID-19. The San Diego Foundation, headquartered in **Liberty Station**, focuses on creating positive impacts on communities in San Diego.

Namara Mercer, executive director of the **San Diego County Lodging Association**, was responsible for making the connection between Big Table and The San Diego Foundation. She said the city is fortunate that Big Table chose to open its third location in San Diego. (Big Table was founded in Spokane, Washington, in 2011 and opened a second location in Seattle in 2015.)

“No one could have predicted that coronavirus would devastate our restaurant and lodging industry creating tremendous hardship for thousands of San Diego hospitality employees,” she said. “Big Table has stepped in to meet the need with no-strings attached care that can often be the difference between homelessness and hunger.” ■



Jesse Vigil
San Diego City
Director
Big Table



Photo courtesy of TravelClean

TravelClean sells disposable and hygienic personal travel kits, that include a seat cover, booties and gloves in a recyclable pouch.

Personal Travel Kit Co. Sees Rapid Growth

TravelClean Meets Needs of Air Travelers in COVID-19 World

■ By MARIEL CONCEPCION

COVID-19 has changed travel as we know it; from armrests to airplane bathrooms, travelers are more aware of the potential germs around them while on an aircraft.

TravelClean, a Carlsbad-based company that sells disposable and hygienic personal travel kits, is hoping to answer the call.

Retailing at \$17.99 each, the pouches include a three-layer, non-surgical face mask; a pair of non-woven fabric booties; a non-woven fabric seat cover; four alcohol-based wipes; and one pair of nitrile gloves. The goal is to keep travelers safe and healthy in this hypersensitive climate and beyond, said Managing Partner **Nicholas Esayian**.



Miryam Wahrman
Author

\$2 Million Revenue

Since relaunching May of this year – the Carlsbad-based company was originally founded in 2014 – TravelClean has sold \$500,000-worth of the recyclable kits. At this pace, Esayian projects the company will reach north of \$2 million in revenue by the end of FY2020.

“I was a professional sports car driver from 1992 to 2019 and traveled a lot for racing. I’m not a complete germaphobe, but I do have issues with cleanliness in public spaces,” said Esayian, who also founded San Diego-based **Light Helmets**, a sports helmet manufacturer. “I was flying back from the Sema Show (automotive trade event) in Las Vegas one year, and I thought to myself, ‘my God, this seat is no different than sleeping on a hotel mattress with no sheets’. And that’s when the idea for TravelClean popped into my head.”

The company was founded in 2014, although it has functioned in the background as a low value business since then, said Esayian. In 2017, he launched **Light Helmets** and shifted most of his efforts to that.

But in February, just as COVID-19 began to make its way to the United States, Esayian said he got a call from a local television producer advising him to rethink the concept. A few weeks later, he said he edited the original infomercial he shot years prior and tested it on a local network. Based on the response, he knew that he could not only entice consumers, but also corporations and industries that rely on tourism.

35,000 Kits Sold

So far, Esayian said the reception has been as he hoped.

Since launching in May, he’s sold \$500,000 worth of kits, or roughly 30,000 to 35,000 individual packages. Esayian expects to sell \$600,000 worth of TravelClean

products, which are available on **Amazon** and on the TravelClean website, by the end of the year.

Miryam Wahrman, a microbiologist and author of “The Hand Book: Surviving a Germ-Filled World,” said a quick DIY cleaning routine could reduce one’s exposure to germs. She cautions travelers to be aware of the back of their heads and to place a barrier between them and airplane seats.

A seat cover, like the one in the TravelClean kit, sounds like it could do the trick.

Initial Demand

So far, the hardest part of running the business was keeping up with the initial demand, said Esayian. He said he pivoted operations at the **Light Helmets** headquarters the first few weeks to pick, pack and ship from there. Since, he’s partnered with **ShipMonk**, a Pennsylvania-based fulfillment company, and **Shopify**, a Canadian e-commerce company.

All product comes from China, said Esayian, although he is looking to source from Mexico soon for operations-related reasons. Marketing mostly takes place via **Facebook** and **Instagram**. The company is currently looking into the influencer market for potential partnerships, he said.



Nicholas Esayian
Managing Partner
TravelClean

B2B Space

Moving forward, Esayian said he hopes to effectively transition TravelClean into the B2B space.

So far, two **National Football League (NFL)** teams have purchased TravelClean kits, as well as a couple of banks and a handful of professional sports players. Esayian said he and his team of five have also had promising conversations with the **Golden Globe** awards, which are contemplating gifting TravelClean kits next year. Esayian has also had meetings with a number of airlines, including **United Airlines** and **Southwest Airlines**. ■

Big Table



FOUNDED: 2019

CITY DIRECTOR: Jesse Vigil

HEADQUARTERS: Pacific Beach

BUSINESS: a nonprofit with a mission to care for hospitality industry workers in crisis.

OPERATING BUDGET: \$2M annually

EMPLOYEES: 19 (four in San Diego)

WEBSITE: www.big-table.com

NOTABLE: Does two large fundraisers a year, in the spring and the fall.

Travel Safe LLC (DBA TravelClean)



FOUNDED: 2014

MANAGING PARTNER: Nicholas Esayian

HEADQUARTERS: Carlsbad

BUSINESS: disposable and hygienic personal travel kit.

REVENUE: projected to reach north of \$2M FY2020.

LOCAL EMPLOYEES: five

WEBSITE: www.travelclean.com

NOTABLE: Travel Safe will also launch ShopClean, a vertical focused on reusable masks.



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Letter from the Publisher



The **San Diego Business Journal's** second annual Leaders in Law Awards honors 20 of San Diego's top lawyers and in-house general counsel attorneys. There were over 100 finalists. The range of our nominees' accomplishments and community involvement was impressive. It made the process of selecting winners all the more challenging.

On behalf of the San Diego Business Journal, I want to thank our judging panel and sponsors **Peter Callstrom**, CEO of the **San Diego Workforce Partnership**; **David H. Crean**, Ph.D., managing director of **Objective Capital Partners**; **Dale Ganzow**, president and CEO of the **San Diego Employers Association**; **Frank Tobin**, managing shareholder of **Ogletree, Deakins, Nash, Smoak & Stewart P.C.**; and **Christina de Vaca**, CEO of the **Corporate Directors Forum**.

They join us in congratulating the winners and finalists.

Barb Chodos
 President & Publisher

Judges/Sponsors



Peter Callstrom
 CEO
 San Diego Workforce Partnership



David H. Crean
 Managing Director
 Objective Capital Partners



Dale Ganzow
 President & CEO
 San Diego Employers Association



Frank Tobin
 Managing Shareholder
 Ogletree, Deakins, Nash, Smoak & Stewart P.C.



Christina de Vaca
 Chief Executive Officer
 Corporate Directors Forum

Peter Callstrom has led nonprofits in the region for 30+ years, joining the SDWP as CEO in 2012. The SDWP funds, oversees and delivers workforce programs to empower job seekers, reaching 50,000+ annually. The SDWP launched an Income Share Agreement fund in 2018 - an innovative student financing model to create post-secondary pathways without student debt. SDWP delivers youth programs that reach thousands with a focus on disconnected youth. In 2020, SDWP launched 'MyNextMove' - an online experience to inspire students, teachers and job seekers. Recipient of the "Trailblazer award" by the National Association of Workforce Boards, SDWP is a nationally recognized leader.

David H. Crean is a managing director at Objective Capital Partners where he leads the firm's mergers and acquisitions (M&A), corporate development, and valuation transactions with life science and healthcare companies. Dr. Crean holds FINRA Series 79 and Series 63 licenses and is a Registered Investment Banking Representative of BA Securities LLC, Member FINRA SIPC. Dr. Crean also serves in leading Board of Director roles for Histogen, Inc. (Nasdaq: HSTO), California Life Sciences Association (CLSA), Association for Corporate Growth (ACG) San Diego, the Alzheimer's Association and Student Success Programs for the Charter School of San Diego.

In March of 2020, Dale Ganzow became President and CEO of the San Diego Employers Association where he had previously served as a board member for seven years. He owned multiple corporate and leisure travel agencies in CA and Dallas, TX. He worked in local and national sales positions with business journals and a national trade publisher. In October of 2019, he left his role as sales manager for the San Diego Business Journal and went to work for National University as a director of workforce education solutions. He strives to build long-term relationships and stronger communities through collaboration and philanthropy. He also serves on numerous nonprofit Boards. He attended the University of Wisconsin and lives in Carlsbad, with his wife and daughter.

Frank Tobin is the Managing Shareholder of Ogletree Deakins' San Diego Office. He devotes his practice to a wide range of litigation matters including labor and employment (discrimination, harassment, retaliation, wrongful discharge, non-compete, ERISA breach of fiduciary duty, class actions and wage and hour), commercial (breach of fiduciary duty, contract and fraud), unfair competition, trade secrets, real estate, healthcare and professional liability. Mr. Tobin represents management in all types of labor and employment disputes. He has successfully tried discrimination, retaliation, harassment, wrongful discharge, wage and hour and trade secret cases. Mr. Tobin also represents employers in class action disputes and ERISA breach of fiduciary duty litigation.

Christina de Vaca currently serves as CEO of the Corporate Directors Forum, an organization whose mission is "to help directors, and those who support them, build more effective boards through continuous education and peer-networking". Prior she was a CDF board member serving on the Executive Committee and chairing the organization's Programs Committee. Before joining CDF, she served as the Director of Corporate Relations and Business Development for the Graduate School of Business at the University of San Diego, where she strengthened USD's School of Business relationships with the business community. Earlier, she was the Chief Governance Officer and Corporate Secretary for Valeant Pharmaceuticals International.





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Local Knowledge.

EMPLOYERS AND LAWYERS, WORKING TOGETHER

Ogletree Deakins is one of the largest labor and employment law firms representing management in all types of employment-related legal matters. The firm has more than 900 lawyers located in 53 offices across the United States and in Europe, Canada, and Mexico.

Ogletree Deakins

www.ogletree.com

SAN DIEGO OFFICE

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PUBLIC COMPANY



WINNER

RICH CLAMPITT

VP, General Counsel, Corporate Secretary
WD-40 COMPANY

“Success is simply one’s pride in knowing that you have done your best to bring out the best in others.”

Rich Clampitt began his law career in San Diego following graduation from UC Hastings in 1981. He joined the small business law firm of Harmsen, Carpenter and Wilkinson. Harlan Harmsen was then counsel to **WD-40** Company, having represented the company through its IPO on Nasdaq in 1973. Harmsen provided mentorship to Clampitt in corporate, tax and securities law. He immediately commenced working with Jack Barry, WD-40 Company’s CEO from 1969 through 1990, to complete SEC reports and filings.

Over the years, Clampitt’s work with WD-40 Company provided the foundation for his developing expertise in business law, including entity and capital formation, joint ventures, real estate, individual and corporate taxation, mergers and acquisitions, and securities. His clients ranged from San Diego families, real estate developers and startups, to privately held businesses and public companies.

In 1999, the Harmsen firm joined Gordon & Rees. At Gordon & Reese, Clampitt served as co-chair of the firm’s growing business practice. In January 2014, Clampitt was asked by WD-40 Company to join the company as general counsel, the company’s first in-house attorney. At WD-40 Company, Clampitt has continued his leadership education under the mentorship of Garry Ridge, the company’s CEO since 1997.

CYBER SECURITY



WINNER

WYNTER DEAGLE

Office Managing Partner, San Diego Office
TROUTMAN PEPPER

“Success is being authentic, taking ownership of your career, having empathy for clients and colleagues, and empowering and mentoring others.”

Wynter Deagle represents businesses in the court room when they face issues found at the intersection of law, technology, and innovation. She is a partner at **Troutman Pepper**, the managing partner of the firm’s San Diego office, a Certified Information Privacy Professional in the United States (CIPP/US), and an experienced trial lawyer. Wynter specializes in defending clients from privacy and cybersecurity-related consumer class actions, business disputes, regulatory investigations, and enforcement actions. In addition to her privacy and cybersecurity expertise, Wynter represents clients in complex commercial litigation involving many types of claims, including business fraud, unfair competition, products liability, defamation, breaches of fiduciary duty and contract disputes.

Outside of litigation, Wynter helps businesses navigate the maze of state and federal privacy laws and to quickly and effectively respond to data security incidents. Wynter is a passionate advocate for diversity, equity and inclusion in the legal community. She is a member of Troutman’s diversity committee and founded the San Diego office’s diverse attorney recruiting program. Wynter also provides pro bono services to organizations that advance diversity and empower underserved women and girls. Wynter is also the president of the Board of Directors of Girls Inc. of San Diego County.

MERGER & ACQUISITIONS



WINNER

KAREN DESCHAINE

Partner
COOLEY LLP

“I think very little about my ‘success.’ I love what I do and who I do it with. For that I am very fortunate.”

Karen Deschaine is a partner in the San Diego office of **Cooley LLP**, where she has practiced since 2007. Her practice encompasses a wide range of business and corporate matters, including private financings, public offerings, corporate governance, commercial transactions, strategic transactions, securities matters and the general representation of public and private companies. She represents primarily biotechnology and technology companies and investors in those industries. She is a sought after speaker on topics of interest to founders, startup companies and companies seeking investment.

Deschaine has impacted many companies this past year in San Diego including Metacrine, Inc., Turning Point Therapeutics, and Forte Biosciences, Inc. She was also recently recognized as a winner of “Women Who Impact Women in San Diego.”

Prior to receiving her law degree from UCLA School of Law, Deschaine was a captain in the U.S. Army and commanded two companies. She is active in the community and is the proud mother of two teenagers.



LOFTIN | BEDELL
ATTORNEYS AT LAW

Loftin | Bedell is proud to congratulate our partner, **Ariel R. Bedell**, on being a 2020 SDBJ Leader in Law finalist.

Ariel provides clients with valuable experience, knowledge, and a business minded approach in guiding clients through the rapidly changing legal landscape in real estate and business transactional matters.



CONGRATULATIONS NICOLE!

SAN DIEGO BUSINESS JOURNAL



Nicole Gates
Corporate Counsel

As one of the nation's leading children's literary and entertainment brands, we rely heavily on our legal counsel and contracts team to be our guiding light. Congratulations to Corporate Counsel Nicole Gates for winning this prestigious award, and for providing the leadership we need to continue sharing the work of Dr. Seuss with new readers and audiences.





MERGER & ACQUISITIONS



WINNER
WILLIAM EIGNER
 Partner
PROCOPIO

"It's up to you. There is no 'they' there."

William Eigner is a business attorney who has been called the "go-to-guy" for M&A and for emerging businesses and those providing capital to them. He has been recognized as one of the Best Lawyers in America and has won many awards from his peers in transactional law.

A partner at **Procopio**, a 180 attorney firm with offices in San Diego, Del Mar, Palo Alto, Orange County, Las Vegas and Phoenix, Eigner's practice emphasizes M&A, venture capital, angel financing, seed capital, and the financing, governing, operating, contracting, buying, selling and merging of growing technology, life science, wireless health, defense, and other businesses.

Eigner graduated from Stanford and then served as a United States Supreme Court Judicial Intern. He graduated from the University of Virginia School of Law. Eigner serves as director of EvoNexus and on a number of boards of advisors. He spent nearly 10 years on the board of The Munder Fund (MUNDX), a publicly traded global value oriented mutual fund and has served on the board of the San Diego Venture Group.

LABOR & EMPLOYMENT



WINNER
GUILLERMO ESCOBEDO
 Principal and Office Litigation Manager
JACKSON LEWIS

"Success is rarely a 'solo act.' It is a team effort that requires collaboration, hard work, and humility."

Guillermo Escobedo is a principal and office litigation manager of the San Diego office of **Jackson Lewis, P.C.** Escobedo specializes in employment law defense, including defending claims of wrongful termination, discrimination, harassment and retaliation. Escobedo also has extensive experience defending wage-and-hour claims, including class actions and PAGA claims. His team victories include a complete defense verdict in arbitration on claims of age discrimination and harassment; successfully arguing a motion for summary judgment in federal court on disability discrimination and failure to accommodate; and successfully opposing a motion for class certification in federal court on rest period claims.

Escobedo's community involvement includes - board member and vice chair of the Chicano Federation of San Diego County; current board member and former vice president of the San Diego La Raza Lawyers' Association; co-chair of the Endorsements Committee for SDLRLA; and former chair of the development committee for St. Didacus Parish School. Guillermo's achievements include being recognized as a "California Super Lawyer" and a "Southern California Top Lawyer" from 2014-2020, as a "Best Lawyers in America" in 2019, as a "Top Latino Lawyer in 2019" by Latino Leaders Magazine, and receiving the San Diego La Raza Lawyers' Attorney of the Year in 2019.

RISING STAR



WINNER
SHANNON FINLEY
 Shareholder
PETTIT KOHN INGRASSIA LUTZ & DOLIN

"Fight for the things that you care about, but do it in a way that will lead others to join you." - Supreme Court Justice Ruth Bader Ginsburg

Shannon R. Finley is a shareholder in the San Diego office of **Pettit Kohn Ingrassia Lutz & Dolin PC.** Finley focuses her practice on employment law. As a skilled litigator, she represents California employers in disputes ranging from single plaintiff wrongful termination cases to complex class actions. In addition, Finley provides guidance to employers advising on best practices to avoid lawsuits before they arise.

Finley is a speaker and author on issues including best hiring practices, wage and hour law, discrimination, leaves of absence, and social media. Earlier this year, she was included in the inaugural list of Best Lawyers: Ones to Watch. She has been recognized as a Rising Star by San Diego Super Lawyers, and she received the C. Hugh Friedman New Lawyer Award for her leadership and professionalism in the San Diego legal community.

Finley is a team leader in the J. Clifford Wallace Inn of Court; vice chair for the Labor & Employment Executive Committee of the San Diego County Bar Association; a director on the board for Lawyers Club of San Diego; and an affiliate governor on the board of California Women Lawyers. Finley also reads to transitional kindergarten students twice a year at Central Elementary School through the Community Outreach Committee.



CONGRATULATIONS
ALEXIS GUTIERREZ

HIGGS | FLETCHER | MACK

Congratulations to our Partner Alexis Gutierrez on his well-deserved recognition.

Alexis - your leadership is truly recognized and valued by your colleagues and clients, and in the greater San Diego legal community. Thank you for all that you do every day as a "Leader in Law."

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PRIVATE COMPANY



NICOLE GATES
 Corporate Counsel
DR. SEUSS ENTERPRISES

"True success is having time to enjoy it! Take time to recharge, support your community, and enjoy loved ones."

Nicole Gates joined **Dr. Seuss Enterprises** in 2018 as its first in-house counsel. Dr. Seuss Enterprises is the leading children's entertainment company committed to care taking the legacy of Theodor Seuss Geisel (Dr. Seuss).

Gates provides counsel on matters relating to the company's global portfolio including the iconic Dr. Seuss books, films, TV shows, stage productions, digital media, licensed merchandise, and other strategic partnerships. Gates also manages the Dr. Seuss trademark and copyright portfolio and infringement of the beloved Dr. Seuss IP. Prior to joining Dr. Seuss Enterprises, Gates was an associate at the international law firm DLA Piper. She received her J.D. from the USC Gould School of Law and a B.A. in Art History from the University of Virginia. Nicole enjoys staying connected with the USC Law School community and serves on the alumni committee in San Diego. Nicole recently joined the board of directors of The New Children's Museum in downtown San Diego where she has been able to combine her love for art and enriching children's lives. She received her yoga teacher certification in 2019 and enjoys volunteering with animal rescue organizations.

LITIGATION



ALEXIS GUTIERREZ
 Partner
HIGGS FLETCHER & MACK LLP

Alexis Gutierrez is an effective advocate and counselor to clients with business and employment law needs.

Alexis Gutierrez has, over the last 20-plus years, earned a reputation for his ability to handle complex commercial litigation on behalf of private, public and non-profit entities. His significant trial experience includes litigating complex cases in federal and state courts and before numerous administrative agencies.

Gutierrez is chair of HFM's Litigation Department and heads the firm's Labor and Employment practice group, and serves on the firm's executive committee. He has been integral to the development of many newer attorneys and mentoring support to their practice development.

Gutierrez also embodies HFM's commitment to the San Diego community by dedicating time and expertise to numerous charitable and civic organizations serving the region, including the board of directors of United Way of San Diego and the San Diego North Economic Development Council, and chairmanship roles with the American Red Cross for San Diego and Imperial Counties and the San Diego Convention Center Corporation.

Gutierrez earned Martindale Hubbell's highest peer rating for Legal Ability and Ethical Standards. He is also recognized consistently by Best Lawyers in America, Chambers USA Guide and by San Diego Magazine as a Top Lawyer and others.

PATENT



WILLIAM HUNTER
 Principal
FISH & RICHARDSON

"I am humbled by the recognition as a Leader in Law; I could not have arrived where I am without the help of many. Success is a journey with friends and colleagues, not a destination."

William Hunter is a leading patent attorney with significant experience in multiple industries, including digital health, electrical and computer technology, hardware, computer networks, manufacturing, medical devices, nanotechnology, optics, software and telecommunications. With a company's patent portfolio often its largest and most important asset, Hunter's role is critical to his clients' successes. Hunter, who is the group leader for **Fish & Richardson's** Southern California patent practice, has practiced patent law for 20 years and has garnered expertise in patent prosecution, freedom to operate studies, and the intersection of patent law with other forms of intellectual property.

Patent law is continuously evolving, and Hunter is at the forefront of the practice area. When the America Invents Act (AIA) dramatically changed patent law in 2011, he was a key part of Fish's efforts to track and interpret the AIA. His understanding and advice has played a critical role in keeping Fish attorneys and clients apprised as the AIA has been implemented and interpreted.

He resides in San Diego, but his global practice takes him around the world working with clients, many of whom have relied upon Hunter for many years due to his knowledge, skill and trustworthiness.

Helping to Finance the American Dream

Plaza Home Mortgage is proud to congratulate **Lynde Selden, General Counsel**



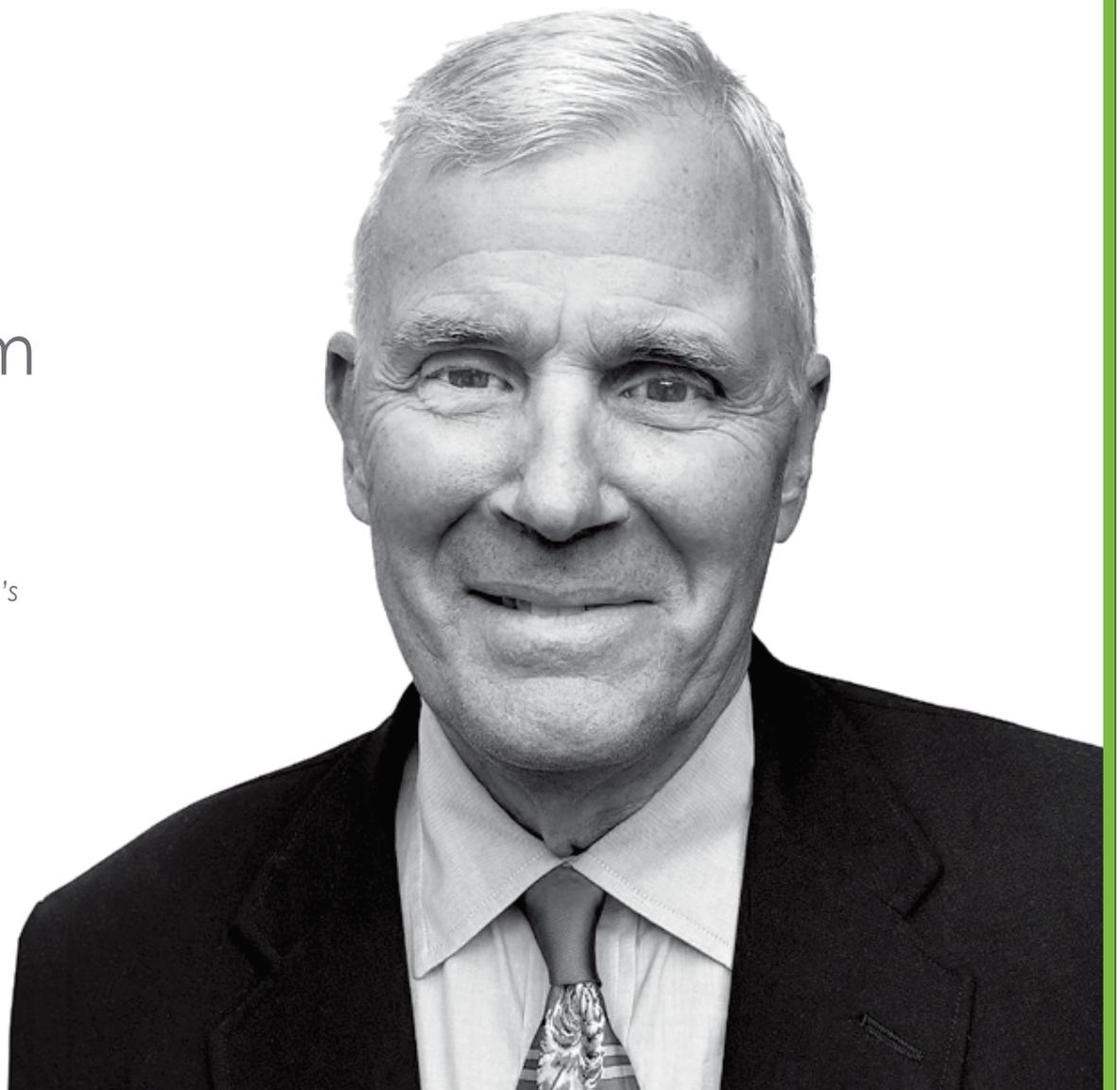
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Plaza NMLS #2113





LABOR & EMPLOYMENT



THOMAS INGRASSIA
Shareholder and Co-Founder
PETTIT KOHN INGRASSIA LUTZ & DOLIN

“Over the last 30 years, I’ve learned that the single best way to ensure the success of your organization is to take care of your employees.”

Thomas S. Ingrassia is a founding member of **Pettit Kohn Ingrassia Lutz & Dolin**, and serves as the firm’s chief financial officer. As co-chair of the firm’s Employment and Labor Department, Ingrassia regularly assists his clients in developing and enforcing appropriate employment practices and policies, investigating claims of employee harassment/misconduct, and defending all forms of employment litigation before state and federal courts and administrative agencies. Ingrassia has achieved Martindale-Hubbell’s highest rating for his legal ability and ethical standards. Ingrassia has been selected for inclusion in San Diego Super Lawyers every year since 2008 and was recognized as one of San Diego’s Top 50 Attorneys in 2016, 2017 and 2020. Ingrassia has also been selected for inclusion in Best Lawyers in America, a publication regarded as the definitive guide to legal excellence, every year since 2013. Ingrassia is a widely acclaimed speaker who is frequently invited to provide employment practices and employee management training for private firms, other attorneys and professional organizations throughout California. Ingrassia’s leadership in the community was formally recognized with his election as the 2002 president of the San Diego Society for Human Resource Management, the region’s largest organization of human resource professionals.

PUBLIC COMPANY



SHAKA JOHNSON
Vice President & Associate General Counsel
SONY ELECTRONICS INC.

“Success is the ability to positively impact others’ lives. Be positive in all you do, and kind when doing it.”

Shaka Johnson leads the legal department at **Sony Electronics Inc.** as vice president and associate general counsel. His team is responsible for corporate security and traditional legal affairs in North America. He was with Sony Electronics earlier in his career (2011 – 2015), and led corporate, sales, post-sales and e-commerce-related legal matters. Immediately prior to this role, he spent three years leading the global sales and marketing legal team for Facebook’s AR/VR group as associate general counsel, and is proud to be part of the team that launched Oculus VR headsets and Facebook’s Portal devices. Earlier, he was with Sanyo North America Corp., Gateway Inc. and Higgs, Fletcher & Mack.

Throughout his career, Johnson has provided practical, friendly legal leadership and support. This focus has led to some of his proudest accomplishments: being named to the Association of Corporate Counsel’s Top 10 “30 Somethings” in 2014, receiving the SDBJ General Counsel – “Rising Star” Award in 2013, and being chosen to participate as a Leadership Council on Legal Diversity Fellow in 2018. He helped found the SDCBA-ACC Diversity Fellowship Program in San Diego, and last year had the honor of delivering the commencement address at his alma mater, USD School of Law.

MERGER & ACQUISITIONS



STEPHEN LASALA
Partner
SHEPPARD MULLIN RICHTER & HAMPTON LLP

“It’s an honor to be recognized. I’m humbled to be in such incredible company and I feel fortunate to be able to do the work I love with clients I really enjoy.”

Steve LaSala is a partner in **Sheppard Mullin’s Corporate Practice Group**. Specializing in mergers and acquisitions, he counsels strategic buyers, private equity sponsors and entrepreneurs in M&A transactions. His practice also includes venture capital and private equity financings, joint ventures, corporate governance, equity and executive compensation, and the formation and structure of business entities. He represents small and large companies ranging from startups to established public companies in a variety of industries, including business services, healthcare, life sciences, aerospace and defense, software, energy, consumer goods, manufacturing, construction and media. He also represents institutional and individual investors in equity and debt investments. LaSala leads about 25 M&A deals per year, representing buyers and sellers. He has represented Allied Universal, the largest security guard company in the country, in more than 70 acquisitions. Its largest owners are private equity funds affiliated with Warburg Pincus and CDPQ. LaSala has served in multiple leadership roles within the firm. He is currently a member of the firm’s Compensation Committee. He is also the former managing partner of the San Diego/Del Mar office and the former Practice Group Leader of the Corporate Practice Group.

Setting the standard.

We are proud to congratulate our partners **Wynter Deagle** and **Mike Whitton** for their selection as *San Diego Business Journal’s* **2020 Leaders in Law.**

troutman.com
Troutman Pepper Hamilton Sanders LLP



OTHER



ADAM LENAIN
 Member
MINTZ LEVIN

"For me, professional success is about being the person clients call when they have a serious problem that needs to be solved."

Adam Lenain assists life sciences and information technology companies navigate complex legal and business issues. With a practical and creative focus on his clients' intended business results, he often functions as an outside general counsel and is regularly consulted by management teams for guidance on strategic matters. His clients are both public companies and emerging growth companies.

Lenain has over 20 years of experience representing issuers and investment banks in connection with public and private financing transactions, SEC regulatory compliance and '34 Act reporting. He also regularly represents buyers and sellers in mergers and acquisitions as well as corporations and limited liability companies with respect to general corporate issues that arise throughout the corporate life cycle—from formation to exit.

He was named to Best Lawyers in America: Corporate Law (2021). While in law school, he was awarded Order of the Coif and was selected as a law review editor. As an undergraduate at Yale, Lenain played both football and baseball. He is also an avid bass fisherman.

RISING STAR



JING Y. LI
 Attorney
SOLOMON WARD SEIDENWURM & SMITH LLP

"As an attorney, success means achieving my clients' goals. This is my guiding light and the standard I judge each action by."

Jing Y. Li, an employment and business litigator, is a rising star at **Solomon Ward Seidenwurm & Smith LLP**. Through his counsel to California employers, Li has garnered extensive experience defending claims of race/disability discrimination, sexual harassment, wage and hour disputes, class actions, government liability and other labor and employment litigation issues. He also has a broad range of real estate experience, including unlawful detainers, real estate leasing issues and commercial and residential property management. Fluent in Mandarin, Li is focused on attracting foreign businesses to California and assisting them with their legal needs in the state. His experience with foreign companies includes the representation of international clients on the formation of their U.S. entities, employment advice and counseling, defending international clients on employment and business dispute matters and prosecuting his clients' claims in commercial disputes. Dubbed "the problem solver" by his clients, Li has developed unique strategies that emphasize the use of efficient and creative solutions, resulting in successful resolutions and settlements on numerous employment and business litigation matters.

RISING STAR



MARTIN NUÑEZ
 Deputy District Attorney
SAN DIEGO DISTRICT ATTORNEY'S OFFICE

"The world sees only the successful son, yet it was that sweet mother in the background that made his success possible."

Martin Nuñez is a deputy district attorney of the **San Diego District Attorney's Office**. Nuñez represents true grit and has become a pillar of strength in the community. Growing up in City Heights, he witnessed first-hand the need for legal advocates to protect victims of crime. Rising from the trenches, Nuñez left his janitor job and embarked on a journey to improve his community. He attended Southwestern Community College before transferring to San Diego State University. After graduating from California Western School of Law, he became a Volunteer Prosecutor in the San Diego City Attorney's Office where he handled cases in the General Trial Unit, Consumer Fraud and Environmental Protection Unit, and Domestic Violence Unit. He then joined the San Diego District Attorney's Office where he currently represents and serves his community with pride. Outside of the office, Nuñez has also accomplished becoming an instructor in the criminal justice field. However, he is most proud of being a boxing instructor at the ABC Youth Foundation, Mongoose Boxing Gym, where he inspires underrepresented youth to become leaders of high moral character in light of their obstacles and gives them a fighting chance against negative influences.



Congratulations

Shaka Johnson

Sony Electronics

SONY

SAN DIEGO BUSINESS JOURNAL





OTHER



KRISTIN REYNA DEHART
Assistant Managing Partner
GORDON REES SCULLY MANSUKHANI

“Success is very personal. Don’t measure your own by what you perceive as someone else’s.”

Kristin Reyna DeHart is an accomplished environmental attorney who has practiced in the San Diego office of national law firm **Gordon Rees Scully Mansukhani** for the last 20 years. The 29th attorney to join the office, she was elected to national partnership in 2007, and became the San Diego office Assistant Managing Partner in 2017, one of the firm’s largest offices with over 200 employees. Reyna DeHart sits on the Steering Committee of the firmwide Environmental and Toxic Tort practice group. She is also the San Diego office’s representative to the firm’s Diversity Committee and Women’s Initiative programs. Reyna DeHart litigates environmental, toxic tort and product liability matters in both state and federal court, including trials and appeals. She also counsels clients regarding environmental compliance issues, including property contamination and waste handling. She regularly assists clients with environmental investigations and in negotiations with regulators. She also performs environmental due diligence work in business transactions. Reyna DeHart is actively involved in legal presentations to clients and in the legal community. She sits on the board of directors for North Park AYSO, and on the board of trustees of Trinity United Methodist church in North Park, where she lives.

PUBLIC COMPANY



DINA SEGAL
Assistant General Counsel
INTUIT INC.

“Success is the result of unwavering perseverance, curiosity and empathy with the intent of leaving the world better than it was the day before.”

Dina Segal is a business minded, practical and inspirational leader. In her current role as assistant general counsel at **Intuit Inc.** Segal is a legal partner to Intuit’s business teams working to power prosperity around the world by helping customers prepare their taxes, gain access to capital, and support small businesses through even the most unprecedented times. Segal is also currently co-president and board member of SunLaw, Inc. (sunlaw.org), a non-profit dynamic community that supports, educates, advances, connects, and inspires women in house counsel to maximize their fullest personal and professional potential and lead.

Before joining Intuit, Segal was senior vice president and deputy general counsel of Renovate America, Inc. where she worked closely with internal leaders and external partners, industry groups and government entities to help shape fin-tech offerings which allow customers to better access improvements to their homes that save energy and water. Prior to going in house, she worked at two of the world’s leading law firms, Winton & Strawn and Sheppard Mullin. Through this journey, Segal’s diversity of thought, collaborative attitude and deep business acumen has allowed her to solve complex legal challenges, inspire others to grow and lead and help create products that truly delight customers.

PRIVATE COMPANY



ANDREW SERWIN
US Chair and Global Co-Chair, Data Protection, Privacy and Security
DLA PIPER

“Figure out what motivates you, and relentlessly pursue that. The rest takes care of itself.”

Andrew B. Serwin is an internationally recognized thought leader in privacy and cybersecurity issues. He is the U.S. chair, and a global co-chair of DLA’s Cybersecurity and Data Protection, Privacy and Security Practice and has worked on some of the highest-profile privacy and security matters on a global basis. Serwin is chairman of the board of directors of the private sector of the federally funded National Cyber Forensic Training Alliance (NCFTA), an entity that functions as a forum for private industry, academia and law enforcement, with a core mission to identify, mitigate and neutralize cybercrime, and also served as the lead expert witness on U.S. law for the Data Protection Commissioner of Ireland in the Schrems II case, where his testimony was adopted by the Irish High Court and ultimately relied upon by the CJEU.

A noted public speaker and author, Serwin has written the leading treatise on privacy and security, “Information Security and Privacy: A Guide to Federal and State Law and Compliance,” and “Information Security and Privacy: A Guide to International Law and Compliance” (West 2006–2020), collectively a 6,000-page, three-volume treatise, that examines all aspects of privacy and security laws, published by Thomson-Wes



Congratulations to our partner, Fernando Landa!

A member of CGS3’s workouts and litigation practices, Fernando specializes in the acquisition, financing, leasing and disposition of commercial real estate assets. He is well deserving of recognition as a finalist in the San Diego Business Journal’s Leaders in Law Awards.



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Congratulations to 2020 SDBJ Leaders in Law Finalist Myra Chack Fleischer!



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TAX



RONSON SHAMOUN
 CEO and Founder
RJS LAW

"If you don't work hard, you are never going to make it, and if you work hard, you might make it, so work hard!"

Ronson J. Shamoun is a three-time graduate of the USD and the founder and CEO of **RJS LAW**, A Tax Law Firm. For over 20 years, he has helped everyone from small mom and pop businesses who fell behind in taxes to large international companies with complex tax issues. Shamoun was named a 2019-2020 Super Lawyer, San Diego Metro Magazine's Top Attorney and Men of Influence, and San Diego Magazine's Top Lawyer. In 2020, he was recognized by the San Diego Business Journal as a CEO of the Year Award Winner for the Small Private Company, San Diego's 50 Leaders Making a Difference, and San Diego's Top 500 Influential Business Leaders.

In 2017, Shamoun was awarded the USD School of Law Distinguished Alumni Award. This prestigious designation is the highest honor bestowed upon alumni, and only 85 people have received this award. Shamoun credits his success to his loving wife, parents, and family. Additionally, Shamoun is an adjunct professor and board member at the USD School of Law and School of Business and donates scholarships to the schools annually.

In 2016, Shamoun co-founded the nationally recognized USD School of Law - RJS LAW Tax Controversy Institute.

REAL ESTATE



MICHAEL WHITTON
 Partner
TROUTMAN PEPPER

"Success comes from mastering your craft inside and out, and striving to help those around you reach their potential."

Michael Whitton is a partner with **Troutman Pepper** and has held several leadership positions within the firm and his community. He has a national reputation as a go-to attorney regarding sophisticated and complex real estate matters. A large part of his work involves buying, selling, developing and financing golf courses and country clubs throughout the country. Whitton served as managing partner of the firm's San Diego office and that of its predecessor firm for a combined 15 years while simultaneously serving on both firms' executive committees. Additionally, Whitton continues to serve on the firm's Policy and Compensation Committees.

Whitton is also an entrepreneur and investor in several start-ups across multiple industries. He is the chair of the Board of Trustees for California Western School of Law, and sits on multiple boards of local organizations including the board of St. Augustine High School, the Policy Advisory Board of the USD Burnham Moores Center for Real Estate, the board of the county's Boy Scout Council, and was an executive board member of the San Diego 2018 Notre Dame - Navy Game and chair of the 2016 Farmers Insurance Open. This experience is why Whitton is so highly regarded as a trusted advisor.

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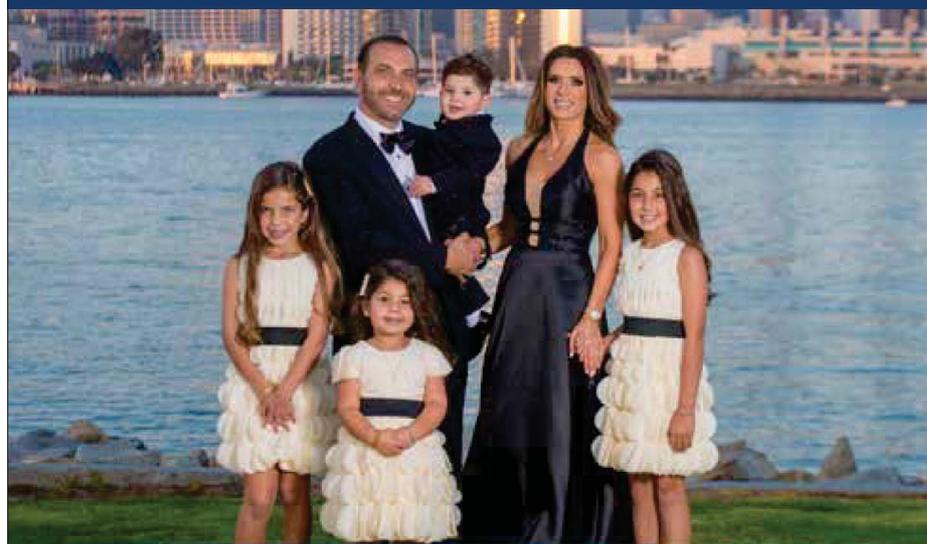
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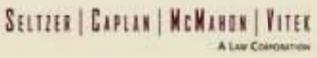
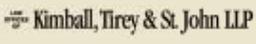
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► Ranked by number of lawyers in local offices as of July 1, 2020

Rank	Firm Address Website Phone	Local lawyers: 2020 2019 % + (-)	Local: Partners Associates	Local staff: Legal secretaries Paralegals Other	Offices: Countywide Nationwide	Area(s) of practice	Managing partner(s) Year est. locally	Image
1 (1)	Procopio, Cory, Hargreaves & Savitch LLP 525 B St., Suite 2200, San Diego 92101 www.procopio.com 619-238-1900	 166 164 1	75 62	31 25 97	2 6	Business litigation, construction, corporate, healthcare, IP litigation/prosecution, labor & emp.	John Alessio 1946	
2 (4)	Sheppard Mullin Richter & Hampton LLP 501 W. Broadway, 19th Floor, San Diego 92101 www.sheppardmullin.com 619-338-6500	 148 127 17	57 91	35 17 52	2 11	Corporate, intellectual property, labor & employment, litigation & real estate	Guy Halgren 1986	
3 (2)	Robbins Geller Rudman & Dowd LLP 655 W. Broadway, Suite 1900, San Diego 92101 www.rgrdlaw.com 619-231-1058	 139 142 (2)	53 23	23 19 118	1 9	Securities	Darren Robbins Paul Geller Samuel Rudman 2004	
4 (3)	Gordon Rees Scully Mansukhani LLP 101 W. Broadway, Suite 2000, San Diego 92101 www.grsm.com 619-696-6700	 125 135 (7)	67 58	30 16 45	2 69	Commercial litigation, employment & labor, IP, environmental/toxic tort, product liability, insurance	Kevin Alexander Miles Scully 1990	
5 (5)	DLA Piper 401 B St., Suite 1700, San Diego 92101 www.dlapiper.com 619-699-2700	 101 100 1	39 41	20 14 90	2 29	IP & IP litigation, corporate, litigation, finance, real estate, labor & employment	Jeff Baglio 1927	
6 (6)	Cooley LLP 4401 Eastgate Mall, San Diego 92121 www.cooley.com 858-550-6000	 100 100 0	na na	na na na	1 10	Complex commercial litigation, securities litigation, IP litigation, public companies, emerging cos	Michael Attanasio 1992	
7 (7)	Latham & Watkins LLP 12670 High Bluff Drive, San Diego 92130 www.lw.com 858-523-5400	 99 87 14	28 63	19 12 51	1 11	Capital markets, litigation, emerging companies, environmental law, insurance, IP, M&A, real estate	Brook Roberts 1980	
8 (8)	Higgs Fletcher & Mack LLP 401 W. A St., Suite 2600, San Diego 92101 www.higgslaw.com 619-236-1551	 78 78 0	49 29	28 18 21	1 1	Business litigation, corporate & securities, employment, family, real estate, trusts & estates, tax	Steve Cologne 1939	
9 (9)	Mintz 3580 Carmel Mountain Road, Suite 300, San Diego 92130 www.mintz.com 858-314-1500	 75 68 10	18 57	20 12 25	1 7	Corporate, litigation, intellectual property, employment, real estate, licensing, and privacy.	Daniel Pascucci 2006	
10 (11)	Legal Aid Society of San Diego Inc. 110 S. Euclid Ave., San Diego 92114 www.lasdsd.org 877-534-2524	 66 61 8	0 0	7 39 41	3 3	Consumer, housing, SSI & public benefits, health	Gregory Knoll 1953	
11 (12)	Wilson Sonsini Goodrich & Rosati 12235 El Camino Real, Suite 200, San Diego 92130 www.wsgr.com 858-350-2300	 65 60 8	13 40	9 6 70	1 11	Corporate, mergers & acquisitions, intellectual property, litigation, technology transactions	Jeff Guise Martin Waters 2004	
12 (10)	Tyson & Mendes 5661 La Jolla Blvd., San Diego 92037 www.tysonmendes.com 858-459-4400	 60 65 (8)	12 48	21 10 45	3 10	Defense litigation, including personal injury, employment, medical malpractice, construction defect	Robert Tyson Patrick Mendes 2002	
13 (13)	Jones Day 4655 Executive Drive, Suite 1500, San Diego 92121 www.jonesday.com 858-314-1200	 49 49 0	16 29	14 5 21	1 18	IP, labor, litigation, investigations, white collar, corporate, M&A, product liability, cyber	Steven N. Geise Karen Hewitt 2004	
14 (10)	Knobbe Martens 12790 El Camino Real, San Diego 92130 www.knobbe.com 858-707-4000	 45 47 (4)	26 11	na na 50	1 7	Copyrights, IP strategy, transactions & agreements, litigation, patents, trademarks, USPTO trials	Michael L. Fuller 1984	
15 (16)	Morrison & Foerster LLP 12531 High Bluff Drive, Suite 100, San Diego 92130 www.mofo.com 858-720-5100	 39 41 (5)	11 28	8 6 26	1 9	Lit. (IP, comm. lit., product liab.), corp./emerging co., security, privacy, patent pros./counseling	Steve Rowles 1999	
16 (18)	Duane Morris LLP 750 B St., Suite 2900, San Diego 92101 www.duanemorris.com 619-744-2200	 38 37 3	18 13	11 5 11	1 21	Real estate, employment, labor, benefits, immigration, litigation, white-collar, corporate, etc.	Edward Cramp Matt Taylor 2003	
17 (26)	Wilson Turner Kosmo LLP 402 W. Broadway, Suite 1600, San Diego 92101 www.wilsonturnerkosmo.com 619-236-9600	 38 31 23	16 22	13 11 8	1 1	Employment law, class action, product liability, business litigation	Claudette Wilson 1991	
18 (21)	Solomon Ward Seidenwurm & Smith LLP 401 B St., Suite 1200, San Diego 92101 www.swsslw.com 619-238-0303	 36 35 3	26 10	12 6 7	1 1	Litigation, real estate, corporate, business, trusts, estates, bankruptcy, insolvency, family law	Stephen Schreiner 1977	
19 (15)	Seltzer Caplan McMahon Vitek 750 B St., Suite 2100, San Diego 92101 www.scmv.com 619-685-3003	 36 43 (16)	20 23	19 5 10	1 1	Litigation, business, corporate, real property, family law, tax & estate planning	Robert Caplan 1948	
20 (20)	Perkins Coie 11452 El Camino Real, Suite 300, San Diego 92130 www.perkinscoie.com 858-720-5700	 35 36 (3)	13 18	11 8 26	1 17	IP (litigation & prosecution), technology licensing, product liability, environmental	Mark Wicker 1912	
21 (19)	Kimball Tirey & St. John LLP 7676 Hazard Center Drive, Suite 900, San Diego 92108 www.kts-law.com 619-234-1690	 34 36 (6)	21 13	16 3 21	1 5	Landlord/tenant, collections, real estate/business litigation & transactions, fair housing defense	Ted Kimball Patricia Tirey Wendy St. John 1977	
22 (23)	Fish & Richardson PC 12390 El Camino Real, San Diego 92130 www.fr.com 858-678-5070	 34 33 3	18 15	11 7 25	1 12	Patent, intellectual property litigation, trademark, copyright	Roger Denning 1995	
23 (22)	Klinedinst PC 501 W. Broadway, Suite 600, San Diego 92101 www.klinedinstlaw.com 619-239-8131	 34 34 0	16 18	11 2 27	1 5	Business litigation, employment, professional liability, transactional/M&A, real estate, trust lit.	John Klinedinst Arthur Moreau 1983	

(NR) Not ranked
na Not Applicable
Source: The firms.

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THE LIST LAW FIRMS

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24 (24)	Littler 501 W. Broadway, Suite 900, San Diego 92101 www.littler.com 619-232-0441	34 32 6	16 12	8 3 5	1 57	Labor and employment	Mishell Parreno Taylor 1980	
25 (25)	Best Best & Krieger LLP 655 W. Broadway, 15th Floor, San Diego 92101 www.bbklaw.com 619-525-1300	33 31 6	18 12	6 4 9	1 10	Business, litigation, trusts/estates, public agency, environmental, labor/employment, public finance	James Gilpin 1993	
26 (17)	Pillsbury Winthrop Shaw Pittman LLP 501 W. Broadway, Suite 1100, San Diego 92101 www.pillsburylaw.com 619-234-5000	31 40 (23)	15 16	0 0 0	2 20	Litigation, intellectual property, corporate, real estate, hospitality, technology & emerging growth	Eric Kremer 1976	
27 (27)	Finch, Thornton & Baird, LLP 4747 Executive Drive, Suite 700, San Diego 92121 www.ftblaw.com 858-737-3100	31 30 3	13 18	10 3 7	1 3	Construction law (public/private works), employment, commercial litigation/transaction, real estate	P. Randolph Finch Jr. 1987	
28 (28)	Paul, Plevin, Sullivan & Connaughton LLP 101 W. Broadway, Ninth Floor, San Diego 92101 www.paulplevin.com 619-237-5200	28 30 (7)	12 16	6 5 8	1 1	Management side employment & labor, employment litigation, investigations, training & counseling	Joe Connaughton 1998	
29 (29)	Pettit Kohn Ingrassia Lutz & Dolin 11622 El Camino Real, Suite 300, San Diego 92130 www.pettitkohn.com 858-755-8500	28 28 0	8 20	16 7 17	1 4	General liability, employment & labor, professional liability, business litigation, personal injury	Andrew Kohn 2006	
30 (30)	Allen Matkins One America Plaza, 600 W. Broadway, 27th Floor, San Diego 92101 www.allenmatkins.com 619-233-1155	27 24 13	16 11	6 2 14	1 5	Real estate, corporate & finance, tax & joint venture, litigation, labor & employment, restructuring	Jeffrey Patterson Michael Holmes 1985	
31 (32)	Fisher Phillips LLP 4747 Executive Drive, Suite 1000, San Diego 92127 www.fisherphillips.com 858-597-9600	26 23 13	11 15	8 4 6	1 365	Labor & employment	Christopher Hoffman 2000	
32 (31)	Andrews Lagasse Branch + Bell LLP 4365 Executive Drive, Suite 950, San Diego 92121 www.albbllaw.com 858-345-5080	24 23 4	11 13	6 3 7	1 4	Employment law, professional liability, general tort, construction, wage & hour	Cary Kinhead 2007	
33 (36)	Troutman Sanders LLP 11682 El Camino Real, Suite 400, San Diego 92130 www.troutman.com 858-509-6000	24 21 14	8 13	6 6 7	1 12	Commercial, Consumer Financial Services, IP, and Insurance Litigation; Corporate; Real Estate	Wynter Deagle 1973	
34 (34)	Epsten, APC 10200 Willow Creek Road, Suite 100, San Diego 92131 www.epsten.com 858-527-0111	24 23 4	6 18	6 6 16	1 3	Community association law, construction defect litigation, construction & remediation law	Jon Epsten 1986	
35 (38)	Ogletree Deakins 4370 La Jolla Village Drive, Suite 990, San Diego 92122 www.ogletreedeakins.com 858-652-3100	22 19 16	7 15	7 2 2	2 53	Labor & employment litigation, advice & counsel, wage & hour, class-action defense, etc.	Frank L Tobin 2013	
36 (42)	Dunn DeSantis Walt & Kendrick 750 B St., Suite 2620, San Diego 92101 www.ddwkllaw.com 619-373-0457	20 17 18	7 13	5 3 3	2 5	Commercial litigation; Business; Employment	Kevin DeSantis 2016	
37 (37)	Crosbie Gliner Schiffman Southard & Swanson LLP (CGS3) 12750 High Bluff Drive, Suite 250, San Diego 92130 https://cgs3.com 858-367-7676	19 20 (5)	14 5	1 6 4	1 2	Commercial Real Estate (development, leasing, purchase & sale, tax, distressed assets, litigation)	Tom Crosbie 2013	
38 (33)	Dentons US LLP 4655 Executive Drive, Suite 700, San Diego 92121 www.dentons.com 619-236-1414	19 23 (17)	9 8	0 0 0	1 32	Litigation, real estate/construction, corporate, intellectual property, environmental	John Leslie 2015	
39 (35)	Sullivan Hill Rez & Engel APLC 600 B St., 17th Floor, San Diego 92101 www.sullivanhill.com 619-233-4100	18 21 (14)	16 2	8 3 9	1 2	Insolvency & commercial bankruptcy, insurance coverage & defense, construction law, business & corp.	Robert Allenby 1990	
40 (53)	Buchanan Ingersoll & Rooney 600 W. Broadway, Suite 1100, San Diego 92101 www.bipc.com 619-239-8700	17 11 55	9 8	0 0 10	1 15	Litigation, IP, Finance, Real Estate, Labor/Employment, Energy, Healthcare, Life Sciences, Cannabis	Kimberly Arouh 2001	
41 (NR)	Robbins LLP 4050 Shoreham Place, San Diego 92122 www.robbsarroyo.com 619-525-3990	17 na na	9 8	3 5 39	1 1	Shareholder rights litigation, consumer, antitrust	Brian Robbins 2002	
42 (NR)	Casey Gerry Schenk Francavilla Blatt & Penfield 110 Laurel Street, San Diego 92101 www.caseygerry.com 619-238-1811	17 17 0	6 8	1 9 19	2 2	Catastrophic Personal Injury and Complex Litigation	David S. Casey, Jr. 1947	
43 (39)	Henderson, Caverly, Pum & Trytten, LLP 12750 High Bluff Drive, Suite 300, San Diego 92130 www.hcesq.com 858-755-3000	16 18 (11)	16 3	5 4 15	5 5	Estate planning, estate & trust litigation, family law, trust admin. & probate, tax controversies	Kristen Caverly Nancy Henderson Maria Pum 2004	
44 (40)	Lincoln Gustafson & Cercos 550 W. C. St., Suite 1400, San Diego 92101 www.lgclawoffice.com 619-233-1150	16 18 (11)	9 7	5 2 6	1 3	Civil litigation, construction, personal injury defense, employment, contract, premises & products	Randy Gustafson 1987	
45 (45)	Hecht Solberg Robinson Goldberg & Bagley LLP 600 W. Broadway, Suite 800, San Diego 92101 www.hechtsolberg.com 619-239-3444	16 16 0	na na	na na na	1 1	Real estate, business & finance transactions; land use, planning & entitlements; civil litigation	Michael "Mickey" Maher 1972	
46 (41)	Schwartz Semerdjian Cauley & Evans LLP 101 W. Broadway, Suite 810, San Diego 92101 www.sscelaw.com 619-236-8821	15 17 (12)	6 5	5 4 4	2 2	Labor, employment, directors & officers, business & real estate litigation, personal injury	Ross Schwartz 1998	

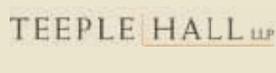
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47 (46)	Wingert Grebing Brubaker & Juskie LLP 600 W. Broadway, Suite 1200, San Diego 92101 wingertlaw.com 619-232-8151	 14 15 (7)	9 5 6 3 5	1 1	Professional liability defense, commercial & business litigation, personal injury, employment, business transactions, land use/real estate, insurance B	Stephen Grebing 1962	
48 (43)	Dinsmore & Shohl LLP 655 W. Broadway, Suite 840, San Diego 92101 www.dinsmore.com 619-356-3518	 14 17 (18)	4 5 3 1 0	26 26	Business litigation, intellectual property, employment litigation, real estate litigation	Joseph Leventhal 2015	
49 (59)	Atkinson Anderson Loya Ruud & Romo 4275 Executive Park Square, Suite 700, La Jolla 92037 www.aalrr.com 858-485-9526	 13 9 44	7 6 2 1 3	1 9	Public entities, private companies, labor & employment, special education, facilities, construction	Mark Bresee 1997	
50 (44)	Duckor Spradling Metzger & Wynne, A Law Corporation 101 W. Broadway, Suite 1700, San Diego 92101 www.dsmw.com 619-209-3000	 13 16 (19)	7 6 4 3 6	1 1	Business & employment litigation, health care, and business & corporate transactions	Bryn Spradling 1977	
51 (48)	Balestreri Potocki & Holmes 401 B St., Suite 1470, San Diego 92101 www.bph-law.com 619-686-1930	 13 13 0	5 8 4 2 9	1 1	Construction, transportation, automotive, employment, business litigation & transactions	Thomas Balestreri 1991	
52 (52)	Wood, Smith, Henning & Berman LLP 501 W. Broadway, Suite 1200, San Diego 92101 www.wshblaw.com 619-849-4900	 13 11 18	4 9 3 1 2	1 24	Commercial litigation, environmental, real estate, construction, product liability, toxic torts	Stewart Reid 2008	
53 (50)	Devaney Pate Morris & Cameron LLP 402 W. Broadway, Suite 1300, San Diego 92101 www.dpmclaw.com 619-354-5030	 12 12 0	7 5 4 0 2	1 2	Public & civil law, land use, litigation, water, energy, employment, real estate, special districts	Leslie Devaney 2017	
54 (56)	Witham Mahoney & Abbott LLP 401 B St., Suite 2220, San Diego 92101 www.wmalawfirm.com 619-407-0505	 11 10 10	6 5 na 6 1	1 1	Business/transactional, mergers & acquisitions, trust & probate litigation, civil litigation	Daniel Abbott 2014	
55 (NR)	Barnes & Thornburg LLP 655 W. Broadway, Suite 900, San Diego 92101 www.btllaw.com 619-321-5000	 10 7 43	6 4 3 0 1	1 18	corporate, litigation, finance, intellectual property, real estate and labor and employment law	Troy Zander 2018	
56 (54)	Hahn Loeser & Parks LLP 600 W. Broadway, Suite 1500, San Diego 92101 www.hahnlaw.com 619-810-4300	 10 10 0	6 4 5 3 4	1 6	Business, real estate, and probate litigation, class action defense, trust administration.	Michael Gleason 2012	
57 (47)	Kilpatrick Townsend & Stockton LLP 12255 El Camino Real, Suite 250, San Diego 92130 www.kilpatricktownsend.com 858-350-6100	 10 13 (23)	6 2 1 0 10	1 16	Patents, trademark & copyrights, IP transactions, IP litigation, class action and litigation ⁽¹⁾	Megan Chung 2003	
58 (NR)	Shustak Reynolds & Partners P.C. 401 W. A St., Suite 2250, San Diego 92101 www.shufirm.com 619-696-9500	 10 10 0	6 3 0 2 2	1 5	Securities litigation, arbitration & enforcement; complex business disputes; trade secret disputes	Erwin Shustak 1998	
59 (51)	Mulvaney Barry Beatty Linn & Mayers LLP 401 W. A St., 17th Floor, San Diego 92101 www.mulvaneybarry.com 619-238-1010	 10 12 (17)	5 5 1 4 4	1 1	Civil litigation, banking, corporate, real estate, employment, bankruptcy, estate planning	Everett Barry 1969	
60 (58)	Thorsnes Bartolotta McGuire LLP 2550 Fifth Ave., 11th Floor, San Diego 92103 www.tbmlawyers.com 619-236-9363	 8 9 (11)	6 2 4 3 6	1 1	Personal injury, business litigation, eminent domain, mass tort; medical malpractice, products	Vincent Bartolotta Jr. 1978	
61 (55)	Walsh McKean Furcolo LLP 550 W. C St., Suite 950, San Diego 92101 www.wmflp.com 619-232-8486	 8 10 (20)	5 3 2 1 6	1 1	Civil litigation: construction defect, personal injury, employment law, insurance coverage, etc.	Regan Furcolo 1996	
62 (61)	The Watkins Firm APC 9915 Mira Mesa Blvd., Suite 130, San Diego 92131 www.watkinsfirm.com 858-535-1511	 8 8 0	1 7 2 3 3	1 1	Business, real estate & employer defense law. Transactional & Corporate law, medical business law.	Daniel Watkins Nathan Low 1995	
63 (NR)	Noonan Lance Boyer & Banach LLP 701 Island Ave., Suite 400, San Diego 92101 www.noonanlance.com 619-780-0880	 7 7 0	5 2 2 1 1	1 1	Commercial litigation, real estate & construction litigation, legal malpractice defense, employment	Ethan Boyer 2016	
64 (49)	Law & Mediation Firm of Klueck & Hoppes, APC 7777 Alvarado Road, Suite 413, La Mesa 91942 www.FamilyLawSanDiego.com 619-448-6500	 7 13 (46)	2 5 1 2 8	1 1	Family law including divorce, child custody, child/spousal support, mediation, adoptions, etc.	Garrison Klueck Traci Hoppes 1990	
65 (NR)	Teepale Hall, LLP 9255 Towne Centre Drive, Suite 500, San Diego 92121 www.teepalehall.com 858-622-7878	 7 10 (30)	2 5 0 3 2	1 1	Tax, International, Private Client, Corporate, M&A	Todd Hall 1994	
66 (62)	Stradling Yocca Carlson & Rauth, P.C. 4365 Executive Drive, Suite 1500, San Diego 92121 www.sycr.com 858-926-3000	 6 6 0	5 1 1 0 0	1 10	Corp. & securities, life sciences, emerging growth, complex business, intellectual prop.	2006	
67 (64)	Fitch, Even, Tabin & Flannery LLP 9330 Scranton Road, Suite 350, San Diego 92121 www.fitcheven.com 858-552-1311	 5 5 0	4 1 1 5 0	1 5	Intellectual property, litigation, patent prosecution, post-grant proceedings, trademark/copyright	Scott Menghini 1989	
68 (63)	Pyle Sims Duncan & Stevenson 1620 5th Avenue, Suite 400, San Diego 92101 www.psdslaw.com 619-687-5200	 5 6 (17)	3 1 2 0 2	1 1	Bankruptcy, commercial litigation, probate litigation, legal malpractice	Susan Stevenson 1993	
69 (NR)	Fleischer & Ravreby 2755 Jefferson Street, Suite 200, Carlsbad 92008 www.rfamilylaw.com (858) 720-8250	 5 6 (17)	1 4 1 4 1	1 1	High Asset High Conflict Custody California Divorce Military Divorce Family Law Agreements	Myra Chack Fleischer 2001	
70 (65)	Butterfield Schechter LLP 10021 Willow Creek Road, Suite 200, San Diego 92131 www.bsllp.com 858-444-2300	 4 4 0	4 0 1 3 7	1 1	Pension, profit sharing & 401(k) plans, employee stock ownership plans (ESOPs), ERISA litigation	Marc Schechter 1998	

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na Not Applicable
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⁽¹⁾ Post-grant proceedings; business litigation & class action defense.

Restaurant

➔ from page 4

Week prompted almost 6,000 reservations, according to the organization, and saw more than 150,000 diners across the eight days.



Kristina Owenburg
San Diego Chapter
Manager
California Restaurant
Association

Eat Out and Support

The goal for January's SDRW is the same as always, as per **Andy Baumann**, executive board member of CRA's San



"Dine Diego was to focus on what restaurants were doing – take out, drinks-to-go, etc. Now, restaurants are back in their groove and the public is ready to dine out and eat out," she said. "So, we decided to go back to what we know, Restaurant Week, and give people something to look forward to."

KRISTINA OWENBURG



All participating restaurants of the January San Diego Restaurant Week event are adhering by CDC-guidelines, including requiring the use of face coverings for staff members and diners.

Diego Chapter. That is to encourage San Diegans to eat out and support participating restaurants in droves. Except, this time, because of COVID-19, support is even more imperative. This event will subsequently create work for servers, cooks, farmers, suppliers and other affected groups, he said.

As of last week, San Diego County officially fell into the most restrictive COVID-19 tier. This means restaurants will have to cease all indoor operations until further notice.

Owenburg said she isn't concerned it will dampen the forthcoming SDRW plans.

"All of the restaurants are adhering by the San Diego County guidelines, including social distancing, mask requirements, etc.," she said. "We have a link to the county's guidelines on our site and all participating restaurants are required to read it and click the box that says they are adhering to those guidelines. The event will also adapt to whatever the regulations are at the time, whether that is all outdoor seating, take-out, to-go, etc. We will be forging ahead with the event and focusing on whatever is allowed at the time." ■

Mintz

➔ from page 11

"Their new space is bringing in more of their brand colors and a bit more connection to the ocean," Russell-Layman said. "The primary color throughout is white, a very fresh white. The accent walls are three different values of blue tones, going from a fairly deep, saturated blue into a much lighter blue."

Fluorescent light fixtures have been replaced with LED lighting.

In redesigning the offices, Russell-Layman said ID Studios made the interior follow the form of the curved exterior of the building with articulating offices and walls.

A key feature inside is a glass wall that runs throughout much of the space, forming the front walls of private offices, almost undulating to mimic the ocean waves and the eroded Torrey Pines cliffs that are visible in the distance.

Opening up the area was a key element to the remodeling.

"We want to make sure that if you're sitting in the core of the building that you can still see the trees outside. I don't think there's a single place where you can't see outside. It almost feels like you're outside. It's very light and airy," Salisbury said. "We made sure that every single work space has access to natural light."

A 1,200 square-foot café was added on the fourth floor with access to a 200 square-foot deck and separate areas for quiet dining with sound dampening furniture and a more open area for more social gatherings. ■

PEOPLE ON THE MOVE

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



BANKING

Promotion



David Parr

HomeStreet Bank is excited to announce the promotion of **David Parr** to the position of Executive Vice President and Director of Commercial Banking. In this role, David will be responsible for the commercial lending business across the Bank's presence in Washington, Oregon, California, and Hawaii.

He holds a bachelor's degree in business administration from Western Washington University as well as honor roll achievement from a graduate level program in banking from Pacific Coast Banking School. Mr. Parr actively

serves as a board member on the Milgard Business School Executive Council for the University of Washington, Tacoma.

601 Union Street, Suite 2000, Seattle, WA 98101
homestreet.com



ENGINEERING, ARCHITECTURE AND CONSTRUCTION

Promotion



Rashmi Menon

Burns & McDonnell names **Rashmi Menon** leader of the firm's California offices. She will lead a team of more than 250 engineering and construction professionals to deliver critical infrastructure projects in power, aviation, transit, federal and environmental markets.



ENGINEERING

Promotion



Sean Marcel

The global engineering firm **Syska Hennessy** has promoted **Sean Marcel, PE**, to principal. Mr. Marcel serves as the managing director of the firm's San Diego office, and he also oversees and provides technical direction for regional and national projects. Recent examples include the Federal Inspection Station at San Diego International Airport, Long Beach Civic Center, and the Maintenance & Operations Complex at Palomar Community College in San Marcos. Mr. Marcel, who holds a B.S. in electrical engineering from Binghamton University in New York, first joined Syska in 2006. He started in the New York City office as a member of the firm's critical facilities group, and he transferred to the San Diego office in 2015.

Congratulations Finalists

SAN DIEGO BUSINESS JOURNAL BUSINESS WOMEN of the year awards 2020

Free Virtual Event
November 19, 2020
2pm - 3:30pm

To Register go to www.sdbj.com/BWOTY2020/

Judges



Chris Bryant
President & CEO -
San Diego Employers
Association
(Retired)

Chris Bryant served as President and CEO of the San Diego Employers Association. She came to the organization after spending many years in banking, where she held leadership roles in Business Banking, Sales and Marketing, Lending, Human Resources and Administration at the local, statewide, and national level. Chris volunteers with a number of organizations and is known for her commitment to the San Diego community. She currently serves as the Treasurer for Rest Haven's Children's Health Fund, is the Past President and current board member of the Executives Association of San Diego and she is a member of the Deans Advisory Council for National University's School of Business and Management. Chris also served as the Treasurer for the Nationwide American Lung Association and she is a graduate of LEAD San Diego.



Debra Rosen
President & CEO
North San Diego
Business Chamber

Since assuming her position in 2009, Rosen has built the Chamber into a respected regional business organization, diversifying its programs, membership and Board of Directors. Lobbying for business and communities in the San Diego region has been a focus of the chamber with an emphasis on job growth, vibrant communities, business retention and expansion. Rosen has aggressively advanced a competitive agenda that includes building strong chamber membership and advocacy for business, strengthening political relationships, developing a sustainable military program, and protecting business interests on a local and state level. When not working she enjoys spending time with her children, husband of 37 years, boating and a great bottle of Champagne.



Iris Garcia
President & Chairwoman
Hispanic Chamber of
Commerce

Recognized for her business savviness and endless non-profit commitments in the community from Senators to Congressional leaders, and local Assembly members to County and State Boards, Iris Garcia is the current Chairwoman of the San Diego Hispanic Chamber of Commerce for 2019-2020. As a partner at the Troisi Group, her profuse expertise in lending a hand business owners has resulted in a platform to not only enlance but engage enterprises with their society and peers. Within this continued flourishing growth, members of the Hispanic Chamber and others have furthered their ventures in the County and beyond its borders. Ms. Garcia is keen on striking long-lasting efforts to edify ties with businesses, NGOs, and most importantly with San Diego communities.



Ronson J. Shamoun
CEO and Founder
RJS Law

Ronson J. Shamoun is the founder and CEO of RJS LAW. RJS LAW was voted San Diego's Best Tax Law Firm by the UT's best poll 5 years in a row and also in 2020. The firm specializes in tax disputes, estate planning and trust administration. Mr. Shamoun is an adjunct professor and advisory board member at USD School of Law and School of Business. He is the recipient of the USD LAW Distinguished Alumni award; CEO of the Year, SD 50, and SD 500 by the SDBJ; and founded the nationally recognized USD LAW-RJS LAW Tax Controversy Institute. Most recently, he was awarded San Diego Business Journal's 2020 CEO of the Year in the Small Business Category.

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PANEL DISCUSSION

"The Power and Importance of Mentorship"

MODERATOR



Cheryl K. Goodman

Head of Corporate Communications / Corporate Social Responsibility
Sony Electronics

An award-winning technology, marketing, and business development executive with more than 20 years of experience, Goodman has pushed boundaries of innovation by evangelizing the power of cognitive diversity – an effort that she started at Qcom, carried to Athena and now executes against at Sony. Goodman's current role as Head of Corporate Communications / CSR at Sony, is to evangelize the broad span of innovations and societal contributions made by the creative entertainment company. She oversees all communications, both internally and externally with a primary focus on 8K televisions, Crystal LED screens, robotics, and immersive 360-degree audio to self-driving cars she ensures that Corporate Social Responsibility that align with Sony's purpose and values which include; Diversity and Sustainability as two key pillars

PANELISTS



Krista L. Goryl

Senior Vice President Pacific South Regional Manager
Wells Fargo

Krista Goryl is an inclusive leader who passionately champions the breadth and competitive advantages of the Wealth and Investment Management (WIM) platform, including comprehensive planning and advice, investment management, estate planning strategies, trust, business succession, family legacy, executive services, real estate management and retirement. As the Pacific South Regional Manager, Krista coaches financial advisors and recruits experienced advisors. Krista began her career as an Analyst in Fixed Income, Currencies, and Commodities with Goldman Sachs in New York City. She relocated to San Diego where she joined a Private Wealth Team at Merrill Lynch as a Financial Advisor for six years, assisting high net worth clients with investment management and financial planning. Krista joined Wells Fargo Advisors Western Region in 2010. Krista is frequently called upon to represent Wells Fargo Advisors in media events and public speaking engagements. Krista has been featured in publications such as Investment News, WealthManagement.com, and The Glass Hammer. As an advocate for diversity and inclusion, Krista sits on national committees for hiring and developing women. Additionally, she supports active military and veterans as the firm's lead for the Camp Pendleton Marine base. Krista graduated from Wake Forest University with a Bachelor of Science in Business. She lives in Del Mar, California with her husband Scott, their son Jack and daughter Ha-ley. Outside of the office Krista enjoys traveling, dance, and spending time at the beach. Shortly after their wedding, Krista and Scott traveled for 5 months around the world exploring 16 countries and flying over 43,000 miles.



Carrie Snyder-Vilaplana

Vice President, Private Wealth Advisor
The Private Bank

Carrier Snyder-Vilaplana is a Vice President and Private Wealth Advisor for The Private Bank. In this role, she partners with a team of specialists in wealth planning, investments, risk management, trust and estate services, and banking in San Diego. Carrie works with high net worth clients to help them build, sustain, and transfer wealth based on their unique priorities. The Private Bank is an exclusive part of Union Bank® dedicated to the financial needs of high net worth individuals, non-profit organizations, business owners, corporate executives, and professional service firms. The Private Bank is built around teams of wealth management professionals who provide consultative relationships centered on the client's unique goals and dreams. Prior to joining Union Bank, Carrie worked at Lehman Brothers, Wedbush Morgan Securities, and Wells Fargo Private Bank, and has 19 years in the industry. She earned a Bachelor of Arts in Law, Jurisprudence & Social Thought from Amherst College. Additionally, Carrie holds Series 7, 63 and 65 securities licenses and her California Life Insurance license. Carrie currently is Chair of the San Diego Symphony Notables, member of the La Jolla Playhouse Board of Trustees, member of the Rady Children's Hospital Trust and Estates Council Executive Committee, and member of CREW San Diego. She is also a graduate of the San Diego Jewish Community Foundation Trusted Charitable Advisor Program and a graduate of LEAD San Diego IMPACT Class of 2015.



Marie Zappia-Kuzmack, RN, MSN

Chief Administrative Officer Southern California Permanente Medical Group San Diego
Kaiser Permanente

Marie Zappia-Kuzmack is the Chief Administrative Officer for Southern California Permanente Medical Group (SCPMG) in San Diego. SCPMG is San Diego County's largest medical group, with 1400 physicians serving more than 630,764 Kaiser Permanente Health Plan patients from 26 locations throughout the county. In her role as Chief Administrative Officer, Marie oversees all ambulatory care operations and services, while building effective partnerships and promoting collaborative relationships throughout the San Diego Service Area. She most recently, was the Assistant Medical Group Administrator for the Kaiser Permanente Orange County Medical Center. In this role, she partnered with leaders, physicians and staff to systematically examine and change practices to meet patient expectations for access, service and quality. She promoted integration and close collaboration among various disciplines to align goals and provide continuity and consistency in service and care to all members. Marie started her career at Kaiser Permanente as an RN Assistant Department Administrator at the Barranca Medical Office Building. Before joining Kaiser Permanente, Marie was the Executive Director of Ancillary Services at Saddleback Memorial Medical Center, Memorial Health Services. Marie has a Bachelor of Science in Nursing from Trenton State College and a Master of Science in Nursing from University of Maryland. Marie has also completed the Executive Leadership Program at Harvard University.

PRESENTERS



Brian C. Lee

Region Bank President
San Diego Region
Wells Fargo & Company

Brian C. Lee is the Region Bank President for the San Diego Region in Southern California. He oversees 76 branches and more than 1,400 team members across San Diego and Imperial Counties. A 30-year financial services veteran in both Retail and Wholesale banking, Lee started his career in the Real Estate Group. Since joining Retail Banking, he has led markets across the Southern California region. Lee is passionate about the community and currently serves on the boards of the American Red Cross and the San Diego North Economic Development Council. He has served as past Board Chair for the San Diego North Economic Development Council and the Joe and Mary Mottino Family YMCA. He has served on the boards of the Carlsbad Chamber of Commerce and the Business Advisory Board at California State University San Marcos. A California native, Lee graduated from Colorado State University where he earned a bachelor's degree in business administration. He earned his MBA from the University of Southern California.



Rodger Dougherty

Senior Director of Public Affairs & Brand
Communications
Kaiser Permanente San Diego

Rodger Dougherty is the Senior Director of Public Affairs & Brand Communications for Kaiser Permanente San Diego, a 625,000-member service area consisting of 30 medical offices, two acute care hospitals with more than 650 licensed beds, 9,700 employees, and 1,400 physicians. Dougherty leads all Kaiser Permanente San Diego's marketing and public relations activities, including: development and execution of their local marketing strategy, internal and external communications, community relations, community health, government affairs, issues management, crisis communications, and brand management. Dougherty began his career as a firefighter, progressing to the rank of Fire Captain/Paramedic, and also Public Information Officer, with the Rural/Metro Fire Department in the suburbs surrounding Tucson, Arizona. After leaving the fire service, Dougherty led public relations and marketing departments for Rural/Metro Corporation, Cox Communications, and neo-IT, a dot-com startup in the San Francisco Bay Area.



Tina Robinson

Managing Director
Region Manager
Union Bank

Tina Robinson is a Managing Director and regional manager for Union Bank, N.A. She oversees retail branch operations for Union Bank in the San Diego Coastal Region. Ms. Robinson has more than 40 years of experience in financial institution management and an extensive knowledge of public relations, bank security and branch operational administration, including marketing, sales and personnel supervision. She completed Union Bank's Executive Leadership Development program in 2009 and is a 2012 graduate of Pacific Coast Banking School, a Premier National Graduate School for Banking at Washington University in Seattle. Prior to Union Bank, Ms. Robinson worked for California Federal Bank in Retail Branch Management and joined Jackson Federal Bank as Vice President and Head of Branch Banking, Retail Sales and served as the banks Security Officer. Ms. Robinson joined Union Bank in 2005 with the acquisition of Jackson Federal Bank. She also managed branches in the south Los Angeles area until May 2007 when she transferred to Orange County. She has managed South, North and Central O.C until 2015 when she transferred to San Diego.

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Lidia S. Martinez

Lidia started her flight with Southwest on July 16, 1990 – 30 years of great LUV!

Her proud legacy she leaves behind is helping launch the National Multicultural Community Affairs department in 2003. Lidia was one of five individuals who successfully created the outreach platform for Southwest to invest and engage in communities of color. Their award-winning work opened a new opportunity to help create and launch the outreach efforts for all of the communities they now serve. Lidia helped her company set the standard for outreach and corporate social responsibility.

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Valerie Alde-Hayman
gap intelligence



Soraya Alexander
Classy



Samantha Anderson
Origin 63



Stacey Anfuso
La Jolla Logic



Michiko Araki Kelley
Sony Electronics, Inc.



Elizabeth Banker
Shore Solutions, Inc.



Jennifer Barnes
Optima Office



Elizabeth Barrie
Barrie + CO



Laura Barry
Barry Estates



Ariel Bedell
Loftin Bedell P.C.



Brooke Boone Kelly
Weatherly Asset Management



Karie Boyd
Boyd Law APC



Andrea Brandon
Members Trust Company



Sara Brown
Sara Brown Events



Shannon Brown
Brown Marketing Strategies



Marie Brown-Mercadel
Urban Corps of San Diego County



Marjorie Burchett
Crosbie Gliner Schiffman Southard & Swanson LLP (CGS3)



Wendy Burk
Cadence



Innesa Burrola
Boutique Recruiting



Teresa Campbell
San Diego County Credit Union



Carin Canale-Theakston
Canale Communications



Yang Cheng
Sony Electronics, Inc.



Carmen Cooley
JA Cooley Museum



Anna Crowe
Crowe PR



Rebecca Culjat
AEVEX AEROPSACE



Jacqueline Dale
CBIZ & MHM



Susanne de la Flor
U.S. Legal Support



Martha Deichler
Borrego Springs Unified School District



Chandara Diep
RJS LAW



Katie Dougherty
Nexus Search Group



Kelly Duford Williams
Company is Slate Law Group



Laurie Edwards-Tate
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Gina Ellen
JET Wealth Advisors



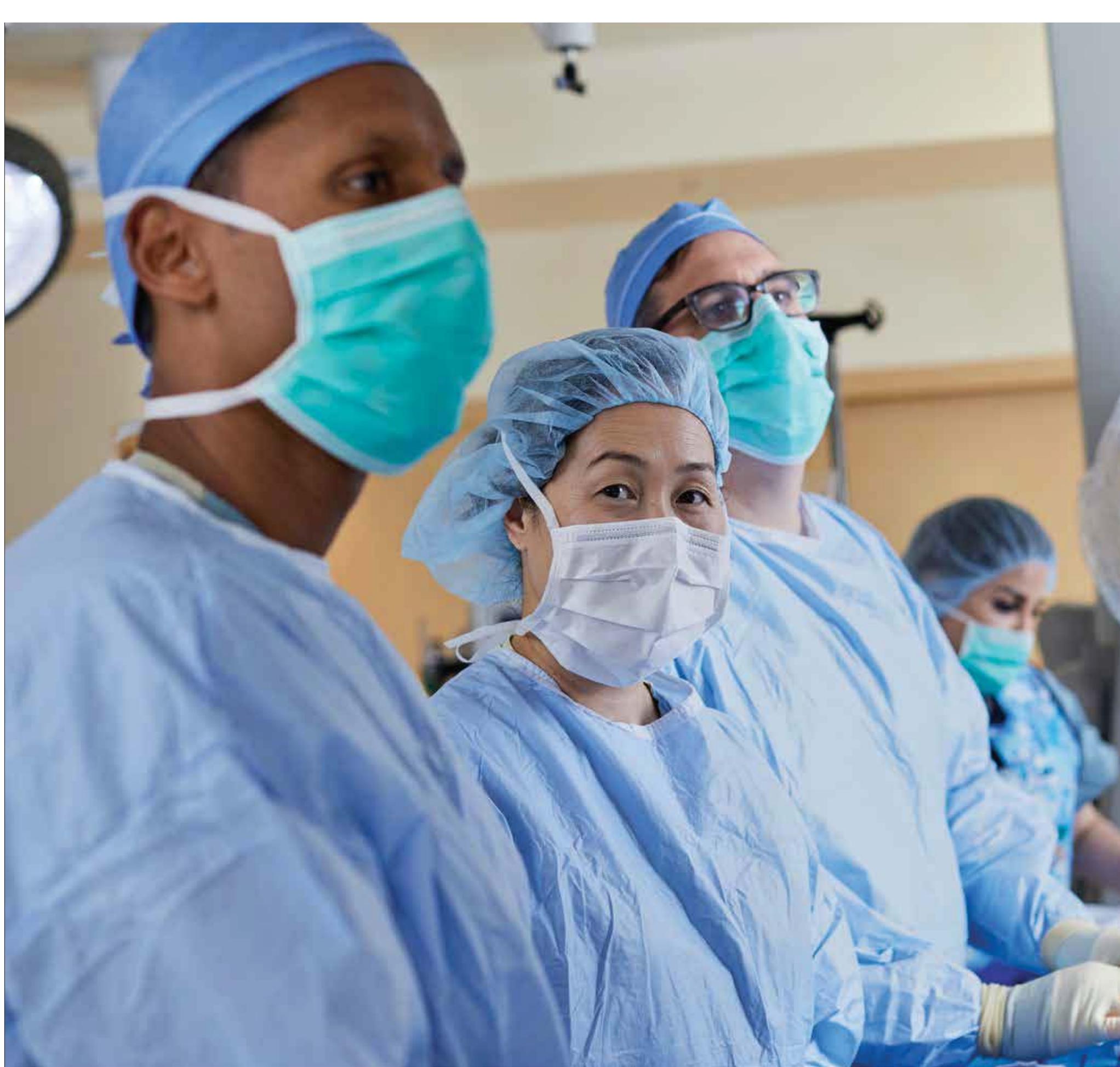
Kristin Elliott
Precision Measurement Engineering



Durana Elmi
Cymbiotika, LLC



Lisel Ferguson
Partner



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At Kaiser Permanente, we don't see health as an industry. We see it as a cause. And one that we very much believe in. During this extraordinary time we are especially thankful to the heroism of our frontline workers. And, we would like to express our deepest gratitude to all of our outstanding care teams and individuals who deliver on the Kaiser Permanente mission each day to improve the health of our members and the communities we serve. We are here to help you thrive. Learn more at [kp.org](https://www.kp.org).

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Pam Ferris
Seacrest Village Retirement Communities



Lindsey Fiske-Thompson
Weatherly Asset Management



Myra Chack Fleischer
Fleischer & Ravreby



Sarah Flocken
SLH Communications



Kim Folsom
Founders First Capital Partners LLC



Danielle Fontanesi
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Emily Fox
Wilson Turner Kosmo



Meagan Garland
Duane Morris LLP



Chanel Georges
Host Healthcare, Inc.



Helena Gibson
Strut Hair Solutions Inc.



Mireille Gillings
HUYA Bioscience International



Robin Gilmore
America's Local Lender



April Gingras
Pardee Homes



Michelle Gonzalez
TrueCare



Shannon Gonzalez
United Way of San Diego County



Cheryl K. Goodman
Sony Electronics, Inc.



Sandra Gramley,
AIA, LEED ap BD+C Platt/Whitelaw Architects



Stacie Greene
Over The Moon Advertising, Inc.

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FINALIST

JAN PERRY
Founder and Executive Director

K-8 Phone number: 619-694-4809
K-8 Address: 730 45th Street San Diego, CA 92102

High School Phone number: 619-909-2826
High School Address: 4481 Estrella Ave San Diego, CA 92115



Website: americasfinestcharterschool.org

Sony Electronics extends gratitude for all of the leaders honored at the San Diego Business Journal's Business Women of the Year Event.

SONY

Sony Corporation is a creative entertainment company with a solid foundation of technology. With a portfolio that encompasses electronics, music, motion pictures, mobile, gaming, robotics and financial services, it is one of the world's most comprehensive entertainment companies. Sony's purpose is to fill the world with emotion through the power of creativity and technology.



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Steffi Hafen
Snell & Wilmer



Felena Hanson
Hera Hub



Michelle Harrison-McAllister
Michelle Harrison Design



Michelle Harvey
Harvey Homes Real Estate



Sarah Hellman
MCT



April Henley
Dogs On The Run



Kimberly Herrell
Schubach Aviation



Lisa Hitt
Pacific Building Group



Whitney Hodges
Sheppard Mullin Richter & Hampton LLP



April Holman
SuiteCentric LLC



Lauren Hong
Out & About Communications



Beth Hougen
Ionis Pharmaceuticals



Angela Huskey
Millennium Health



Katie Illam
Ingenuity Staffing



Michelle Jacko
Jacko Law Group, PC



Shahara Jasion
Seismic



Sarah Johnson
Coffman Engineers, Inc.



Amy Kame
National Private Lenders Association



Congratulations April Holman!

San Diego Business Journal
2020 Business Women of the Year Finalist

Thank you, April, for all of your wonderful work and stellar contributions to our company, customers, and your community.



April Holman
Chief Solutions Officer
and ERP Practice Director



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Rangapriya (Priya) Kannan
 University of San Diego



Laura Katleman
 Bhu Foods



Karie Kaufmann
 Action Business Coaching, Inc.



Sarah Kreisman
 Independent Financial Group, LLC



Kendra Krieg
 Boutique Recruiting



Victoria Lakers
 The Lancer Group



Monique Lashbrook
 Troutman Pepper



Brooke LeVsseur
 AristaMD



Alessandra Lezama
 TOOTRIS



Amanda Lloyd
 Skin & Vein Institute



Julie Lowen
 Children's Paradise Preschool and Infant Centers



Rachel Luis y Prado
 Workshops for Warriors and VetPowered, LLC



Betzy Lynch
 Lawrence Family JCC | JACOBS FAMILY CAMPUS



Nancy Maldonado
 Chicano Federation of San Diego County



Melissa Marin
 MWM Retirement Solutions



Dena Marrinucci
 Truvian Sciences



Nichole Mayer
 Westpac Wealth Partners



Purvi Mehra
 Artemis Institute for Clinical Research

On behalf of MWM Retirement Solutions, our partners and clients; we would like to congratulate Melissa Marin, Director of Retirement Plan Services on being selected as a finalist for the San Diego Business Journal's 2020 Business Women of the Year Award.

MWM Retirement Solutions is an independent corporate retirement plan specialist focused on guiding employees, employers, and businesses through the complexities of retirement planning.



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Melissa Marin

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 Director of Retirement Plan Services, MWM Retirement Solutions
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 www.mwmretirementsolutions.com
 To schedule a meeting <https://calendly.com/melissa-297>



The San Diego Business Journal's "2020 Business Women of the Year Award" recognizes women leaders for their contributions to San Diego's workplaces and communities. This award is not specific to financial services and does not imply an endorsement, recommendation, or otherwise reflect the performance of the individual or any account. (CA Insurance Lic# 0D04754) is a Registered Representative and an Investment Adviser Representative with/and offers securities and advisory services through Commonwealth Financial Network®, Member FINRA/SIPC, a Registered Investment Adviser. Fixed insurance products and services offered through CES Insurance Agency



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Carrie Vilaplana

Vice President, Private Wealth Advisor

619-230-3112 office

858-776-8373 cell

carrie.vilaplana@unionbank.com



Wills, trusts, foundations, and wealth planning strategies have legal, tax, accounting, and other implications. Clients should consult a legal or tax advisor.



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Betty Mohlenbrock
Reading Legacies



Shawannah Monterrey
Soar Training



Heather Moyer
HNM Systems



Ilo Neukam
The Collective



Marie Olesen
La Jolla Cosmetic Surgery
Centre and Medical Spa



Dalcia Paramo
Shore Solutions, Inc.



Kathleen Pearson
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Jamie Plemons
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Diane Powers
Bazaar del Mundo Shops &
Restaurant Group



Catherine Rells
Gene Tox Lab Solutions, Inc.



Heather Riley
Allen Matkins



Reb Risty
REBL Marketing



Mia Roseberry
Wounded Warrior Homes



Sarah Rotter
Allegiance Heating & Air
Conditioning Inc.



Kelli Ruby
Weatherly Asset
Management



Andrea Salazar
Biosero

Congratulations!

Julie Lowen

"This award pays homage to the hundreds of women who help care for children and families at Children's Paradise every day. I could not do it without them!"



Children's Paradise



Congratulations to our partner, Marjorie J. Burchett!



A talented member of CGS3's mixed use, distressed assets and finance practice groups, she is well deserving of recognition as a finalist in the San Diego Business Journal's Business Women of the Year Awards.

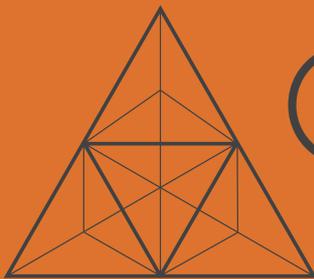
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Durana Elmi

Chief Operating Officer // Cymbiotika



As Chief Operating Officer of Cymbiotika, a rapidly growing health and wellness lifestyle brand, Durana Elmi is on a mission to empower individuals to take ownership of their lives by reclaiming their health, advancing their understanding of optimum wellness, and unlocking the full potential of their unique magnificence through the power of natural, vegan supplementation. Running the day-to-day operations and mapping out the future of this San Diego based health and wellness company, Durana values her employees as much as she values her rapidly growing customer base. At the cornerstone of Durana's success is her often repeated mantra that "life is about relationships and experiences" and she works tirelessly to develop both in a meaningful and memorable fashion. Under Durana's stewardship, Cymbiotika has experienced exponential growth with \$12M in annual sales. With a focus on creating a more authentic and personal experience, she has also transitioned Cymbiotika's customer call center from an offshore facility to a 100% in-house team headquartered in their San Diego office. Durana also oversaw Cymbiotika's website redesign, creating their widely successful "Custom Subscription Bundle" platform. Self-admittedly, Durana is also overly passionate about all the small details that lend to an unforgettable experience and accordingly was the inspiration behind Cymbiotika's beautiful 10,000 sq/ft corporate office in San Diego. In an effort to streamline operations, Durana also created significant job opportunities for the city of San Diego by moving Cymbiotika's fulfillment center from Boise, Idaho to a state of the art facility in San Diego. Durana was beyond honored and humble to have been nominated for San Diego Business Journal's Woman of the Year.



CYMBIOTIKA

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Cymbiotika is leveling up lifestyle movement, beyond a brand, empowering the collective to take ownership of their lives. Our Mission is to steward life-long learning, advanced knowledge, and optimum health. We want to change the world by empowering people to reclaim their health and unlock their fullest potential. We want to help people live longer, happier, and healthier lives.

For more information visit [CYMBIOTIKA.COM](https://www.cymbiotika.com)



Chelsea Sanger
Vaco LLC



Teri Schroeder
ISAFE Enterprises LLC



Kiran Shelat
Classics 4 Kids



Kristen Sieffert
Finance of America Reverse



Megan Storer
211 San Diego



Carolyn Taylor
Weatherly Asset Management



Alissa Thompson
Cornerstone Managing Partners



Robin Toft
Toft Group Executive Search, a ZRG Company



Mayra Velazquez de León
Organics Unlimited



Michele Vives
Douglas Wilson Companies



Jodi Vleck
Beta Wealth Group



Tara Weisinger
Rowling & Associates LLC



Kristin Wiggins
Father Joe's Villages

Congratulations to
Yang Cheng

**Finalist for San Diego Business Journal's
Business Women of the Year 2020**



SONY

Congratulations to
Michiko Araki

**Finalist for San Diego Business Journal's
Business Women of the Year 2020**



SONY



APRIL GINGRAS

DIRECTOR OF COMMUNITY EXPERIENCE

SAN DIEGO BUSINESS JOURNAL
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FINALIST

Pardee Homes, a TRI Pointe company, congratulates our very own April Gingras on this well-deserved recognition. Your leadership, drive and innovative approach to marketing and sales is an inspiration to all of us.





CONGRATULATIONS Rachel Luis y Prado

Congratulations to Rachel Luis y Prado, Chief Operating Officer and Co-Founder of Workshops for Warriors and VetPowered, LLC for being named a finalist for San Diego Business Journal's Business Women of the Year 2020.

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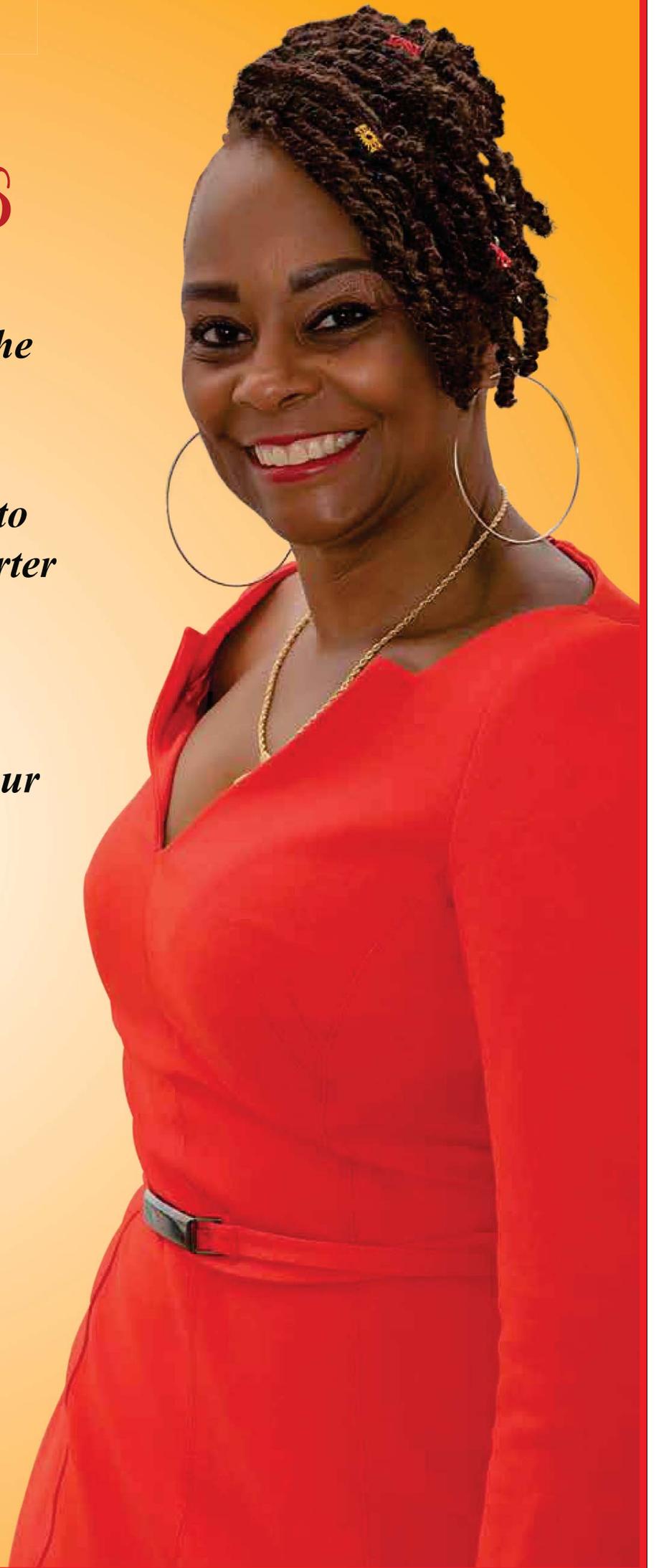
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Top 5 Cannabis Gift Ideas for 2020

Give the Gift of Well-Being

Since cannabis was legalized in California three years ago, its consumption has and continues to gain acceptance among people of all walks of life. With a plethora of new and exciting products emerging on the shelves of dispensaries across the Golden State — including San Diego's own Torrey Holistics — shoppers now have the option to gift cannabis to their friends and family without regard for the outdated stigma against its consumers. What's more, in a year already rife with uncertainty, holiday shoppers are encouraged to take the stress out of gift-giving by opting for "trees" under the tree this holiday season. Read on for gift ideas that are sure to please the cannabis lover in your life.



Flower

When gift shopping for the cannabis lover with refined taste, it is hard to go wrong with a jar of top-shelf flower. But what elevates a bud to premium status? When in doubt, consider key factors such as the size, color, smell, and moisture level of the buds. Even simpler, if it looks good and smells even better, chances are you have found a winning strain.

If you are still unsure about your decision, Claybourne Co.'s Private Stock line is a sure hit for anyone from the weekend smoker to the cannabis aficionado. Their Private Stock collection consists of 100% indoor grown, premium big bud flower in a variety of strains and sizes.

Pre-Roll

A pre-rolled joint is one gift option that espouses the perfect combination of both fun and simplicity. Better yet, pre-roll packs and flights allow the fun to continue on, whether it is through the course of one wintry night or the entire holiday season.

Award-winning mixologist Drew Martin created a line of deliberately low-dose, flavor-rich pre-roll packs intended to extend the smoking experience while keeping users in the room. Each pre-roll is made by blending sun-grown cannabis with globally-inspired botanicals such as rose petal, lavender, lemon balm, and yerba santa to complement the natural terpenes of the plant, imparting a unique flavor profile for an experience akin to sipping on a craft cocktail (without the post-holiday hangover).



Edible

As a staple to the cannabis edible category and a go-to for gift givers everywhere, it is hard to go wrong with chocolate. Fortunately, no longer does one have to compromise flavor for potency, as contemporary cannabis confectioners are masters at the art of infusing extracts into their creations without leaving the slightest plant-like aftertaste.



Infused with sativa, indica, and hybrid strains, each flavor of Mindset Organics' Chocolate Colitas is a delicious, chocolate-y indulgence. Cannabis-infused Belgian chocolate is filled with irresistible flavors such as peanut butter, caramel, and mint, then dusted in gold for a truly euphoric experience. With five milligrams of THC per colita, their "Love," "Happiness," and "Peace" blends help to elevate holiday cheer in a time when it is most needed.

Drink



One category of cannabis products exploding in popularity is infused beverages. Because of their rapid onset time — effects are typically felt within 15 minutes to an hour — and appeal to those who enjoy social drinking, cannabis-infused beverages are quickly becoming a holiday favorite.

Cann Social Tonics is one brand of cannabis-infused drinks formulated for a delicious, low-dose sipping experience. With two milligrams of THC, four milligrams of CBD, and only 35 calories per can, these fizzy tonics are available in flavor combinations that rival even the best mulled wines, such as Grapefruit Rosemary and Blood Orange Cardamom.

Topical

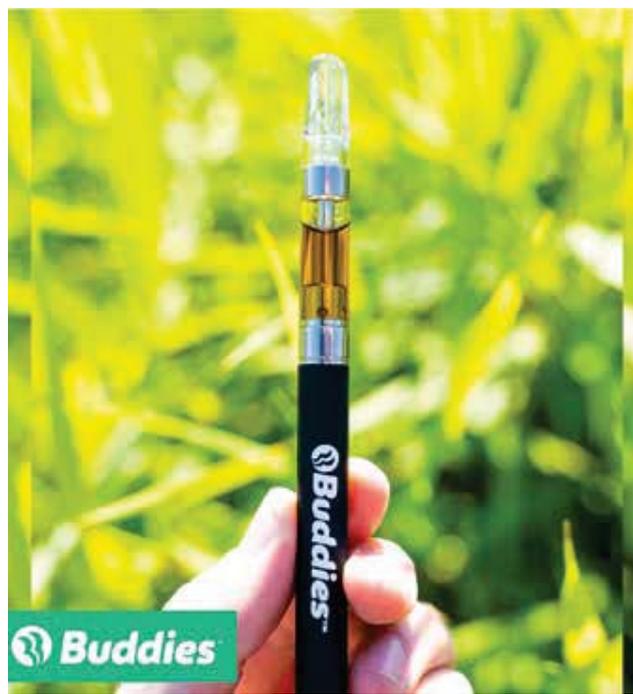
If you are hesitant to gift another lotion this year, think again. Cannabis topicals are a soothing, non-intoxicating gift option for someone in need of deeper relaxation than a typical store-bought lotion can provide. Topicals are available in forms such as balms, massage oils, and even lubes for a sensory experience heightened by cannabinoids like THC and CBD. Anyone from the stressed mom to the professional athlete can enjoy the muscle-relaxing properties of a high-quality cannabis topical.



With 50 milligrams of THC and 50 milligrams of CBD per tub, Made From Dirt Organics' cannabis topicals are available in four soothing formulations: their Peppermint Pain Salve, Sunflower Salve, Sleep Balm, and Restore Salve. Made using deliciously fragrant, organic ingredients such as lavender, cedarwood, and chamomile, the finished products contain no parabens or synthetic ingredients — making them potentially cleaner than their non-cannabis counterparts. Furthermore, these salves are poised to become the new gift-giving go-to.

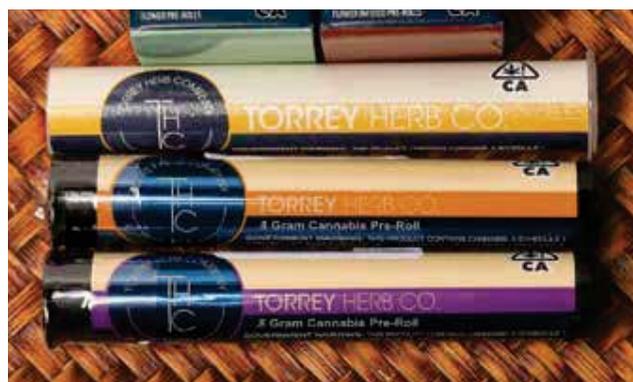
Balm

If you are still in doubt about what to get the cannabis lover in your life, fret not — Torrey Holistics' passionate cannabis consultants are always eager to provide their recommendations. Go to TorreyHolistics.com to view their full menu and get your holiday shopping done early for a stress-free holiday season.



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REAL ESTATE

Ray Huard | rhuard@sdbj.com

Leasing Up Slightly Even with Pandemic

Rebounds in Third Quarter, Retail Market Adjusting

■ By RAY HUARD

San Diego's market for retail real estate has taken a beating as a result of the COVID-19 pandemic and the outlook is far from great with the county slipping back into the purple zone for the COVID-19 pandemic.

But the news is not all bad.

Even with the pandemic, the real estate brokerage firm **CBRE** reported that leasing activity was up slightly in the third quarter of 2020.

After reaching its lowest point in 10 years in the second quarter, CBRE reported that leasing activity rebounded a bit in the third quarter, with leasing 44% higher in the third quarter than it was in the second quarter, reaching 439,798 square feet.

"Though far from being back to normal operations, many local retailers have adjusted and gained local support for alternative options to stay open, such as designating outdoor areas for dine-in and increasing delivery and take-out to supplement delivery," CBRE reported.



Bill Shrader
Founder and
President

Urban Property Group

Successes

Among notable activity, CBRE cited a 27,200 square-foot strip shopping Arroyo Verde Shopping Center that **Giltner Realty** started building in Oceanside.

The brokerage also noted that **Regency Centers** was moving ahead with its plans to redevelop the Costa Verde shopping center in UTC into mixed-use project with demolition of the existing center slated to start in the second quarter of 2021.

The redeveloped center will have the same amount of retail and restaurant space as the existing center – 178,000 square feet – but add 400,000 square feet of office space geared toward the life sciences and a 200-room hotel.

"There's been some success stories in retail," said **Reg Kobzi** CBRE senior vice president. "There's probably 30% of retailers that are doing nice."

For the most part, they are comprised of small mom-and-pop operations.

Grocery stores and pharmacies also are doing well.

"There's other parts of the pandemic that might change retail forever, restaurant patio spaces, pick-up delivery and the like," Kobzi said. "The good thing about retail is it always changes, it's ever-evolving."

Perspective

Vacancy rates for retail space climbed to 8% in the third quarter, up from 6.1%.

Putting those numbers in some perspective, CBRE also reported that retail vacancy rates are in line with what they were in 2015 and 2016 and still far below what they were during the Great Recession.

"Things are obviously slower, given the current state of things, but by and large, the overall numbers look pretty healthy given what we've seen in past recessions or even going back a few years," said Kobzi.

"Our vacancy rates have gone up, but they're still lower than they were three or four years ago and nowhere near what they were in the recession."

Still, Kobzi said he expects vacancy rates to continue to climb as the pandemic drags on. ■



Photo courtesy of Voit Real Estate Services

Warehouses would be used to store batteries the size of shipping containers stacked on top of each other.

Cos. Seek to Acquire Industrial Buildings

Warehouses Sought for Battery Storage as Alternative Energy Source

■ By RAY HUARD

The San Diego offices of **Voit Real Estate Services** is teaming up with a Pennsylvania alternative energy company in a drive to lease or acquire up to 250 industrial buildings throughout California.

Working with **Tangerine Energy** based in Ivyland, PA, they plan to use the buildings to store huge batteries the size of shipping containers.

The batteries would be used to store energy pulled from the statewide electric grid during off-peak hours and sold back to utilities such as **SDG&E** during periods of peak demand.

The companies are looking for relatively new buildings in San Diego County and throughout California, said **Todd Holley**, senior vice president of Voit's San Diego offices.

The Market

"We're actually covering California from the border all the way to the Bay Area, looking primarily to lease but we will purchase if necessary," Holley said, adding that the plan is to lease or acquire up to 50 buildings per year over the next five years.

"We've actually identified about a half-dozen properties in the South Bay area and in North County, in the Carlsbad and Vista area," Holley said.

The companies also are looking to lease or buy land on which they could build warehouses for battery storage. "Two to 10 acres is kind of our sweet spot," Holley said.

Industrial buildings Voit and Tangerine would acquire or lease would be between 40,000 square feet and a million square feet, Holley said.

The plan is to lease industrial buildings near population centers and utility lines for 15-year terms.

Ideally, Holley said Voit Services is looking for buildings that are already occupied with leases that expire within a year to 18 months.

"That allows us to do a feasibility study on the project," Holley said. "We will pay option money to remotely look at the building. We can actually look at it remotely and determine if that's the right property for us."

The Criteria

Newly built or planned buildings also would work, Holley said.

The buildings must be near an electric substation that would provide the energy to store in batteries, and there must be easements in place that would allow for overhead or underground power lines.

The battery plan is an alternative to solar energy farms, which typically are located in rural areas and require large tracts of land, said **Miriam Weber Miller**, president of Tangerine Energy.

"They can be put in high density areas with high levels of population so the power is right there on call and it can be distributed on demand," Miller said. "The idea is that it provides green sources when you need them."

The batteries store about two megawatts of power each and would be stacked on top of each other with 30 to 50 batteries at each site.

"We think it could stabilize the grid and ultimately stabilize pricing," Miller said.

Blackouts

California was picked as the company's primary market because the state is a net importer of power and has a history of shortages.

"It can help offset rolling blackouts," Miller said. "California lead the country in innovation and energy. Right now, California is our primary focus. We are pursuing and watching a couple of other states that tend to follow California."

Miller said Tangerine was formed by the owners of **Wolcott Energy Group**, a renewable energy company based in Woodstock, IL.

She said the company has solar energy farms in five states, including outside Los Angeles in California. ■



Reg Kobzi
Senior vice president
CBRE



Todd Holley
Senior Vice President
Voit San Diego Offices

Voit Real Estate Services



YEAR FOUNDED: 1971

CEO: Eric Hinkelman

HEADQUARTERS: Irvine, California

BUSINESS: Privately held, broker-owned commercial real estate firm.

NUMBER OF EMPLOYEES: 36 employees company-wide and 129 brokers.

WEBSITE: <https://voitco.com/>

NOTABLE: Throughout its almost 50-year history, the firm has completed more than \$52 billion in brokerage transactions encompassing more than 50,000 deals.

Tangerine Energy, LLC



FOUNDED: 2019

PRESIDENT: Miriam Weber Miller

HEADQUARTERS: Ivyland, PA

BUSINESS: Energy storage

NUMBER OF EMPLOYEES: 9

NOTABLE: the company chose California for its battery storage projects in part because of its susceptibility to rolling blackouts.



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Viasat

➔ from page 1

The move formalizes an informal leadership arrangement that dates back a few years, the company said. Baldrige has “the confidence of our people, our customers, our board and our investors, and it’s a great outcome for the company,” Dankberg told analysts on a conference call Nov. 3.

“I’d like to say it’s been a great ride but I really think our best years are ahead of us,” said Baldrige, who has been with the company since 1999.

Viasat (Nasdaq: VSAT) sells satellite communication hardware and services to government customers, including the **U.S. Department of Defense**, as well as other businesses. It also offers satellite internet to consumers.

In the next few years, Viasat plans to launch three satellites offering nearly worldwide coverage. The business is targeting late 2021 to launch its first ViaSat-3 satellite. As planned, the satellite will offer coverage of North and South America.

ViaSat-3 is designed to handle data at the very fast satellite speed of 1 terabit per second. The business has been building its communications payloads in Arizona. It is getting ready to hand over the first ViaSat-3 assembly to Boeing, which will prepare it for launch over the course of about a year.

‘Thoughtful and Strategic’

Dankberg said he was happy with the leadership transition.

“This represents a natural evolution and will best serve the interests of Viasat’s long-term future, as we execute against our plan to deliver ubiquitous, affordable connectivity that will help close the global digital divide,” the former CEO said in a statement issued by the

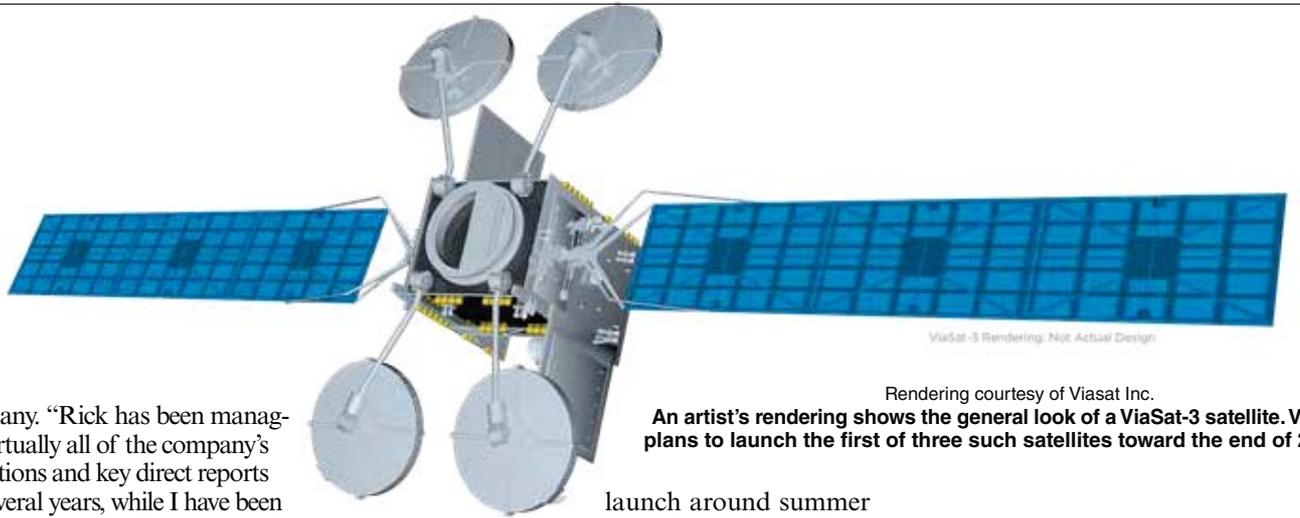
company. “Rick has been managing virtually all of the company’s operations and key direct reports for several years, while I have been focused on technology innovation, industry thought leadership and regulatory issues at a time of dynamic change and opportunity within the space and broadband sectors.”

“Viasat is taking an important, thoughtful and strategic first step in its leadership succession planning to ensure the company’s long-term future as a global communications leader,” said **Sean Pak**, lead independent director on Viasat’s board, in a statement distributed by the company.

Opening Markets

Baldrige has been with Viasat for 21 years. Previously he was with **Raytheon**, **Hughes Information Systems**, **Hughes Training Inc.** and **General Dynamics Corp.** He serves on the board of **Ducommun Inc.** (NYSE: DCO), an Orange County-based aerospace company, and **EvoNexus**, the San Diego-based technology incubator.

One of Baldrige’s main jobs will be to open up additional international markets — as well as new vertical markets — for Viasat’s satellite services. The second satellite in the Viasat-3 constellation, serving Europe, the Middle East and Africa, is expected to



ViaSat-3 Rendering. Not Actual Design.

Rendering courtesy of Viasat Inc.

An artist’s rendering shows the general look of a ViaSat-3 satellite. Viasat plans to launch the first of three such satellites toward the end of 2021.

launch around summer 2022.

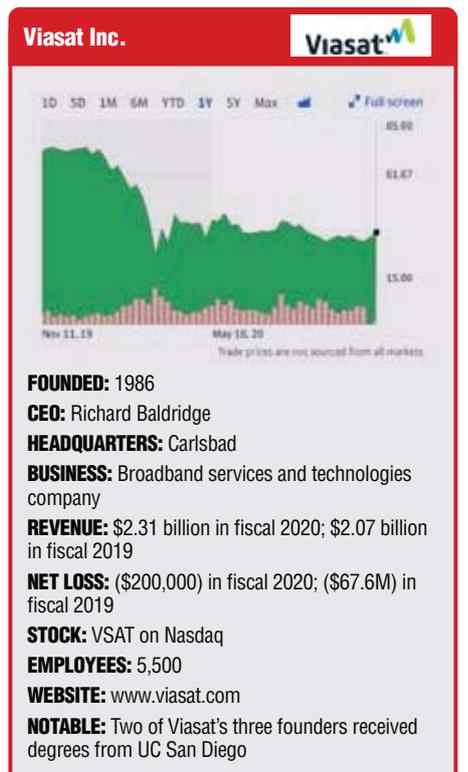
Mike Crawford, an analyst with **B. Riley Securities**, is upbeat about the company.

“We continue to believe that by the time these two massive-capacity satellites start to approach full utilization, perhaps in 2024-2025, that Satellite Services segment revenue and EBITDA will surpass \$2 billion and \$1 billion, respectively, with Viasat altogether kicking off more than enough excess FCF [free cash flow] to build and launch a satellite every single year if it so desired,” he said in a research note. EBITDA stands for Earnings Before Interest, Taxes, Depreciation and Amortization.

Beating Analyst Expectations

In the quarter ended Sept. 30, Viasat reported net income of \$1.9 million on revenue of \$554.3 million. In the same quarter of last year, the company reported net income of \$3.2 million on revenue of \$592.3 million.

Viasat’s bottom line beat analyst expectations. Analysts surveyed by **Yahoo Finance** predicted the company would lose 7 cents per share. The company came in with earnings of 3 cents per share. ■



Observation

➔ from page 1

and is in the midst of mounting another one in New Jersey’s **American Dream** retail and entertainment complex.

If approved, The Balboa Park Star — the Balboa Park observation wheel’s working title — will run anywhere between three and six months, according to Sky Views. It will also set the stage for a sky-dining experience, curated by CRG.

Reactivate the Park

The impetus behind the out-the-box activation is to help draw people to the 1,200-acre historic park, said **David Cohn**, which has been hard hit since COVID-19.

“We are looking to reactivate the park and bring people back to it,” he said. “So, we revisited this idea... that Sky Views brought in 2014 for the Centennial (celebration). We truly believe that if we think boldly and outside the box, that this could be a fun thing to play with for six months or so, temporarily, in the Plaza de Panama.”

Ben Pickett, vice president of Sky Views, said, other than providing the necessary permits, no costs will be endured by the city for the installation and operation of the observation wheel. On the contrary, it will create a handful of jobs for San Diegans.

General admission will be between \$12 to \$15, he said, with discounted prices for groups, senior citizens, military and children. There will be an additional charge for the dining option, Pickett added. The price will include a multiple-course meal prepared at CRG’s **The Prado**, located in Balboa Park, to be enjoyed while riding one of 36 gondolas. Each gondola can accommodate up to eight passengers, he said,



David Cohn
 Founder
 Cohn Restaurant
 Group Inc.

from the same family or pod.

Elsewhere on the COVID-19 front, staff and attendees will be asked to wear face masks and maintain social distance. The use of the gondolas will be staggered (every other gondola will be skipped per rotation), so to create enough space and time in between riders for employees to completely disinfect each area.

Other Parts of the City

“The Cohns were part of the group of stakeholders we reached out to in 2014, when Sky Views was approached the first time to place an observation wheel in Balboa Park,” said Pickett. “At that time, it didn’t fit the mission of the park, and, after exhausted efforts, they changed direction and focused on a different area. When COVID-19 hit, my contact in San Diego spoke with David Cohn and they thought, maybe this is a good opportunity to revisit bringing the observation wheel back to the park on a temporary basis and use it more so as a driver to get people back in the park, into museums, institutions and restaurants.”



Lesley Cohn
 Founder
 Cohn Restaurant
 Group Inc.

Pickett said he doesn’t believe Sky Views will make much revenue from the Balboa Park observation wheel because of COVID-19 restrictions. But it is a good opportunity to show locals what Sky Views is about and what it can offer the public, he said. The goal, said Pickett, is to continue to work with the city of San Diego and hopefully bring the Sky Views of America product to other parts of the city.



Ben Pickett
 Vice President
 Sky Views of America

Application Approved

Molly Bowman-Styles is president of **Windansea Communications**, a media firm headquartered in La Jolla. Her company represents Sky Views of America. Negotiations to bring the observation wheel to San Diego started in September, she said. And, although there is no official launch date yet, Bowman-Styles said the wheel is one step closer to becoming a provisional fixture of Balboa Park.

“The Federal Aviation Administration project application, which is centered on the height of the wheel and the proximity to the airport, was recently approved,” she said. “We wanted to make sure at 148 feet tall, the observation wheel wouldn’t present an obstacle to aircrafts flying into **San Diego International Airport**, and, the approval basically says that it won’t. It was a wonderful bit of good news for us. But we still need to go through with the process.”

Installation

Once all the permits are obtained, Bowman-Styles said it would take between 10 to 14 days to install the observation wheel. The base, she said, is 56 by 75 feet and won’t leave any markings on the Plaza de Panama grounds once removed.

Bowman-Styles also said while the launch date of the observation wheel is contingent on how soon the city grants the permits, the wheel will be out of the park no later than mid-June. That is when the **San Diego Museum of Art**, also at Balboa Park, plans to host its annual Art of Life fundraiser event, Bowman-Styles said, and all parties involved want to be respectful of the prior engagement. ■



Vegan

► from page 6

here. The space, previously an **H2O Sushi & Izakaya** restaurant site, was laid-out perfectly for what they were looking to do, which is a very unique concept with a grocery store component and the utilization of some space for meal prepping, a food delivery program and retail. There is already an existing kitchen, a walk-in cooler and a big bar at this property – it hit all the marks.”

Spilky said because the landlord was motivated, as the property sat on the market for a few months due to the pandemic, PlantX got a lower lease agreement; the company signed a five-year contract at market rate. After the five years are up, PlantX’s monthly rent can change based on what the market rate is at that point, he said.



Mike Spilky
President
Location Matters Inc.

Exclusive Online Fulfillment

On the e-commerce side of things, PlantX has partnered with San Diego-based **Liv Marketplace LLC**. The latter will serve as its exclusive online fulfillment partner and retail distributor in the U.S. It will also establish and operate the PlantX retail store and coffee shop at the San Diego store and future U.S. PlantX openings.

Under the agreement, Liv Marketplace will purchase a minimum of \$25M of the company’s products, according to the company, over a one-year term. PlantX will not incur additional U.S. labor costs or inventory costs. Liv Marketplace will pay PlantX a 6% royalty on the gross revenue generated.

“The idea is for the San Diego location to help further that community vibe we have been creating online,” said **Alexandra Hoffman**, PlantX’s chief marketing officer. “We want customers to come in and feel like they can ask anything. Education is always behind everything we do at PlantX. So this store will be a place where people can come in and find new ways to enhance their healthy lifestyles.”

Added **Julia Frank**, PlantX’s CEO: “Having a brick and mortar location, especially in such a great neighborhood in

San Diego, is a huge leap forward for us. This is only the beginning of our expansion and will showcase the type of community we plan to build.”

Vegan Amazon

The Hillcrest store will be a prototype for PlantX as it embarks on its U.S. expansion.

The company plans to continue to grow nationally via a franchise model, as well as increase its online presence, said **Sean Dollinger**, founder. Additionally, it recently acquired **Bloomboxclub Limited**, Europe’s largest plant subscription company, he said, as part of its international expansion strategy.

PlantX teamed up with Canadian **Iris Construction Management** for the build-out of the Hillcrest shop, as well as for future turn-key franchises across the country.

Scott Kurz, business development manager at Iris Construction Management, said the PlantX spaces will be anchored by the aforementioned education centers and a 360-degree glass greenhouse. Many will also include floor-to-ceiling interactive recipe kiosks, he added.



Sean Dollinger
Founder
PlantX



Julia Frank
CEO
PlantX

All-Inclusive

Dollinger, founder, said the PlantX franchise model is all-inclusive. He said he hopes “people hurt by COVID-19 will join this incredible movement of plant-based living.”

“Our concept will allow business owners who have cafes, stores, etc., to join a multi-billion-dollar industry pretty much overnight,” he said. “We invite anyone who is interested in starting a franchise to join the movement. Even if people have 500-square-feet of temp space, we have a model that works for them.” ■

Complex

► from page 8

apartment has been designated as affordable for low income tenants.

“The overall rent is relatively affordable for La Jolla. I think that’s going to be one of the drivers,” Power said. “That’s the whole strategy, the whole market strategy is we’re building a smaller, well-designed projects in walkable, desirable neighborhoods.”

Likely tenants of Girard Lofts will be single professionals “that want to be in that urban environment.”

“It’s clearly not a family environment,” Power said. “It’s a mature marketplace and I think the younger demographic would like to live.”

The building has an open air design, so there are no enclosed hallways or corridors.

The Look

“The Village of La Jolla is quite eclectic in its architectural styles,” said **Pauly De**

Bartolo, DBRDS co-founding principal and project designer.

Girard Lofts is meant to reflect that with a mix of materials and a façade that changes from one vantage point to another, De Bartolo said.

The building exterior combines brick, fiber cement shake shingles, and stucco, among other elements.

Apartment interiors are still being designed, but Power said they’ll have 15-foot high ceilings.

“We’re looking at something that kind of captures a younger demographic that wants to have something more contemporary in finishes,” De Bartolo said.

The ground level of the two-story project will include a parking garage



Orville Power
Managing Partner
Mana Investments

with 13 spaces that won’t be visible from Girard Avenue, a single apartment and 1,900 square-feet of commercial space.

The one ground-floor apartment will increase security without actually being a security outpost.

Sometimes, unsupervised links tend to become places of refuge for the homeless or so forth,” De Bartolo said. “By activating the laneway as an (apartment) unit, it’s essentially having eyes on the ground in a sense of security without actual being security.”

The remaining 17 apartments are on the second level.

Evolving Retail

The commercial space will face Girard Avenue and is designed to be broken up into small shops in what De Bartolo said was a nod to the changing characteristics of the retail market brought on in part by the COVID-19 pandemic.

“If there’s one thing that COVID has

taught is it’s that commercial property and retail property have to rethink how they do business,” De Bartolo said. “The retail space for us was designed intentionally to provide flexibility.”

De Bartolo said a key element of the project is a meandering pedestrian pathway through the property.

“It’s very unusual for a development project to embrace the public meandering through it,” De Bartolo said, but the site has long been used as a pedestrian connection between Girard Avenue and Drury Lane.

There are few amenities, aside from a lounge, an open-air courtyard and a barbecue area.

“Some of the apartments these days have a ton of amenities, which we don’t,” Power said, adding that the village is its own amenity.

“Historically, back in the ‘60s, this was what they built, then it morphed into these big, amenitized urban apartment projects,” Power said. ■

Urban

► from page 3

Marja Acres takes its name from the youngest daughter of one of the former owners of the property, Frankel said.

The market-rate townhomes range from 1,700 square feet to 2,300 square feet.

They all will have three bedrooms. “These units are really designed to accommodate growing families,” Frankel said.

Prices have tentatively been set between \$700,000 and \$800,000. The market is likely younger professionals who can’t afford the \$1 million to \$3 million price of many single-family homes in the area and empty nesters who want to downsize but stay in Carlsbad, Frankel said.

“Many of the primary job centers in Carlsbad are just a stone’s throw from the site,” Frankel said.

Bret Schanzenbach, president and CEO of the **Carlsbad Chamber of Commerce**, said Marja Acres would provide needed workforce housing.

“The price-point and immediate proximity to the **Carlsbad Business Park** is

ideal as we all hope to see shorter commutes,” Schanzenbach said. “Shorter commutes are great for the worker, but they are great for the entire community as we look for practical ways to reduce traffic congestion and greenhouse gases. We are very excited to see this kind of quality development here adjacent to our business park.”

The 46 apartments average about 550 square feet and are earmarked for people 55 and older with limited income. Monthly rents will be about \$900.

Walkable

The homes and apartments are designed in what Frankel described as “a little bit more modern rendition on the farmhouse” style.

“You see things like a lot of wood, wood accents,” Frankel said.

Amenities include a 1 ¼-acre central park and four pocket parks, a dog run, a barbecue area, and a bocce ball court.

Marja Acres is meant to be a self-contained, walkable community.

“There’s a great opportunity for people to recreate on site,” Frankel said. “You can



Jonathan Frankel
Vice President of
Forward Planning
New Urban West, Inc.

come home on Friday, pull into the garage and leave your car there all weekend.”

The Farm

The 10,000 square-foot urban farm is being designed with the help of **Daron “Farmer D” Joffe**, an organic farmer who was founding director of **Coastal Roots Farm**, a nonprofit community farm in Encinitas.

“One of the things we wanted to do with this project was honor the history of the project. It was used at one time for agricultural purposes,” Frankel said. “It’s kind of the next generation of the community gardens.”

Like Coastal Roots Farm, the urban farm in Marja Acres will offer gardening tips and provide produce for a weekly farmer’s market and a 6,000 square-foot restaurant planned for the project.

“It’s not a huge space but we think it will

be perfect for supporting the restaurant,” Frankel said. “It’s not intended to be for a commercial purpose.”

The farm also will provide “a lot of great opportunities for local school kids,” Frankel said.

The retail space will focus on “bringing a little bit of Carlsbad Village on this side of town,” Frankel said, with an emphasis on attracting local businesses.

Marja Acres will be fully solar powered and include electric vehicle-ready charging stations in every home.

COVID-19

Because the project is so far from completion, Frankel said he doesn’t expect the COVID-19 pandemic to adversely affect it.

“This project, once it’s delivered, we will have COVID kind of long behind us,” Frankel said.

If anything, Frankel said the pandemic is likely to increase demand for new housing as more people work from home.

“We see a tremendous demand for new housing as housing is not only your house, it’s your work, it’s your school, it’s your recreation, it’s your place of worship, it’s everything,” Frankel said. ■

VelosBio

from page 1

oncology pipeline, our lead product candidate, VLS-101, is now well positioned to achieve its maximum potential to benefit appropriate cancer patients in need.”

Lead Candidate in The Clinic

The antibody-drug conjugate that targets ROR1 is currently being evaluated in Phase I and Phase II clinical trials to treat patients with hematologic



Kyle Rasbach
Managing Partner
Pappas Capital

malignancies and solid tumors.

Despite its early stage and lack of data, VLS-101 has already received FDA fast track and orphan drug designation for use in mantle cell lymphoma (MCL).

Merck will seek to utilize biomarkers as a means of selecting the most appropriate VLS-101 indications, as this is a clear focus of its strategic plan for oncology.

“Pioneering work by VelosBio scientists has yielded VLS-101, which in early studies has provided notable evidence of activity in heavily pretreated patients with refractory hematological malignancies, including mantle cell lymphoma and diffuse large B-cell lymphoma,” said Dr. Roger Perlmutter, president at Merck Research Laboratories.



Dr. Roger Perlmutter
President
Merck Research Laboratories

Next Blockbuster Agent

They are taking a risk on ROR1 as a target, given its largely unproven MOA. If this target is validated, VLS-101 could easily become Merck’s next blockbuster agent given its large number of eligible indications, some of which possess a high level of unmet need.

It’s the second major deal Merck has

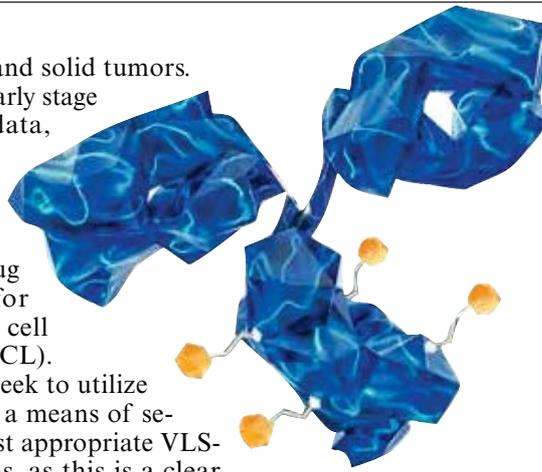
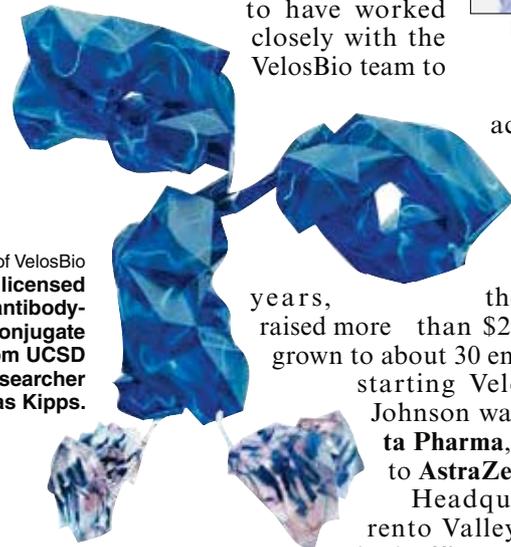


Photo courtesy of VelosBio
VelosBio’s licensed its antibody-drug conjugate ROR1 from UCSD cancer researcher Thomas Kipps.



“This acquisition is a transformative event that will propel the advancement of VLS-101 as a potential new cancer treatment, and we are humbled to have worked closely with the VelosBio team to



Dave Johnson
CEO
VelosBio

achieve this milestone,” said Kyle Rasbach, managing partner at Pappas.

Over the three years, the company has raised more than \$200 million and grown to about 30 employees. Before starting VelosBio in 2017, Johnson was CEO of **Acerata Pharma**, which was sold to **AstraZenecaOS** in 2015. Headquartered in Sorrento Valley, the firm also had office presence in Seattle and San Francisco. ■

announced in recent months with a company working on what are known as antibody-drug conjugates. In September, Merck announced a \$1.7 billion deal with Washington biotech **Seattle Genetics**, which is working with Merck to develop antibody-drug conjugate treatments against breast cancer and other tumor types.

Successful Exit

North Carolina-based **Pappas Capital** called the sale of VelosBio to Merck one of the “most successful” exits in its 25-year history.

Merck & Co.

FOUNDED: 1891
CEO: Kenneth Frazier
HEADQUARTERS: New Jersey
BUSINESS: Manufactures pharmaceutical drugs
REVENUE: \$12.5 billion in September 2020
STOCK: NYSE: MRK
EMPLOYEES: 57,000
WEBSITE: www.merck.com
NOTABLE: The pharmaceutical giant purchased VelosBio for \$2.75 billion.

VelosBio

FOUNDED: 2017
CEO: Dave Johnson
HEADQUARTERS: Sorrento Valley
BUSINESS: Oncology therapeutics company
FUNDING: Raised more than \$200 million
EMPLOYEES: 30
WEBSITE: www.velosbio.com
NOTABLE: This acquisition will mark as the CEO’s second successful acquisition over a five-year time frame.

Qualcomm

from page 1

up 33% quarter-over-quarter, adjusted net income came in at \$1.7 billion, up 76% from a year prior. Wall Street analysts predicted fourth-quarter sales of \$5.9 billion and adjusted earnings of \$1.17 per share.

5G Leads the Way

The ramp of 5G networks and handsets lifted earnings for the cellular technology giant. The company also reported growing traction for other technology verticals such as work-from-home gear and connected cars, which also helped contribute to the strong performance.

Qualcomm’s CEO **Steve Mollenkopf** in a conference call with investors and analysts, stated that the results included a “partial quarter impact” from a large handset producer in the U.S., likely **Apple**. “The challenges of the COVID-19 pandemic highlight the critical importance of our products. As you can see from our results, the early stages of the 5G ramp are well underway, with our strategy playing out largely as expected,” said Mollenkopf. “We concluded the year with exceptional fourth quarter results and are well positioned for growth in 2021 and beyond.”

The company benefited from rising 5G demand throughout the quarter, with more smartphone buyers upgrading to 5G devices this year as well as Apple’s launch of four new 5G iPhone models that use Qualcomm chips, a major settlement payment with China’s **Huawei**, among other factors.



Steve Mollenkopf
CEO
Qualcomm

Major Partnerships

The company anticipated that 5G handset shipments would be 15% lower year-over-year this quarter, partially due to a customer delaying a global 5G flagship phone launch. However, it still expects between 175 million and 225 million 5G handsets to be shipped in 2020.

The company now has over 110 licensing agreements for 5G with smartphone original equipment manufacturers (OEMs).

“With the signing of the Huawei agreement we are now entering a period in which we have multi-year license agreements with every major handset OEM,” said Mollenkopf.

While baseband processors make up a significant chunk of Qualcomm’s chip sales, the company has worked to diversify by adding new products to its lineup such as filters, transceivers, antenna modules and other signal-processing components called Radio Frequency Front End. Its RF Front End chip sales reached \$2.4 billion in fiscal 2020, making Qualcomm a significant competitor to **Skyworks**, **Murata** and others in this market.

In addition, Qualcomm’s Internet of Things (IoT) silicon for gadgets such as mobile hotspots, wireless routers and connected laptops reached \$3 billion last year.

“Qualcomm had an incredible Q4 and an equally impressive guide. The company also broke out its “growth areas” giving investors a deeper understanding of its opportunities in RFFE, automotive and IoT,” said **Patrick Moorhead**, analyst at **Moor Insights**. “In a big surprise, it appears that Qualcomm’s RFFE business is one of the largest, near **Qorvo**, **Skyworks** and **Broadcom** levels.”

What’s Next

Looking beyond, Qualcomm is forecasting revenue of \$7.8 billion to \$8.6 billion next quarter, significantly above the consensus estimate of \$7.15 billion in sales. That better-than-expected guidance is primarily attributable to strong demand for 5G devices.

“Qualcomm is finally, fully taking advantage of its 5G and growth area investments and, based on its guide, the growth will just continue. I don’t believe the full “Apple” impact has been baked in yet, which should be upside for the company,” said Moorhead.

In October, Qualcomm won a major court battle when an appeals court denied the FTC’s request for a rehearing of a previous decision that found that Qualcomm’s licensing business practices are legal, removing an overhanging issue the company faced.

The high-stakes win over the U.S. government leaves the smartphone chip giant with open roads for a period of consistent growth moving forward.

Qualcomm is expecting “high-single-digit growth” in smartphone shipments, including 5G, 4G, and 3G phones, next year.

Headquartered in Sorrento Valley, Qualcomm is the largest maker of chips that run the computer and radio communication functions in smartphones.

Despite the pandemic, the company ended the year with 41,000 global employees, up from 37,000 the prior year. ■



Patrick Moorhead
Analyst
Moor Insights

Qualcomm Inc.

FOUNDED: 1985
CEO: Steve Mollenkopf
HEADQUARTERS: Sorrento Valley
BUSINESS: Global semiconductor company
REVENUE: \$23.9B in 2020
NET INCOME: \$5.19B in 2020
STOCK: QCOM on Nasdaq
EMPLOYEES: 41,000
WEBSITE: www.qualcomm.com
NOTABLE: Qualcomm end-of-fiscal revenue is \$23.9 billion, which is 3% more compared to \$24.3B of 2019.

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LEGAL NOTICES

FICTITIOUS BUSINESS NAME STATEMENT 2020-9017023

This statement was filed with Ernest J. Dronenburg Jr., Recorder/County Clerk of San Diego County On: Oct 12, 2020. FICTITIOUS BUSINESS NAME(S): a. **XTECH AUCTIONS** LOCATED AT: 8655 Production Avenue, Suite B, San Diego, CA, San Diego, 92121. REGISTRANT INFORMATION: a. **R-1 SOURCE, INC.** 8655 Production Avenue, Suite B, San Diego, CA 92121, California. THIS BUSINESS IS CONDUCTED BY: F. Corporation. Registrant first commenced to transact business under the above name(s) as of: 09/08/2020. Pub Dates: 10/26, 11/2, 11/9, 11/16/2020.

FICTITIOUS BUSINESS NAME STATEMENT 2020-9017636

This statement was filed with Ernest J. Dronenburg Jr., Recorder/County Clerk of San Diego County On: Oct 08, 2020. FICTITIOUS BUSINESS NAME(S): a. **PACIFIC SOTHEBY'S INTERNATIONAL REALTY** LOCATED AT: 16745 W. Bernardo Drive, Suite 250, San Diego, CA, San Diego, 92127. REGISTRANT INFORMATION: a. **REAL ESTATE OF THE PACIFIC, INC.** 16745 W. Bernardo Drive, Suite 250, San Diego, CA 92127, California. THIS BUSINESS IS CONDUCTED BY: F. Corporation. Registrant first commenced to transact business under the above name(s) as of: 09/08/2020. Pub Dates: 10/26, 11/2, 11/9, 11/16/2020.

FICTITIOUS BUSINESS NAME STATEMENT 2020-9016387

This statement was filed with Ernest J. Dronenburg Jr., Recorder/County Clerk of San Diego County On: Sep 30, 2020. FICTITIOUS BUSINESS NAME(S): a. **SIMPLY SARAP** LOCATED AT: 4846 Sea Water Ln, San Diego, CA, San Diego, 92154. REGISTRANT INFORMATION: a. **SHARIZA GUEVARRA BAUTISTA** 4846 Sea Water Ln, San Diego, CA 92154, California. THIS BUSINESS IS CONDUCTED BY: A. Individual. Registrant first commenced to transact business under the above name(s) as of: 09/22/2020. Pub Dates: 10/26, 11/2, 11/9, 11/16/2020.

FICTITIOUS BUSINESS NAME STATEMENT 2020-9017287

This statement was filed with Ernest J. Dronenburg Jr., Recorder/County Clerk of San Diego County On: Oct 17, 2020. FICTITIOUS BUSINESS NAME(S): a. **GOLDEN PROPERTY MANAGEMENT** b. **GEM REAL ESTATE** LOCATED AT: 2425 Camino Del Rio S #125, San Diego, CA, San Diego, 92108. MAILING ADDRESS: P.O. Box 600688, San Diego, CA 92160. REGISTRANT INFORMATION: a. **GOLDEN GOOSE ENTERPRISES, INC.** 2425 Camino Del Rio S #125, San Diego, CA 92108, California. THIS BUSINESS IS CONDUCTED BY: F. Corporation. Registrant first commenced to transact business under the above name(s) as of: 04/30/2007. Pub Dates: 11/2, 11/9, 11/16, 11/23/2020.

FICTITIOUS BUSINESS NAME STATEMENT 2020-9017062

This statement was filed with Ernest J. Dronenburg Jr., Recorder/County Clerk of San Diego County On: Oct 13, 2020. FICTITIOUS BUSINESS NAME(S): a. **KIM'S KITCHEN AND BAKESHOPPE** LOCATED AT: 980 Los Vallecitos Blvd, San Marcos, CA, San Diego, 92069 MAILING ADDRESS: 411 Los Arbolitos Blvd, Oceanside, CA 92058. REGISTRANT INFORMATION: a. **KIMBERLY JEAN TIGHE** 411 Los Arbolitos Blvd, Oceanside, CA 92058. THIS BUSINESS IS CONDUCTED BY: A. Individual. Registrant has not yet begun to transact business under the name(s) above. Pub Dates: 11/2, 11/9, 11/16, 11/23/2020.

FICTITIOUS BUSINESS NAME STATEMENT 2020-9017162

This statement was filed with Ernest J. Dronenburg Jr., Recorder/County Clerk of San Diego County On: Oct 16, 2020. FICTITIOUS BUSINESS NAME(S): a. **M AND V PRESSURE WASHING** LOCATED AT: 5584 Norwich St, San Diego, CA, San Diego, 92117. REGISTRANT INFORMATION: a. **VICTOR INZUNZA** 5584 Norwich St, San Diego, CA 92117. b. **MARIELA VAZQUEZ** 5584 Norwich St, San Diego, CA 92117. THIS BUSINESS IS CONDUCTED BY: B. Married Couple. Registrant first commenced to transact business under the above name(s) as of: 10/07/2020. Pub Dates: 11/2, 11/9, 11/16,

11/23/2020.

FICTITIOUS BUSINESS NAME STATEMENT 2020-9016823

This statement was filed with Ernest J. Dronenburg Jr., Recorder/County Clerk of San Diego County On: Oct 09, 2020. FICTITIOUS BUSINESS NAME(S): a. **RANCHO BERNARDO TOWING & RECOVERY** LOCATED AT: 7739-A Othello Avenue, San Diego, CA, San Diego, 92111. REGISTRANT INFORMATION: a. **RB RECOVERY SOLUTIONS, INC.** 7739-A Othello Avenue, San Diego, CA 92058, California. THIS BUSINESS IS CONDUCTED BY: F. Corporation. Registrant first commenced to transact business under the above name(s) as of: 09/28/2020. Pub Dates: 11/2, 11/9, 11/16, 11/23/2020.

FICTITIOUS BUSINESS NAME STATEMENT 2020-9017534

This statement was filed with Ernest J. Dronenburg Jr., Recorder/County Clerk of San Diego County On: Oct 26, 2020. FICTITIOUS BUSINESS NAME(S): a. **WALTER ARENAS MEDIA** LOCATED AT: 1648 Waterlily Way, San Marcos, CA, San Diego, 92078. MAILING ADDRESS: 3888 Genesee Avenue, Apt 310, San Diego, CA 92111. REGISTRANT INFORMATION: a. **WALTER ARENAS FONTANILLA** 3888 Genesee Avenue, Apt 310, San Diego, CA 92111. THIS BUSINESS IS CONDUCTED BY: A. Individual. Registrant first commenced to transact business under the above name(s) as of: 01/01/2020. Pub Dates: 11/9, 11/16, 11/23, 11/30/2020.

FICTITIOUS BUSINESS NAME STATEMENT 2020-9017960

This statement was filed with Ernest J. Dronenburg Jr., Recorder/County Clerk of San Diego County On: Oct 31, 2020. FICTITIOUS BUSINESS NAME(S): a. **ANDREA NEBEL NURSE LIFE CARE PLANNING** LOCATED AT: 4421 Park Blvd #201, San Diego, CA, San Diego, 92116. REGISTRANT INFORMATION: a. **ANDREA MONIKA NEBEL** 5378 Camino Playa Norte, San Diego, CA 92124. THIS BUSINESS IS CONDUCTED BY: A. Individual. Registrant has not yet begun to transact business under the name(s) above.

Pub Dates: 11/16, 11/23, 11/30, 12/7/2020.

FICTITIOUS BUSINESS NAME STATEMENT 2020-9017838

This statement was filed with Ernest J. Dronenburg Jr., Recorder/County Clerk of San Diego County On: Oct 31, 2020. FICTITIOUS BUSINESS NAME(S): a. **MONTEGO WELLNESS** LOCATED AT: 9868 Erma Rd, Apt. 28, San Diego, CA, San Diego, 92131. REGISTRANT INFORMATION: a. **MEGHAN LYNN MONTE** 9868 Erma Rd, Apt. 28, San Diego, CA 92131. THIS BUSINESS IS CONDUCTED BY: A. Individual. Registrant first commenced to transact business under the above name(s) as of: 09/12/2020. Pub Dates: 11/16, 11/23, 11/30, 12/7/2020.

FICTITIOUS BUSINESS NAME STATEMENT 2020-9017736

This statement was filed with Ernest J. Dronenburg Jr., Recorder/County Clerk of San Diego County On: Oct 31, 2020. FICTITIOUS BUSINESS NAME(S): a. **OLD TOWN ESPLANADE** b. **SANTA FE SHOPPING DEPOT** LOCATED AT: 2461 San Diego Ave, San Diego, CA, San Diego, 92110. REGISTRANT INFORMATION: a. **RICHARD S. GOETZ** 2461 San Diego Ave, San Diego, CA 92110, California. b. **LEHN A. GOETZ** 2461 San Diego Ave, San Diego, CA 92110, California. THIS BUSINESS IS CONDUCTED BY: D. Limited Partnership. Registrant first commenced to transact business under the above name(s) as of: 08/08/1988. Pub Dates: 11/16, 11/23, 11/30, 12/7/2020.

FICTITIOUS BUSINESS NAME STATEMENT 2020-9017746

This statement was filed with Ernest J. Dronenburg Jr., Recorder/County Clerk of San Diego County On: Oct 31, 2020. FICTITIOUS BUSINESS NAME(S): a. **RAINBOW DISTRIBUTING COMPANY** LOCATED AT: 663 33rd Street, Suite B, San Diego, CA, San Diego, 92102. REGISTRANT INFORMATION: a. **SPECTRUM DISTRIBUTING CORP** 663 33rd Street, Suite B, San Diego, CA 92102, California. THIS BUSINESS IS CONDUCTED BY: F. Corporation. Registrant first commenced to transact business under the above name(s)

as of: 09/18/2020. Pub Dates: 11/16, 11/23, 11/30, 12/7/2020.

STATEMENT OF ABANDONMENT OF FICTITIOUS BUSINESS NAME FBN # 2020-9016735

This statement was filed with Ernest J. Dronenburg Jr., Recorder/County Clerk of San Diego County On: Oct 08, 2020. FICTITIOUS BUSINESS NAME(S) TO BE ABANDONED: a. **PACIFIC SOTHEBY'S INTERNATIONAL REALTY** LOCATED AT: 2850 Womble Rd, Suite 102, San Diego, CA, San Diego, 92106. MAILING ADDRESS: 2727 Camino Del Rio S. #300, San Diego, CA 92108. **THE FICTITIOUS BUSINESS NAME REFERRED TO ABOVE WAS FILED IN SAN DIEGO COUNTY ON: June 30, 2017, and assigned File No. 2017-016876. FICTITIOUS BUSINESS NAME IS BEING ABANDONED BY: a. PACIFIC REAL ESTATE PARTNERSHIP** 2850 Womble Rd, Suite 102, San Diego, CA 92106. b. **PICKFORD REALTY, INC.** 2850 Womble Rd, Suite 102, San Diego, CA 92106. THIS BUSINESS IS CONDUCTED BY: C. A General Partnership. Pub Dates: 10/26, 11/2, 11/9, 11/16/2020.

NOTICE OF PETITION TO ADMINISTER ESTATE WAYNE BERNARD WAGNER CASE NO. 37-2020-00039730-PR-PW-CTL

To all heirs, beneficiaries, creditors, contingent creditors, and persons who may otherwise be interested in the will or estate or both, of: **WAYNE BERNARD WAGNER** A PETITION FOR PROBATE has been filed by **THOMAS CLAIR WAGNER** in the Superior Court of California, County of San Diego. The petition for probate requests that **THOMAS CLAIR WAGNER** be appointed as personal representative to administer the estate of the decedent. The petition requests the decedent's will and codicils, if any, be admitted to probate. The will and any codicils are available for examination in the file kept by the court. The petition requests authority to administer the estate under the Independent Administration of Estates Act. (This authority will allow the personal representative to take many actions without obtaining court approval.

Before taking certain very important actions, however, the personal representative will be required to give notice to interested persons unless they have waived notice or consented to the proposed action.) The independent administration authority will be granted unless an interested person files an objection to the petition and shows good cause why the court should not grant the authority. Decedent died on November 19, 2019 at Columbus, Ohio in Franklin County. A resident of county named above. **A HEARING on the petition will be held on 01/19/2021 at 11:00 a.m. in Dept. 504** at the Superior Court of California, County of San Diego, 1100 Union Street, 5th Floor, San Diego, CA 92101, Central Courthouse. IF YOUR HEARING IS ON OR AFTER 11/02/2020: Appearances must be made by video conferencing, using the free Microsoft Teams application ("MS Teams") or by calling the department's teleconference phone number. Please plan to check in 30-minutes prior to the scheduled hearing time. The department's MS Teams link, teleconference phone number, and additional instructions can be found at www.sdcourt.ca.gov/ProbateVirtualHearings. **IF YOU OBJECT** to the granting of the petition, you should appear at the hearing and state your objections or file written objections with the court before the hearing. Your appearance may be in person or by your attorney. **IF YOU ARE A CREDITOR or a contingent creditor of the decedent**, you must file your claim with the court and mail a copy to the personal representative appointed by the court within the later of either (1) **four months** from the date of first issuance of letters to a general personal representative, as defined in section 58 (b) of the California Probate Code, or (2) **60 days from the date of mailing or personal delivery to you of a notice under section 9052 of the California Probate Code.** **Other California statutes and legal authority may affect your rights as a creditor. You may want to consult with an attorney knowledgeable in California law. You may examine the file kept by court.** If you are a person interested in the estate, you may file with the court a *Request for Special*

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Notice (form DE-154) of the filing of an inventory and appraisal of estate assets or of any petition or account as provided in Probate Code section 1250. A Request for Special Notice form is available from the court clerk.

Filed Electronically on 10/30/2020 with the Clerk of the Superior Court
Attorney for petitioner: Jami A. Kleinschmidt, Esq. (SBN# 243114)
Kleinschmidt Law
4876 Santa Monica Ave. PMB 152
San Diego, CA 92107
619-567-7008
Pub Dates 11/16, 11/23, 11/30/2020

NOTICE OF PETITION TO ADMINISTER ESTATE

WALLACE ASA HEYER

CASE NO. 37-2020-00039944-PR-LA-CTL

To all heirs, beneficiaries, creditors, contingent creditors, and persons who may otherwise be interested in the will or estate or both, of: **WALLACE ASA HEYER**

A PETITION FOR PROBATE has been filed by **TINA SENTENO** in the Superior Court of California, County of San Diego.

The petition for probate requests that **TINA SENTENO** be appointed as personal representative to administer the estate of the decedent. The petition requests authority to administer the estate under the Independent Administration of Estates Act. (This authority will allow the personal representative to take many actions without obtaining court approval. Before taking certain very important actions, however, the personal representative will be required to give notice to interested persons unless they have waived notice or consented to the proposed action.) The independent administration authority will be granted unless an interested person files an objection to the petition and shows good cause why the court should not grant the authority.

Decedent died on December 11, 2005 at Kailua, HI; County of Honolulu.

A HEARING on the petition will be held on **01/20/2021 at 1:30 p.m. in Dept. 502**

at the Superior Court of California, County of San Diego, 1100 Union Street, 5th Floor, San Diego, CA 92101, Central Courthouse.

IF YOUR HEARING IS ON OR AFTER 11/02/2020: Appearances must be made by video conferencing, using the free

Microsoft Teams application ("MS Teams") or by calling the department's teleconference phone number. Please plan to

check in 30-minutes prior to the scheduled hearing time. The department's MS Teams link, teleconference phone number, and additional instructions can be found at www.sdcourt.ca.gov/ProbateVirtualHearings.

IF YOU OBJECT to the granting of the petition, you should appear at the hearing and state your objections or file written objections with the court before the hearing. Your appearance may be in person or by your attorney.

IF YOU ARE A CREDITOR or a contingent creditor of the decedent, you must file your claim with the court and mail a copy to the personal representative appointed by the court within the later of either (1) **four months** from the date of first issuance of letters to a general personal representative, as defined in section 58 (b) of the California Probate Code, or (2) **60 days from the date of mailing or personal delivery to you of a notice under section 9052** of the California Probate Code.

Other California statutes and legal authority may affect your rights as a creditor. You may want to consult with an attorney knowledgeable in California law. You may examine the file kept by court. If you are a person interested in the estate, you may file with the court a Request for Special Notice (form DE-154) of the filing of an inventory and appraisal of estate assets or of any petition or account as provided in Probate Code section 1250. A Request for Special Notice form is available from the court clerk.

Filed Electronically on 10/30/2020 with the Clerk of the Superior Court
Attorney for petitioner: Jami A. Kleinschmidt, Esq. (SBN# 243114)
Kleinschmidt Law
4876 Santa Monica Ave. PMB 152
San Diego, CA 92107
619-567-7008
Pub Dates 11/16, 11/23, 11/30/2020

NOTICE OF PETITION TO ADMINISTER ESTATE

HERIBERTA GUNSTROM

CASE NO. 37-2020-00039217-PR-LA-CTL

To all heirs, beneficiaries, creditors, contingent creditors, and persons who may otherwise be interested in the will or estate or both, of: **HERIBERTA GUNSTROM**

A PETITION FOR PROBATE has been filed by **PATRICIA PERKINS** in the Superior Court of California, County of San Diego.

The petition for probate requests that **PATRICIA PERKINS** be appointed as personal representative to administer the estate of the decedent.

The petition requests authority to administer the estate under the Independent Administration of Estates Act. (This authority will allow the personal representative to take many actions without obtaining court approval. Before taking certain very important actions, however, the personal representative will be required to give notice to interested persons unless they have waived notice or consented to the proposed action.) The independent administration authority will be granted unless an interested person files an objection to the petition and shows good cause why the court should not grant the authority.

Decedent died on November 19, 2019 at Columbus, Vista, California, San Diego County.

A HEARING on the petition will be held on **01/12/2021 at 11:00 a.m. in Dept. 504**

at the Superior Court of California, County of San Diego, 1100 Union Street, 5th Floor, San Diego, CA 92101, Central Courthouse.

IF YOUR HEARING IS ON OR AFTER 11/02/2020: Appearances must be made by video conferencing, using

the free Microsoft Teams application ("MS Teams") or by calling the department's teleconference phone number. Please plan to check in 30-minutes prior to the scheduled hearing time. The department's MS Teams link, teleconference phone number, and additional instructions can be found at www.sdcourt.ca.gov/ProbateVirtualHearings.

IF YOU OBJECT to the granting of the petition, you should appear at the hearing and state your objections or file written objections with the court before the hearing. Your appearance may be in person or by your attorney.

IF YOU ARE A CREDITOR or a contingent creditor of the decedent, you must file your claim with the court and mail a copy to the personal representative appointed by the court within the later of either (1) **four months** from the date of first issuance of letters to a general personal representative, as defined in section 58 (b) of the California Probate Code, or (2) **60 days from the date of mailing or personal delivery to you of a notice under section 9052** of the California Probate Code.

Other California statutes and legal authority may affect your rights as a creditor. You may want to consult with an attorney knowledgeable in California law. You may examine the file kept by court. If you are a person interested in the estate, you may file with the court a Request for Special Notice (form DE-154) of the filing of an inventory and appraisal of estate assets or of any petition or account as provided in Probate Code section 1250. A Request for Special Notice form is available from the court clerk.

Filed on 10/28/2020 with the Clerk of the Superior Court

Attorney for petitioner: Jami A. Kleinschmidt, Esq. (SBN# 243114)
Kleinschmidt Law
4876 Santa Monica Ave. PMB 152
San Diego, CA 92107
619-567-7008
Pub Dates 11/16, 11/23, 11/30/2020

ORDER TO SHOW CAUSE FOR NAME CHANGE

CASE #37-2020-00035767-CU-PT-CTL

ANNE MARIE HOLSAPPLE

Petition of (Name of each petitioner): **ANNE MARIE HOLSAPPLE**
TO ALL INTERESTED PERSONS:
Petitioner (name): **ANNE MARIE HOLSAPPLE**

13927 Midland Road
Poway, CA 92064
858-204-8016

ATTORNEY FOR (NAME) In Pro Per

For a decree changing names as follows:
Present name: **ANNE MARIE HOLSAPPLE**
Proposed Name to: **ANNE MARIE POREA**

THE COURT ORDERS that all persons interested in this matter shall appear before this court at the hearing indicated below to show cause, if any, why the petition for change of name should not be granted. Any person objecting to the name changes described above must file written objection that includes the reasons for the objection at least two court days before the matter is scheduled to be heard and must appear at the hearing to show cause why the petition should not be granted. If no written objection is timely filed, the court may grant the petition without a hearing.

NOTICE OF HEARING: DATE: **11/24/2020**
TIME: **8:30 am DEPT: 61**
Superior Court of California, County of San Diego

San Diego Superior Court
330 West Broadway
San Diego, CA. 92101

Central Division Hall of Justice
A copy of this ORDER TO SHOW CAUSE shall be published at least once a week for four successive weeks prior to the date set for hearing on the petition in the following newspaper of general circulation, printed in this county in the San Diego Business Journal, 4909 Murphy Canyon Road, Suite 200, San Diego, CA 92123. Filed: Oct 07, 2020

By LORNA ALKSNE, Judge of the Superior Court
Dated: Aug 3, 2020
Publication Dates **10/26, 11/2, 11/9, 11/16/2020**

SUMMONS

(CITACION JUDICIAL)

CASE NO: 20C-0142

NOTICE TO DEFENDANT: (AVISO AL DEMANDADO): **DERRICK CAO**

YOU ARE BEING SUED BY PLAINTIFF: (LO ESTA DEMANDANDO EL DEMANDANTE): **JCH FAMILY LIMITED PARTNERSHIP, a California family limited partnership.**

NOTICE! You have been sued. The court may decide against you without your being heard unless you respond within 30 days. Read the information below.

You have 30 CALENDAR DAYS after this summons and legal papers are served on you to file a written response at this court and have a copy served on the plaintiff. A letter or phone call will not protect you. Your written response must be in proper legal form if you want the court to hear your case. There may be a court form that you can use for your response. You can find these court forms and more information at the California Courts Online Self-Help Center (www.courtinfo.ca.gov/selfhelp), your county law library, or the courthouse nearest you. If you cannot pay the filing fee, ask

the court clerk for a fee waiver form. If you do not file your response on time, you may lose the case by default, and your wages, money, and property may be taken without further warning from the court.

There are other legal requirements. You may want to call an attorney right away. If you do not know an attorney, you may want to call an attorney referral service. If you cannot afford an attorney, you may be eligible for free legal services from a nonprofit legal services program. You

Wellpath is looking for DVBE partners!

If you own a Disabled Veteran Business that might serve the healthcare industry in the San Diego area please

contact Sandra Kayser to inquire about a partnership opportunity.

Sandra Kayser at
skayser@wellpath.us



can locate these nonprofit groups at the California Legal Services Web site (www.lawhelpcalifornia.org), the California Courts Online Self-Help Center

(www.courtinfo.ca.gov/selfhelp), or by contacting your local court or county bar association. NOTE: The court has a statutory lien for waived fees and costs on any settlement or arbitration award of \$10,000 or more in a civil case. The court's lien must be paid before the court will dismiss the case.

as the person sued under the fictitious name of (specify):

¡AVISO! Lo han demandado. Si no responde dentro de 30 días, la corte puede decidir en su contra sin escuchar su versión. Lea la información a continuación.

Tiene 30 DÍAS DE CALENDARIO después de que le entreguen esta citación y papeles legales para presentar una respuesta por escrito en esta

corte y hacer que se entregue una copia al demandante. Una carta o una llamada telefónica no lo protege. Su respuesta por escrito tiene que estar

en formato legal correcto si desea que procesen su caso en la corte. Es posible que haya un formulario que usted pueda usar para su respuesta.

Puede encontrar estos formularios de la corte y más información en el Centro de Ayuda de las Cortes de California (www.sucorte.ca.gov), en la biblioteca de leyes de su condado o en la corte que le quede más cerca. Si no puede pagar la cuota de presentación, pida al secretario de la corte que le dé un formulario de exención de pago de cuotas. Si no presenta su respuesta a tiempo, puede perder el caso por incumplimiento y la corte le

podrá quitar su sueldo, dinero y bienes sin más advertencia.

Hay otros requisitos legales. Es recomendable que llame a un abogado inmediatamente. Si no conoce a un abogado, puede llamar a un servicio de

remisión a abogados. Si no puede pagar a un abogado, es posible que cumpla con los requisitos para obtener servicios legales gratuitos de un

programa de servicios legales sin fines de lucro. Puede encontrar estos grupos sin fines de lucro en el sitio web de California Legal Services,

(www.lawhelpcalifornia.org), en el Centro de Ayuda de las Cortes de California, (www.sucorte.ca.gov) o poniéndose en contacto con la corte o el

colegio de abogados locales. AVISO: Por ley, la corte tiene derecho a reclamar las cuotas y los costos extras por imponer un gravamen sobre cualquier recuperación de \$10,000 ó más de valor recibida mediante un acuerdo o una concesión de arbitraje en un caso de derecho civil.

Tiene que pagar el gravamen de la corte antes de que la corte pueda desechar el caso.

THE NAME AND ADDRESS OF THE COURT IS: (El nombre y dirección de la corte es): **Kings County Superior Courthouse**
1640 Kings County Drive
Hanford, CA 93230

THE NAME, ADDRESS AND TELEPHONE NUMBER OF PLAINTIFF'S ATTORNEY, OR PLAINTIFF WITHOUT AN ATTORNEY IS: (El Nombre, la dirección y el número de teléfono del abogado del demandante, o del demandante que no tiene abogado, es):

MICHAEL P. SMITH #206927
108 West Center Avenue
Visalia, CA 93291
559-738-5975

Date: (Fecha) Filed: 05/20/2020, (Secretario) Michelle S. Martinez, Clerk of Court.

NOTICE TO THE PERSON SERVED: You are served
Pub Dates: **11/2, 11/9, 11/16, 11/23/2020**

ORDER TO SHOW CAUSE FOR NAME CHANGE

CASE #37-2020-00035767-CU-PT-CTL

MELISSA SUSAN CHANTHAMA-YOST

Petition of (Name of each petitioner): **MELISSA SUSAN CHANTHAMA-YOST AND JANG DOOHAN YOST ON BEHALF OF KISABELLE CHANTHAMA, a minor, for Change of Name.**

TO ALL INTERESTED PERSONS:

Petitioner (name): **MELISSA SUSAN CHANTHAMA-YOST AND JANG DOOHAN YOST**
5315 Santa Margarita St, Apt. 7
San Diego, CA 92114
619-344-1190

ATTORNEY FOR (NAME) In Pro Per

For a decree changing names as follows:
Present name: **KISABELLE CHANTHAMA**
Proposed Name to: **KAYLA YOST GHANTHAMA**

THE COURT ORDERS that all persons interested in this matter shall appear before this court at the hearing indicated below to show cause, if any, why the petition for change of name should not be granted. Any person objecting to the name changes described above must file written objection that includes the reasons for the objection at least two court days before the matter is scheduled to be heard and must appear at the hearing to show cause why the petition should not be granted. If no written objection is timely filed, the court may grant the petition without a hearing.

NOTICE OF HEARING: DATE: **12/1/2020**
TIME: **8:30 am DEPT: C-61**
Superior Court of California, County of San Diego

San Diego Superior Court
330 West Broadway
San Diego, CA. 92101

Central Courthouse Hall of Justice
Due to the COVID-19 pandemic, which poses a substantial risk to the health and welfare of court personnel and the public, rendering presence in, or access to, the court's facilities unsafe, and pursuant to the emergency orders of the Chief Justice of the State of California and General Orders of the Presiding Department of the San Diego Superior Court, the following Order is made: **NO HEARING WILL OCCUR ON THE DATE SPECIFIED IN THE ORDER TO SHOW CAUSE.** The court will review the documents filed as of the date specified on the Order to Show Cause for Change of Name (JC Form #NC-120). If all requirements for a name change

have been met as of the date specified, and no timely written objection has been received (required at least two court days before the date specified), the Petition for Change of Name (JC Form #NC-100) will be granted without a hearing. One certified copy of the Order Granting the Petition will be mailed to the petitioner. If all the requirements have not been met as of the date specified, the court will mail the petitioner a written order with further directions. If a timely objection is filed, the court will set a remote hearing date and contact the parties by mail with further directions. A RESPONDENT OBJECTING TO THE NAME CHANGE MUST FILE A WRITTEN OBJECTION AT LEAST TWO COURT DAYS (excluding weekends and holidays) BEFORE THE DATE SPECIFIED. Do not come to court on the specified date. The court will notify the parties by mail of a future remote hearing date. Any Petition for the name change of a minor that is signed by only one parent must have this Attachment served along with the Petition and Order to Show Cause, on the other non-signing parent, and proof of service must be filed with the court.

A copy of this ORDER TO SHOW CAUSE shall be published at least once a week for four successive weeks prior to the date set for hearing on the petition in the following newspaper of general circulation, printed in this county in the San Diego Business Journal, 4909 Murphy Canyon Road, Suite 200, San Diego, CA 92123. Filed: Oct 15, 2020

By LORNA ALKSNE, Judge of the Superior Court
Dated: Aug 3, 2020

Publication Dates **11/16, 11/23, 11/30, 12/7/2020**

AMENDED SUMMONS

(CITACION JUDICIAL)
CASE NO: 37-2019-00028766-CU-BT-CTL

NOTICE TO DEFENDANTS: (AVISO AL DEMANDADO): **JAMES PLANTE, AN INDIVIDUAL YOU ARE BEING SUED BY PLAINTIFF: (LO ESTA DEMANDANDO EL DEMANDANTE):**

CHIEF REVENUE OFFICER

Chief Revenue Officer for subscription management company in Encinitas, CA. Must have MBA and relevant experience or equivalent. Send CV & references to Chargebee Inc, Attn: Craig, 374 N Coast Hwy 101, Encinitas, CA 92024 or email to craig@chargebee.com

IMMUNOLOGY RESEARCH SCIENTIST

Immunology Research Scientist (San Diego, CA): Conduct research & development projects on antiviral therapeutics against emerging human infectious agents. Establish research objectives & methodology, coordinate research plans & assist in designing procedures requiring a highly developed technical skill in immunology, cell biology, virology & molecular biology. Prep & maint virus stocks, cell lines & perform viral, cell-based, immunological & ADME/PK assays. Dvlp new assays, plan experiments & troubleshoot existing assays as req'd. Design & coordinate animal studies to test lead drug candidate efficacy in vivo for multiple small molecule antiviral development projects. Perform analysis & interpretation of research data, & share effectively in a team environment. Reqs: Ph.D. in Immunobiology. Send resumes to HR Mgr, Arisan Therapeutics, Inc. 11189 Sorrento Valley Rd, Ste 104, San Diego, CA 92121.

SR STATISTICAL PROGRAMMER

Sr Statistical Programmer. Synteract, Inc. Carlsbad, CA. (May telecommute from anywhere in US & report electronically to worksite.) Bach/MS in Stat/ Math/Biotech /rel/equiv & 5 yrs if Bach/3 yrs if MS programming exp. Hires submit to BG check. Send resume: Monica.Jewell@synteract.com Ref #104187.

KNIGHT GLOBAL LLC, A CALIFORNIA LIMITED LIABILITY COMPANY.

NOTICE! You have been sued. The court may decide against you without your being heard unless you respond within 30 days. Read the information below.

AVISO! Lo Han Demandado. Si no responde dentro de 30 días, la corte puede decidir en su contra sin escuchar su versión. Lea la información a continuación.

You have 30 CALENDAR DAYS after this summons and legal papers are served on you to file a written response at this court and have a copy served on the plaintiff. A letter or phone call will not protect you; Your written response must be in proper legal form if you want the court to hear your case. There may be a court form that you can use for your response. You can find these court forms and more information at the California Courts Online Self-Help Center (www.courtinfo.ca.gov/selfhelp), your county library, or the courthouse nearest you. If you cannot pay the filing fee, ask the court clerk for a fee waiver form. If you do not file your response on time, you may lose the case by default, and your wages, money and property may be taken without further warning from the court.

There are other legal requirements. You may want to call an attorney right away. If you do not know an attorney, you may want to call an attorney referral service. If you cannot afford an attorney, you may be eligible for free legal services from a nonprofit legal services program. You can locate these nonprofit groups at the California Legal Services Web site (www.lawhelpcalifornia.org), the California Courts Online Self-Help Center (www.courtinfo.ca.gov/selfhelp), or by contacting your local court or county bar association.

NOTE: The court has a statutory lien for waived fees and costs on any settlement or arbitration award of \$10,000 or more in a civil case. The court's lien must be paid before the court will dismiss the case.

THE NAME AND ADDRESS OF THE COURT IS: (El nombre y dirección de la corte es):
San Diego Superior Court
Central Division, Hall of Justice
330 West Broadway
San Diego, CA 92101

THE NAME, ADDRESS AND TELEPHONE NUMBER OF PLAINTIFF'S ATTORNEY, OR PLAINTIFF WITHOUT AN ATTORNEY IS: (El Nombre, la dirección y el número de teléfono del abogado del demandante, o del demandante que no tiene abogado, es):
Farid Novian (SBN 118129)/J. Joon Song (SBN 281391)

NOVIAN & NOVIAN, LLP
1801 Century Park East, Suite 1201
Los Angeles, CA 90067
310-553-1222

Date: (Fecha) Electronically Filed: 08/22/2019, (Secretario) Megan Diethenhofer, Deputy Clerk
NOTICE TO THE PERSON SERVED: You are served
Pub Dates: **11/16, 11/23, 11/30, 12/7/2020**

SUMMONS

(CITACION JUDICIAL)

CASE NO: 37-2019-00015931-CU-CL-CTL

NOTICE TO DEFENDANTS: (AVISO AL DE-

MANDADO): **KADRIYE Y TOK, AN INDIVIDUAL**

YOU ARE BEING SUED BY PLAINTIFF: (LO ESTA DEMANDANDO EL DEMANDANTE): **AMERICAN EXPRESS NATIONAL BANK, SUCCESSOR BY MERGER TO AMERICAN EXPRESS BANK, FSB.**

NOTICE! You have been sued. The court may decide against you without your being heard unless you respond within 30 days. Read the information below.

AVISO! Lo Han Demandado. Si no responde dentro de 30 días, la corte puede decidir en su contra sin escuchar su versión. Lea la información a continuación.

You have 30 CALENDAR DAYS after this summons and legal papers are served on you to file a written response at this court and have a copy served on the plaintiff. A letter or phone call will not protect you; Your written response must be in proper legal form if you want the court to hear your case. There may be a court form that you can use for your response. You can find these court forms and more information at the California Courts Online Self-Help Center (www.courtinfo.ca.gov/selfhelp), your county library, or the courthouse nearest you. If you cannot pay the filing fee, ask the court clerk for a fee waiver form. If you do not file your response on time, you may lose the case by default, and your wages, money and property may be taken without further warning from the court.

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San Diego Superior Court
Central Division, Hall of Justice
330 West Broadway
San Diego, CA 92101

THE NAME, ADDRESS AND TELEPHONE NUMBER OF PLAINTIFF'S ATTORNEY, OR PLAINTIFF WITHOUT AN ATTORNEY IS: (El Nombre, la dirección y el número de teléfono del abogado del demandante, o del demandante que no tiene abogado, es):
Lina M. Michael, Esq. (SBN 303847)

MICHAEL & ASSOCIATES, PC
555 St. Charles Drive, Suite 204
Thousand Oaks, CA 91360
805-379-8505

Date: (Fecha) Electronically Filed: 03/26/2019, (Secretario) Linda Sheffa, Deputy Clerk
NOTICE TO THE PERSON SERVED: You are served
Pub Dates: **11/16, 11/23, 11/30, 12/7/2020**

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