

SAN DIEGO BUSINESS JOURNAL

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November 30 – December 6, 2020 • \$5.00

2020 SD500

SPECIAL EDITION

THE MOST INFLUENTIAL PEOPLE IN SAN DIEGO

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SD500

SPECIAL EDITION

THE MOST INFLUENTIAL PEOPLE IN SAN DIEGO

■ By BRAD GRAVES

They are the kinetic energy in San Diego. They make the place move. The 500 leaders profiled within these pages are the driving force behind the economy and the community in the southwest corner of the United States. Without them, the region stands still.

Today, as in years past, the **San Diego Business Journal** presents its list of 500 most influential community leaders with its SD500 special issue.

Tapping its staff and its networks, the team at the San Diego Business Journal assembled the list of individuals that now sits before you. Though some

people make repeat appearances, the current list is not entirely the same as last year's. Which makes sense, because no two years are alike.

The SD500 is similar in scope to the San Diego Business Journal's Book of Lists, which tallies up San Diego's leading companies.

The SD500 groups its members by specialties or vertical markets, beginning with civic leaders.

Civic

2020 was a momentous year.

As COVID-19 disrupted familiar routines, San Diego's leaders changed
➔ *SD500 page 10*

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Maravai Goes Public

BIOTECH: Co. Raises \$1.62 Billion

■ By FRED GRIER

Maravai LifeSciences, which provides products used to develop drug therapies and novel vaccines, has raised \$1.62 billion in an upsized initial public stock offering.

The event took place on Nov. 13, and the San Diego-based firm projected to sell 50 million shares at between \$24 and \$27, expecting to net proceeds of about \$1.18 billion.

The company sold 60 million shares at \$27 per share, which was at the high end of its projected IPO price range. The shares began trading Friday on the Nasdaq exchange under the ticker symbol MRVI.

Maravai's prospectus lists 14 underwriters, led by **Morgan Stanley, Jefferies and Goldman Sachs.**

➔ *Maravai page 87*

Prometheus Raises \$130M

BIOTECH: Co. Has Promising IBD Drugs

■ BY FRED GRIER

Prometheus Bio, a company working on therapies and diagnostics for inflammatory bowel diseases (IBD), has raised \$130 million equity financing round.

It was led by familiar blue chip biotech investors **Eventide and RTW**, with participation from **Perceptive Advisors, Cormorant Capital, Cowen Healthcare Investments and Point72.**

➔ *Prometheus page 79*

IQHQ Raises \$1.7 Billion in Equity

FINANCE: Funding Coming From New and Existing Partners

■ By RAY HUARD

IQHQ, the Solana Beach firm behind the planned \$1.5 billion life science campus in downtown San Diego, has raised \$1.7 billion in equity from new and existing partners.

"It's exciting times," said **John Bonanno**,

chief investment officer of IQHQ. "It does take an awful lot of capital to develop large life science projects."

Bonanno said the funding puts the company's financing at just under \$2.5 billion, adding that the new money is a testament to investor confidence in the year-old firm.

"It's an awful lot of money. It goes pretty quickly when you're dealing with projects in excess of \$1 billion, very large projects," Bonanno said.

When the company started raising capital, the firm didn't have a history to build on.

➔ *IQHQ page 86*

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SDBJ INSIDER

By JAY HARN

Reducing Waste

The city of San Diego has recognized 10 businesses and institutions that have implemented or expanded innovative waste reduction and recycling programs.

The programs honored included everything from establishing a cigarette butt collection and recycling program, to creating a system to track solid waste tonnage to identify diversion opportunities.

Those honored were: **LJ Crafted Wines** where they have had wine membership utilizing reusable bottles with swing tops that are returned and exchanged. The **San Diego County Regional Airport Authority** for establishing a cigarette butt collection and recycling program. The butts are shipped **TerraCycle** which composts the cigarette paper and tobacco. The plastic filters are recycled and turned into outdoor benches and tables. **San Diego Mesa College** composted 16.34 tons of pre-consumer food scraps from campus cafeterias and coffee shops for the on-campus garden. **UC San Diego** had all construction and demolition projects be required to divert 75% of debris from landfills. **San Diego State University** implemented the SkySpark solid waste tracking system which is an online interactive waste dashboard that tracks tonnages specific to buildings on campus to help analyze and identify diversion opportunities. **Johnson R&D** made efforts to become a paperless facility, switching to digital signage to reduce the number of posters and flyers. The **Hazard Center** hosted an annual recycle and spring clean up event for tenants to properly dispose of items that normally are not recycled. The **San Diego Zoo** was honored for recycling electricity via a one-megawatt energy battery that stores and discharges energy during peak hours to assist with park operations. **Sharp Healthcare** diverted 4.2 million pounds of material from being dumped in the landfill. This included composting 500,000 pounds of food waste and reprocessing 106,000 pounds of surgical instruments. The **San Diego Food Bank** used a "Turbo Separator" to take unopened but damaged and inedible cans, boxes, and jars of food and separate the food from the packaging for compost and recycling.

"By reducing their carbon footprint in our communities, these workplaces are showing the community they care about the city's future," said **Gene Matter**, the city's environmental services interim director.

+++

In this era of COVID-19, bringing holiday cheer to those less fortunate has never been more important. Two local companies, **Allen Matkins Law Firm** and **San Diego Fluid Systems Technologies** joined Father Joe's Villages' Thanksgiving Day 5K to give back to their communities in a special way.

With social distancing being the norm the event could not be held in Balboa Park as it has for 18 years, so things looked a little different with each teammate being required to complete the "5K Your Way" remotely—from a location of their choice.

A great idea, not only did it allow for employees to bond while maintaining social distancing, but it opened up the event to more people who could participate at their own speed.

+++

Don't forget to register for the **San Diego Business Journal's** 2020 Corporate & Social Responsibility Diversity & Inclusion Awards which will be held virtually at 2 p.m. on Dec. 10. More information may be found at sdbj.com. ■

Little Italy Tower Will Go to New Heights

HOUSING: 36-Story Apartment Project to Be Among Tallest Downtown

■ By RAY HUARD

Trammell Crow Residential's Southern California Division has started construction of a 36-story apartment tower in Little Italy.

Named Simone, this will be Trammell Crow Residential's biggest project in San Diego, the tallest apartment tower in Little Italy and among the tallest buildings downtown.

"This is one of the few sites in Little Italy where a project of this scale and height is permitted, providing for spectacular unobstructed views and a unique residential experience in an A+++ residential market," said **Jessica Cassoloto**, development associate for Trammell Crow Residential.

Construction is expected to be finished in 2023.

With "a striking, nearly all glass façade," Cassoloto said Simone is meant to be "an impressive addition to the city skyline."

The project will have 358 market rate apartments, five penthouses and 32

➔ Tower page 87

Trammell Crow Residential



YEAR FOUNDED: 1977

CEO: Ken Valach

HEADQUARTERS: Dallas

BUSINESS: residential housing developer

EMPLOYEES: 274

WEBSITE: www.crowholdings.com

NOTABLE: With 11 offices in the U.S., Trammell Crow Residential has developed more than 250,000 residential units.



Rendering courtesy of Trammell Crow Residential.

Trammell Crow Residential is building a 36-story apartment tower in Little Italy.

Trust & Will Raises \$15M in Series B Round

TECH: Co. Will Expand Digital Estate Planning Software



Photo Courtesy of Trust & Will.

From left to right, Trust & Will's three co-founders Cody Barbo, Brian Lamb, and Daniel Goldstein. All three became newly fathers this year.

■ By FRED GRIER

San Diego-based **Trust & Will**, which aims to become the Turbo Tax of estate planning, has raised a \$15 million Series B round of funding.

The latest capital infusion comes at a time when the company has seen significant adoption on its platform, tripling its member base to roughly 160,000 customers.

To date Trust & Will has raised more than \$23 million in venture capital

funding, most recently closing its \$6 million Series A back in December 2019.

Jackson Square Ventures led the Series B financing, which included participation from new investors including **Northwestern Mutual Future Ventures**, **AARP**, **Rosecliff Ventures**, **Fifth Third Capital Holdings**, **Acorns CEO Noah Kerner** & **Jeff Cruttenden**, co-founder of **Say** and **Acorns**.

➔ Trust page 79

Trust & Will



FOUNDED: 20

CEO: Cody Barbo

HEADQUARTERS: Little Italy

BUSINESS: Online estate planning platform

EMPLOYEES: 26

WEBSITE: www.trustandwill.com

NOTABLE: The San Diego startup has raised \$23 million in venture capital, to date.

Virbela Sees Record Growth for Its Virtual Worlds

TECH: Company Aims to Be International Player

■ By FRED GRIER

San Diego-based **Virbela**, a company which builds engaging virtual worlds for remote work, learning, and events, has seen record user growth and international adoption for its online platform.

Benefiting from virtual conference trends caused by the coronavirus, the company has seen roughly a 600% increase in sales since March. It also saw an 78% increase in new user growth over the second quarter, with international markets accounting for 50% growth in the third quarter.

Virbela has quickly become the industry go-to for hosting large-scale virtual events, business conferences and online educational programs through an immersive 3D experience.

Notable clients using its platform include **Stanford Graduate School of Business**, the **Office of Naval Research**, **University of California**, **Massachusetts Institute of Technology**, **Honor Foundation**, and **eXp Realty**.

To accommodate rapid growth, the La Jolla-based company has scaled its team from 20 to 140 staffers over the last 12 months.



Alex Howland
CEO and President
Virbela

"This past year has brought a global surge of interest in new tools for remote work, distance learning and virtual events. People are burned out from the overload of video conferencing, and organizations are looking for solutions that recreate the community and social benefits of in-person interactions," said **Alex Howland**, president and co-founder of Virbela.

Remote-First Company

Virbela offers a modern, cloud-based virtual environment focused on education and team development with clients in various industries from government to retail. Its mission is to help organizations and people thrive in a remote-first environment.

Founded in 2012, by co-founders Alex Howland and **Ron Rembisz**. They launched the company shortly after receiving a \$1.74 million grant to explore the concept of a virtual workplace at **UC San Diego**.

The platform allows for an immersive video-game-like experience for employees, and it can accommodate thousands of users at once. It includes virtual campuses and offices populated by workers' avatars and available to rent for a monthly subscription rate.

The company offers an entire virtual campus that can accommodate 25,000 or more users starting at \$2,500 per month.

Virtual Events

In January and February, VirBELA might have had 10 or 15 people wandering

around the Open Campus. Now they're getting more than 400 a day, logged in to use the platform as a place to work.

"VirBELA provides an all-in-one virtual venue with expo halls, auditoriums, music stages, and social spaces like a soccer field and beach for attendees to explore and stay engaged," said Howland. "In this new world we live in, the future of the industry is virtual and we're honored to be able to offer so many companies the ability to host unique, personalized and memorable event experiences in the virtual worlds we build."

A number of companies are opting to set up private campuses where they can fully run a remote organization. In October, San Diego Startup Month and



Ryan Costello
Co-founder
Event Farm

the Cox Business 2020 Top Tech Awards turned to Virbela for their virtual events.

"The event industry has been turned upside down. There's a lot of great options available for remote work and collaboration, however, it's incredibly hard to replicate the experience you get at an in-person event," said Ryan Costello, co-founder of Event Farm. "Virbela has built a solution that is the closest thing I've experienced to real life and yet doesn't require custom hardware or a headset."

➔ Virbela page 87

FOUNDED: 2012

CEO: Alex Howland

HEADQUARTERS: La Jolla

BUSINESS: Builds engaging virtual worlds for remote work, learning, and events.

EMPLOYEES: Roughly 140

WEBSITE: www.virbela.com

NOTABLE: In 2018, Virbela was acquired by eXp World Holdings for \$11 million.

Trade prices are not sourced from all markets.

FOUNDED: 2008

CEO: Glenn Sanford

HEADQUARTERS: Bellingham, WA

BUSINESS: Cloud-based real estate brokerage firm

REVENUE: \$564 Million in Q3 2020

NET INCOME: \$14.9 Million in Q3 2020

STOCK: NASDAQ: EXPI

EMPLOYEES: 184

WEBSITE: www.expworldholdings.com

NOTABLE: The company has 35,877 agents on its platform, up 56% year over year.

Ubiq Security Raises \$6.4M in Seed Equity Round

TECH: Startup Aims to Attract Thousands of Developers

■ BY FRED GRIER

San Diego-based **Ubiq Security**, a cybersecurity startup working to simplify encryption, has closed a \$6.4 million seed equity round.

The round was led by **Okapi Venture Capital** and included participation from **TenOneTen Ventures**, **Cove Fund**, **DLA Piper Venture**, **Volta Global** and **Alexandria Venture Investments**.

The company will use the funds to accelerate platform development, developer relations, and customer acquisition, said **Wias Issa** founder and CEO of Ubiq.

Founded in 2019, Ubiq's mission is to simplify encryption for developers.

Earlier this year, the company launched its API-based developer platform aimed at helping global organizations secure their data while eliminating the guesswork, complexity of cryptography and encryption.

Enabling Developers

Its API-based encryption platform provides developers the tools they need to quickly add robust encryption to their applications and easily use the services they need to manage their keys and products.

In particular,



Wias Issa
CEO
Ubiq Security

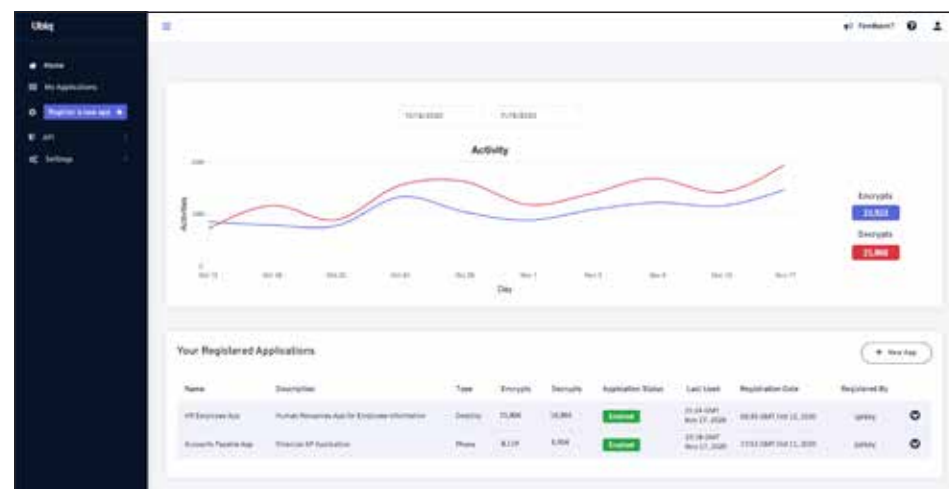


Photo Courtesy of Ubiq Security.

Ubiq's software provides a simple dashboard for developers enabling them to encrypt data across applications and programming languages, cloud environments, and storage types.

the encryption can be added to an application with a few lines of code and two calls using its application programming interface, or API.

"The software that powers today's global economy is built by some of the brightest developers in the world, whose expertise revolves around building fantastic products and experiences —generally not security and cryptography," said Issa. "Ubiq's software eliminates the costly and uphill battles for CTO's, CISOs, and compliance leaders, helping ensure the data in their products is secure."

The company's competitive advantage is that it can secure any form of data, regardless of its type or storage location, without impacting user experience or system performance.

In addition, the software can easily integrate into existing application, IoT devices, or can be installed on servers or endpoints

Working With Defense

Clients using its platform include the **U.S. Army**, and the **U.S. Department of Homeland Security**. The company is also working with Fortune 500 firms such as **Verizon**, **Hitachi**, and **DLT Solutions**.

Today, there is roughly 18 million active developers worldwide, the company is betting its strategy to make encryption as simple as possible will lead to significant adoption.

Ubiq is not the first to try to make adding encryption as simple as possible for developers.

StrongSalt, a security firm also debuted its own encryption-as-a-service platform focused on making encryption easy for developers to incorporate into their applications.

Building in San Diego

Looking forward, the startup will be focused on customer validation and user growth. The goal is to have several thousand developers actively using our platform, said Issa.

The company also may close another round of financing within the next six to nine months.

"By the end of 2021 and moving in 2022, we're going to put the foot on the gas as we acquire more customers," said Issa. "We've already started to get interest from **Blue Chip** investors, top VC firms, as well as corporate investment arms at large technology companies. People are starting to appreciate the problem set." ■

FOUNDED: 2019

CEO: Wias Issa

HEADQUARTERS: Carmel Valley

BUSINESS: Cyber security startup

FUNDING: Raised \$6.4 million, to date.

EMPLOYEES: 15

WEBSITE: www.ubiqsecurity.com

NOTABLE: Co. has partnership with U.S. Army and U.S. Department of Homeland Security.

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New Coastal Homes to Incorporate a Touch of Australia

HOUSING: Corrugated Metal Featured in Design of Imperial Beach Development

■ By RAY HUARD

An Imperial Beach housing development will bring a touch of Australia to South County with the use of corrugated metal as part of its design.

Designed by **DBRDS Design Studio** based in downtown San Diego, Breezeline Homes at 166



Eric Wilson
Owner
Breezeline Homes by
Holly Estates 1166,
LLC

DBRDS



YEAR FOUNDED: 2008

PRINCIPAL: Pauly De Bartolo, Ivan Rimanic, Craig Howard & Haneen Khater

HEADQUARTERS: Gaslamp Quarter

BUSINESS: Architecture and Design

NUMBER OF EMPLOYEES: 7

WEBSITE: DBRDS.com

NOTABLE FACT ABOUT THE COMPANY: DBRDS is an Australian-born international-style Architecture & Design studio.

Breezeline Homes by Holly Estates 1166, LLC



FOUNDED: 2020

OWNER: Eric Wilson

HEADQUARTERS: Imperial Beach

BUSINESS: housing developer

EMPLOYEES: one

NOTABLE: Wilson forms a new company for every project he builds and focuses on Imperial Beach



Rendering courtesy of DBRDS

Breezeline housing development owes its eye-catching design to Australian-born project designer Pauly De Bartolo.

Hooley Ave. will have 15 single-family homes ranging from 1,800 square feet to 2,153 square feet.

"This is really going to stand out as unique," said **Eric Wilson**, developer of Breezeline.

"This is the first time that we've ever done corrugated metal on a residential structure. These buildings, I've never seen anything like it," Wilson said. "We wanted to do something that was modern but still with a coastal feel with that Australian



Pauly De Bartolo
Principal
DBRDS

touch of modernism."

Painted blue, the corrugated metal forms a wide distinctive band along the roofline of the homes that stands out sharply from the white stucco of the rest of the façade.

Corrugated metal is more commonly associated with industrial and commercial buildings.

Inspiration

The idea to use it on single-family homes came from **Pauly De Bartolo**, principal of DBRDS Design Studio.

De Bartolo is an Australian by birth and he said he wanted to bring a touch of his homeland to Breezeline.

➔ Coastal page 86

QED Systems to Plan Ship Maintenance

DEFENSE: U.S. Navy Could Extend the Three-Year Contract at its Option

A U.S. Navy ship is a complex human creation that exists in a harsh world. The weather and elements are not kind to it. The ship's mission adds plenty of other stresses. Realizing this, the Navy sets aside time to maintain and modernize its ships.

A Virginia company, **QED Systems Inc.**, helps the Navy plan such maintenance periods. In a deal that will bring tens of millions of dollars to the San Diego region, QED received a three-year contract to provide such services to the Navy.

The deal calls on QED to provide engineering and planning support services. It will work in San Diego and two other port cities to help the Navy plan maintenance and modernization for various types of surface ships, including guided missile cruisers, guided missile destroyers and various types of amphibious assault ships.

The entire deal is worth \$76.4 million. The contract runs through October 2023. Some 43% percent of the contract — or \$32.9 million — will be performed in San Diego.

The Navy has options on the contract that would increase the total value of the work to \$229.4 million.

QED, which has its main office in Virginia Beach, Virginia, was the only bidder on the deal. The Naval Sea Systems Command of Washington, D.C. awarded the contract, announced on Oct. 28.

QED has been providing planning services in support of U.S. Navy maintenance



Photo courtesy of U.S. Navy

QED Systems' maintenance planning efforts will cover several types of U.S. Navy surface ships, including guided missile destroyers similar to the USS Paul Hamilton pictured here.

and modernization evolutions from the time the company first started in 1969. The business also plans work on U.S. Navy aircraft carriers and littoral combat ships.

Viasat to Conduct Studies for Air Force

The U.S. Air Force awarded **Viasat Inc.** (Nasdaq: VSAT) an indefinite delivery, indefinite quantity contract for development of prototype space systems. The contract has a ceiling of \$50.8 million and work will be done in Carlsbad. Under the deal, Viasat will provide studies, design, manufacturing, integration, performance qualification, network space segment elements, launch, flight and demonstration of prototype space systems. This also includes the development,

integration and demonstration with ground terminals in conjunction with the government Ground Segment to reduce risk and assess performance and functionality for future protected service. It includes the associated program management, system engineering, certification, integration, test and evaluation and configuration management. Work is expected to be completed by February 2026. The award is the result of a competitive acquisition with one offer received. The Air Force Research Laboratory at Kirtland Air Force Base, New Mexico awarded the deal, announced on Nov. 20.

AAR to Support Clipper Aircraft

The U.S. Navy awarded **AAR Government Services Inc.** an aircraft support

contract that could be worth as much as \$148.4 million over five years. Some 9% of the deal will be performed at Naval Air Station North Island, meaning the local impact could be as much as \$13 million.

Under the indefinite delivery, indefinite quantity contract, AAR will provide logistics support for operating and maintaining the C-40A Clipper aircraft — the military version of the Boeing 737-700C — as well as aircraft subsystems, appliances and support equipment.

The deal was competitively procured via an electronic request for proposal. The government received three offers. The Naval Air Systems Command at Patuxent River, Maryland, awarded the deal, announced on Nov. 23.

Weather Radar Work Awarded

The U.S. Navy awarded New Jersey-based **Basic Commerce and Industries Inc.** a five-year contract for research, development, production, integration, installation, software support and maintenance of Weather Radar Through-the-Sensor systems. Some 5% of the work will be performed in San Diego. The indefinite delivery, indefinite quantity contract has a \$12.3 million ceiling. The Naval Information Warfare Center Pacific, San Diego awarded the deal, announced on Aug. 28. ■



3 Ways Your Company Can Help the Food Bank Feed Families in Need and Those Impacted by the COVID-19 Pandemic

1) Volunteer

Volunteer at the San Diego Food Bank's 90,000-square-foot warehouse in Miramar or the North County Food Bank's 40,000-square-foot warehouse in Vista.

- » The Food Bank is following all social distancing protocols and health and safety guidelines set by the CDC, state, and local authorities.
 - » All volunteers wear PPE including masks and gloves, and our facilities are disinfected regularly.
 - » We offer 2- or 3-hour volunteer shifts Monday through Saturday.
- For more information, visit: SanDiegoFoodBank.org/Volunteer or NorthCountyFoodBank.org/Volunteer

2) Donate Through Payroll Giving

Donate monthly through your company's payroll giving program. Your donation could be doubled with a matching gift from your employer. To see if your employer participates, visit: SanDiegoFoodBank.org/Payroll or NorthCountyFoodBank.org/Payroll

3) Host a Virtual Food Drive

Host a company-wide Virtual Food Drive this holiday season!

- » You can donate food easily online via the Food Bank's website.
- » Using your logo, we can customize a Virtual Food Drive for your business!
- » Set up a competition between departments to see who can raise the most food. For more information, visit: SanDiegoFoodBank.org/Virtual or NorthCountyFoodBank.org/Virtual

Every \$1 donated provides 5 meals!

\$1=



The Food Bank is a 4-star Charity



The Food Bank has received Charity Navigator's highest rating for eight consecutive years. Only 7% of charities nationwide receive this rating.



SanDiegoFoodBank.org | NorthCountyFoodBank.org



TOURISM, RETAIL & HOSPITALITY

Mariel Concepcion | mconcepcion@sdbj.com

Cross Border Adds Facial Recognition Tech

Pedestrian Skybridge Hopes to Further Secure Check-In Process

■ By MARIEL CONCEPCION

Cross Border Xpress (CBX) is improving its check-in process.

The 390-foot-long pedestrian skybridge that connects San Diego directly to the **Tijuana International Airport** has implemented a biometric facial comparison technology to its terminal. The addition, according to CBX CEO **Jorge Goytortua**, is to provide travelers a streamlined and secure touchless option, specifically during COVID-19.

Travel Experience

"The travel has been hugely impacted because of COVID-19, especially the first few months. But that number has been increasing month-over-month," he said. "In April, we were at 95% of customer count. By May, we were down 85%. Currently, we are at 30% down year-over-year. So, the market has been really improving. With this many people willing to travel, we are taking all sorts of different precautions to make sure the travel experience is seamless, secure, fast, efficient and especially touchless."



Jorge Goytortua
CEO
Cross Border Xpress

CBX has added eight physical facial recognition portals to be used by customers coming into the United States, said Goytortua, at the **U.S. Customs Border and Protection (CBP)** stations. Travelers arriving at the primary booth at CBP will have their photo taken, he said. Within a matter of seconds, that image will be linked to all of that individual's travel documents, allowing the customer to cross the border more expeditiously.

The biometric facial recognition technology is an initiative that U.S. entities have been implementing for a while, said Goytortua. But, CBX is the first pedestrian border bridge to successfully implement the feature.

Cross Border Xpress App

Concurrently, CBX launched the Cross Border Xpress app, he said. In addition to being able to purchase tickets via the CBX website and through airlines, passengers can now buy tickets more efficiently via their mobile devices. Additionally, travelers can fill out immigration cards and healthy questionnaires via the app, Goytortua said, the latter which is now a requirement for those traveling through Mexico as a result of the pandemic.

"Customers can link their tickets on the app and access CBX without any personal contact with someone," he said. "All of that developed within the last few months (since COVID-19)."

Fully Touchless

With the facial comparison advancement, CBX is pretty much fully touchless, which was the goal, said Goytortua. Also on the coronavirus front, CBX is making sure all travelers are practicing social distancing as well as wearing face masks, among other safety protocols. As a result, CBX was recently awarded a "Safe Travels" stamp, which is a global safety and hygiene certification by the **World Travel and Tourism Council**. ■

CROSS BORDER XPRESS



FOUNDED: 2015

CEO: Jorge Goytortua

HEADQUARTERS: Otay Mesa

BUSINESS: 390-foot-long pedestrian skybridge that connects ticketed passengers traveling through Tijuana International Airport and a terminal in San Diego.

EMPLOYEES: 250

WEBSITE: www.crossborderxpress.com

NOTABLE: Some 250,000 to 400,000 CBX users came to San Diego in 2018.



Grand Restaurant Group, an Escondido-based hospitality firm, opened Cork & Knife, a small production wine store in Escondido last week.

Grand Restaurant Group Opens Wine Store

Cork & Knife Escondido Will Offer Close to 100 Wine Varieties

■ By MARIEL CONCEPCION

Grand Restaurant Group, a local hospitality firm with a focus on reconceptualizing pre-existing restaurants, is diversifying its brand.

The Escondido-based company recently opened **Cork & Knife**, a small batch wine store that will offer close to 100 varieties for both in-person and online purchase. The over 1,000 square foot location, which is part of a 10,000 square foot space that was formerly a **Marie Callender's** restaurant, will also specialize in artisan meats and cheeses from around the world, cheese and wine pairings, seasonal tapas and catering.



Sandra DiCicco
CEO
Grand Restaurant Group

Various Revenue Streams

Derry Robert Van Nortwick is the project manager for Cork & Knife. He said the impetus behind the venture was to create a new multi-concept business model that provides relatively low overhead and various revenue stream.

Cork & Knife will be housed alongside Grand Restaurant Group's newest **DiCicco's** restaurant, which will also be located where Marie Callender's used to be. DiCicco's is scheduled to open in Escondido by the end of year. The two food places will have separate entrances, he said.

"I think restaurateurs and the industry overall has been moving this way for a while. The cost of doing business is going up everywhere you go, especially in hospitality, which has now taken such a gut punch with COVID-19," said Van Nortwick. "In my world, I have to think of the industry and where it is going – a lot of it is going toward lower overhead in terms of human resources. So, this model only requires a couple of folks to run it but offers many ways to make a sale and engage and find a customer. That is the framework of the business model. People are thinking, 'how can I work in this world, in a marketplace that is continuously changing and with food cost going up?' You have to think outside the box."

Cork & Knife functions as a wine shop as well as a cheese and meat retail store, he said. There are also roughly 15 tables that patrons can sit at and enjoy a cheese board or a small tapas plate and wine, which adds a social aspect to Cork & Knife, said Van Nortwick. Additionally, customers can visit the Cork & Knife site and order cheese and cured meat platters as part of the catering program.

Van Nortwick described the atmosphere at Cork & Knife as a clean and airy aesthetic. He said the interior features bright colors, brass elements and a lot of stone. The goal, he said, is for customers to feel happy when they step foot inside.

\$55 Million in 2021

The location, which cost Grand Restaurant Group about \$42,000 to build-out, will employ two to three staff members, said Van Nortwick. The Escondido opening will be followed by another location in Rancho Santa Fe (700 square feet) and then another in Clovis (1,500 square feet), a city near Fresno.

With the new additions and despite the economic downturn due to the pandemic, the company's revenue is projected to grow from roughly \$45 million in 2019 to about \$55 million by the end of 2021.

Van Nortwick said, although San Diego has shut down indoor dining again in response to increasing coronavirus infection rates, he is bullish on the future of Cork & Knife.

"You know, when you are an entrepreneurial person, you have to be extremely optimistic and only concern yourself with the end result," he said. "A lot of things right in front of you are not going to be factors six months from now, a year from now. You can't spend time worrying. You have to persevere and keep going. We are building something for the future of others."



Derry Robert Van Nortwick
Project Manager
Cork & Knife

Cautious Optimism

Sandra DiCicco is CEO of Grand Restaurant Group, which also owns **Bellamy's** and **DiCicco's** restaurants in Escondido, **Nick & G's** in Rancho Santa Fe and Carlsbad's **Giaola Italian Kitchen**. She is equally confident.

"We (Grand Restaurant group) always look towards the future with cautious optimism," she said. "Cork & Knife is a great concept that we were able to leverage into our existing locations to diversify our brands and further serve the communities they are established in. We have faith in our team and the people who have supported us throughout the years to make our ventures successful." ■

Grand Restaurant Group



FOUNDED: 2008

CEO: Sandra DiCicco

HEADQUARTERS: Escondido

BUSINESS: hospitality group.

REVENUE: \$40M to \$45M in 2019, projected to reach \$50M to \$55M in 2021

EMPLOYEES: 250

WEBSITE: www.grandrestaurantgroup.com

NOTABLE: DiCicco is a 64-year-old Italian restaurant and pizzeria chain which has opened 19 restaurants around California.

Computers 2 Kids



Information

Cheri Pierre
Phone Number: 858-200-9790
Email: info@c2sdk.org

COMPUTERS 2 KIDS, SAN DIEGO

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<https://twitter.com/c2sdkids>
<https://www.linkedin.com/in/c2sdk/>
<https://www.instagram.com/c2sdk/>
Top Executive: Cheri Pierre
Top Executive Title: CEO
Events, Assisting at School Computer Distributions, Computer Refurbishing, Computer Library Training, Resource/Community Fairs, Grant writing, and Social Media

Mission Statement

Computers to Kids, San Diego (C2K) believes all children and their families, regardless of their economic status, need to be computer literate and have equal access to technology and the crucial educational, occupational, and financial resources that technology can provide to improve their educational options and their futures.

Goals for 2020-2021

C2K has been refurbishing and distributing computers to low-income families for over 15 years and is a national leader in the effort to bridge the digital divide. Since the school closures, C2K has refurbished more than 20,000 computers to meet the requests from families struggling to help their child complete in-home education, and from colleges providing computers for thousands of their students. And in support of the Executive Order on Strengthening the Child Welfare System for



America's Children, C2K is delivering systems to foster children throughout California. The need for more technology is and will continue to be high as we fulfill the technological shortfall facing our education system today.

Service Area

California, Nevada, Arizona
Since COVID-19 Pandemic, shipping computers nationwide



Fundraising Events (or Areas of Funding)

The San Diego Regional Chamber of Commerce, Cox Communications, the San Diego County Office of Education, District 6 Councilmember Chris Cate, and Computers 2 Kids (C2K) are launching the Meet The Need Computer Drive beginning September 28th through October 31st. The goal is to rally businesses and the community to Meet the Need during the COVID-19 Pandemic and donate their unwanted electronics to help families realize their dreams for a strong education. Individuals and small, medium, and large-size businesses can donate their computers directly to C2K today, pledge a future donation, or host a computer collection drive. I have attached two flyers and the link to the webpage is: www.c2sdk.org/MeetTheNeed.



Volunteer Opportunities

Computers 2 Kids, San Diego is looking for volunteers that share our passion for youth, community, and technology. Volunteer positions include: Administrative/Clerical Support, Assisting at E-Waste Events, Assisting at School Computer Distributions, Computer Refurbishing, Computer Library Training, Resource/Community Fairs, Grant writing, and Social Media

Giving Opportunities

Your support keeps kids connected. \$0.97 out of every dollar that comes into C2K is put directly into getting computers into kids hands so they stay connected to their online classes, ending the digital divide for them and their families.



We can also take your unwanted electronics. C2K accepts all working and non working electronics. Just bring them to our warehouse and we will make the best use possible out of every one of your discarded items.

Board of Directors & their Company/Affiliation

Tammy Hershfield,
C2K Co-Founder and Board Chair

Larry Hershfield,
C2K Co-Founder and Board Vice-Chair; Ranch Capital, LLC

Cheri Pierre,
CEO, Computers 2 Kids

Mary Valerio,
C2K Board Treasurer; Department of Justice, Office of the State Attorney General

Larry Bloch,
Financial Investor & Entrepreneur

Ray Chan,
San Diego Padres

Thomas Aurelio Davis,
Center for Educational Innovation

Mark Johnson,
MJB Freight Systems, Inc

Scott Kaplan,
Media Personality, The Scoot and BR Show

Gary Levine,
Gallagher Levine San Diego
MyMy Lu,
Sempra Energy

Gus Magee,
Retired City of San Diego Administrator

Adriana Mendoza,
Cox Communications

Rick Peters,
The Legacy Foundation

Cameron Rooke,
Mercedes-Benz of Escondido

Andreas Roell,
Analytics Ventures

David Wax,
Waxie Sanitary Supply Company

Rick Weitzen,
Weitzen & Phillips L.L.P.

SD500

➔ from page 1

course, and spent time and effort to get the community on a better footing.

There were people like **Jim Floros**, president and CEO of the **Jacobs & Cushman San Diego Food Bank**, which stepped up efforts to provide relief for the hungry during COVID-19. There were people like **Nancy Sasaki**, CEO of **United Way of San Diego County**, whose organization helped provide utility and rent payments to low-wage workers and those who faced a reduction in wages. And Deacon **Jim Vargas**, president and CEO of **Father Joe's Villages**, San Diego's largest homeless services provider. The latter organization's mission to provide comprehensive housing programs and integrated supportive services took on a new urgency as COVID-19 threatened the health of San Diego's poor.

As businesses slowed because of COVID-19, **Donna DeBerry**, president and CEO of the **Central San Diego Black Chamber of Commerce**, led efforts to put relief funds in the hands of Black business owners, who were underrepresented in federal business relief efforts. As public health rules limited restaurants' ability to operate indoors, people like **Betsy Brennan**, CEO of the **Downtown San Diego Partnership**, helped restaurants generate more business by moving tables outdoors into public spaces such as sidewalks and streets.

In addition to their new efforts, the people in our civic institutions did the same as they in 2019 and before by bringing business people together to improve the community.

Health and Sciences

The health and science community provided a backbone for the San Diego economy as international concerns turned to infectious diseases. It also helped those who fell ill.

Resmed, under the direction of CEO **Mick Farrell**, almost quadrupled the number of ventilators it produced for people fighting COVID-19. **Dexcom**, under the direction of President, CEO and Chairman **Kevin Sayer**, helped patients and health care providers keep diabetes in check.

Hospital leaders oversaw the treatment of San Diego's sick during the pandemic. The group included **Steve Dietlin**, CEO of **Tri-City Medical Center**; **Jane Finley**, senior vice president and area manager of **Kaiser Permanente**; **Patricio Frias**, president and CEO of **Rady Children's Hospital and Health Center**; **Diane Hansen**, president and CEO of **Palomar Health**; **Christopher Howard**, president and CEO of **Sharp HealthCare**; **Barry Jantz**, CEO of the **Grossmont Healthcare District**; **Patty Maysent**, CEO of **UC San Diego Health**; **Robert Smith**, director of the **VA San Diego Healthcare System**; and **Chris Van Gorder**, president and CEO of **Scripps Health**; as well as many others.

Real Estate

The SD500 includes the real estate experts, who turn the raw Southern California chaparral into new places to live and work. Just as significantly, they identify properties not quite living up to their potential and reinvent uses for them via infill development.

The U.S. Navy got a new administration building on the waterfront in 2020, with the help of **Douglas Manchester**, chairman of **Manchester Financial Group**, and **Perry Dealy** of **Dealy Development**

Inc. The vision for the master-planned development surrounding the Navy headquarters changed, as **IQHQ CEO Steve Rosetta** and his team reimagined the area as a life science campus.

Luxury real estate kept its allure while housing in prosperous neighborhoods maintained value. Meanwhile, people such as **James Schmid** of **Chelsea Investment Corp.** worked to develop affordable housing options.

Leading Industries

Mike Krenn with **Connect With San Diego Venture Group** and **Rory Moore** of **EvoNexus** continued to mentor young companies with new, technology-heavy focuses. **Jan Tharp**, president and CEO of **Bumble Bee Seafood Co.**, put new life into one of San Diego's oldest companies; the tuna industry's history in San Diego goes way back.

New U.S. Navy leaders came to the region. **Rear Adm. Douglas Small** became commander of NAVWAR (the information technology command previously known as SPAWAR) while **John Pope** became the civilian executive director of the organization. NAVWAR bears watching as the Navy moves to modernize its headquarters in Old Town. Across the bay at Naval Base Coronado, **Vice Adm. Kenneth Whitesell** became the new "air boss" in charge of aircraft carriers and those who fly from them. Whitesell's formal titles are Commander Naval Air Forces and Commander Naval Air Force, U.S. Pacific Fleet.

Professional Services

The attorneys, certified public accountants and others in the professional services category helped clients navigate the new normal. People like **William Eigner**, partner with **Procopio, Cory, Hargreaves & Savitch**, helped clients with mergers and acquisitions. **Cayce Lynch** has facilitated unprecedented growth at the **Tyson & Mendes LLP** law firm, and in January became the youngest person in firm history to be named partner.

Victor Ramsauer, CEO of **LevitZacks**, led his company to be one of the best accounting firms to work for in the United States, as determined by **Accounting Today**, as well as the top small company to work for in San Diego — on a list compiled by the **San Diego Business Journal**.

The **Bill Howe Family of Companies**, run by **Bill Howe** and **Tina Howe**, marked its

40th year offering plumbing, heating and other building services. In 1980 there was not truck fleet, and headquarters was an apartment in Pacific Beach.

Finance

Members of the SD500 include the money people, who put capital to its best use. Venture capitalists and fund managers saw diamonds in the rough. **Quinn Li**, who leads **Qualcomm Ventures**, placed bets on exciting, technology-focused businesses. One of the more mature is **Brain Corp.**, which gives service vehicles like industrial floor scrubbers the ability to operate autonomously.

Profit was not the sole motive. People such as **Kim Folsom**, co-founder and CEO of **Founders First Capital Partners**, dedicated themselves to addressing disparities in revenue and job growth among businesses led by underrepresented founders.

Education

At San Diego's universities, leaders developed new ways of doing things as it became apparent in the spring that people should not congregate on campus. Some, such as Chancellor **Pradeep Khosla** of the **University of California, San Diego**, simultaneously oversaw further growth and development of their campuses. Like other K-12 school administrators, **Cindy Marten**, superintendent of the **San Diego Unified School District**, took on a new role — seeing that the health and educational needs of her students were met in the face of COVID-19. She and other school officials in San Diego County worked to maximize the opportunities in distance education.

Technology

Qualcomm Inc. executives such as CEO **Steve Mollenkopf** and President **Cristiano Amon** continued to take fifth-generation (5G) wireless communication into the world at large. The speed of the technology promises great things for the market and for the company. Executives from **Cox Communications**, such as Senior Vice President and Region Manager **Sam Attisha**, **Cox Business West Region Vice President Larry Coval** and Vice President of Field Operations **Ingo Hentschel** kept people connected via internet and the mass media. With schools closed, businesses such as **Cox** stepped in to help, providing ways for homebound

students to get to their lessons remotely. Also keeping local businesses connected via internet, was **Duane Cameron**, vice president of **Cox Business**.

Rick Baldridge took the CEO's job at **Viasat** with plans to launch fast, world-wide satellite service in a few years. **Gerry Borja** of **Oracle** worked to put more veterans to work in tech while also pushing for diversity and inclusion in general. **Scot Chisholm** and **Classy** helped raise funds to alleviate pain and promote good causes.

Lifestyle

Chip Brewer continued with big plans for **Callaway Golf**, announcing that he will grow the company with the addition of **Topgolf** — an attraction that combines the appeal of a driving range and a sports bar. At **TaylorMade Golf**, CEO **David Abeles** oversaw the insertion of data capture technology into the company's golf clubs, offering analytics to the player.

Maria Trakas Pourteymour and **Sean Pourteymour** of **Luna Grill** helped Southern California residents eat healthier; **Luna Grill** has been a growth story for the couple. **Brigantine Restaurant Corp.**'s **Michael Morton** opened several new venues on the Embarcadero, next to the sailing ship **Star of India** and **San Diego Bay**, attracting both locals and visitors.

Roxana Velasquez, executive director of the **San Diego Museum of Art**, took her institution's collection outside the walls and across state lines by expanding the museum's content on the internet. **David Bennett**, general manager of the **San Diego Opera**, staged performances of "La Bohème" in the parking lot of the **Pechanga Arena**, bringing both social distancing and a unique flair to the production. Even during COVID-19, culture endures, thrives and gives hope.

Icons

Members of the SD500 have done a lot. Not all of it has been exclusively their doing. Many of these people have inherited organizations and situations built by others. The SD500 stands on the shoulders of a previous generation of San Diegans, which we call the Icons. The number of icons grows every year. If San Diego was a sports team, these would be the people whose numbers had been retired. The icons are profiled elsewhere in this issue. ■



IQHQ is moving forward to create the **Research and Development District (abbreviated RaDD)** on more than eight acres on the San Diego waterfront, on the same site as the new U.S. Navy headquarters building.

Photo courtesy of IQHQ

2020

SD500

SPECIAL EDITION • THE MOST INFLUENTIAL PEOPLE IN SAN DIEGO

*what's
inside:*

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LETTER FROM THE PUBLISHER



We are excited to present you with this special, annual edition of the San Diego Business Journal: SD500. This edition focuses on the most influential people in San Diego that are making a significant impact on our business community and the community at large.

Months of research went into selecting the executives featured here. They represent deep knowledge of their industries as well as charisma and leadership. They represent the diverse array of business leaders that define our great city.

We hope you will spend some time with this issue, either in print or online. We are confident the SD500 will inspire, intrigue and spark conversations. Many of the executives we have named you will already know, but you will also be introduced to some new faces.

Thanks to our entire staff for their efforts in creating this issue and a special thank you to all of the businesses who continue to support the San Diego Business Journal. With your support we can continue to invest in producing quality journalism and premier events for our community.

Barb Chodos

President & Publisher

San Diego 500 Icon List Sees New Additions

LEADERSHIP: Business and Organization Leaders Leave Legacy of Lasting Change

■ By JAY HARN

The San Diego community has many people who have contributed so much to its economic story over the years that they have left a legacy of lasting change. These people can only be described as icons.

This year, **The San Diego Business Journal** again honors these individuals whose names have become synonymous with the city and the region.

Several new additions have been added to this year's list of icons, including: **Lidia S. Martinez** who recently retired from **Southwest Airlines** and has been recognized for her giving spirit and deeply rooted sense of community. She is one of five individuals who successfully created the outreach platform for Southwest to invest and engage in communities of color helping her company set the standard for outreach and corporate social

responsibility. She was also honored with a San Diego Business Journal Women in Business Lifetime Achievement Award this past year.

Other new additions include **Stath Karras**, executive director of the Burnham-Moores Center for Real Estate at the **University of San Diego**. Karras was also honored with a lifetime achievement award this past year at the SDBJ Commercial Real Estate Awards. **Tom Karlo**, retiring long-time general manager of **KPBS** also joins our icon list this year as does **Jerry Sanders**, CEO of the **San Diego Regional Chamber of Commerce**. Sanders is a former mayor of San Diego and former police chief who has contributed significantly to the history and well-being of the city and region.

Al Baldwin also joins the icon list this year. Baldwin is CEO/chairman of **Baldwin & Sons**, the developer of South County's Otay Ranch. **David and**

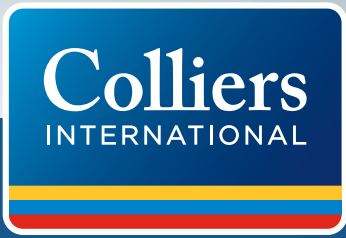
Leslie Cohn, co-founders of the **Cohn Restaurant Group** have also joined our icon list this year. The husband and wife team opened their first restaurant in 1982 and since then have amassed an eclectic collection of nearly two dozen restaurants throughout the region, including **The Prado** at Balboa Park, **Indigo Grill**, and **333 Pacific**. They also co-founded the **Garfield School Foundation** in 1996, a culinary arts program for at-risk youths.

Also being added to the icon list this year is **T.W. (Bill) Hoehn III**. As the third generation to work in the car dealership business – he succeeded both his father and grandfather -- the Hoehn name has become synonymous with San Diego new cars. Hoehn has served on the boards of the **San Diego County YMCA**, **Fuller Foundation** and the **Bishop's School**. Also a name connected to automobiles in San Diego is **Stephen Cushman** who joins our icon list this year. Cushman is

a fourth-generation San Diegan whose career includes real estate development, auto dealerships, and he has also been a key advisor to mayors, councils and commissions. He served on more than 70 boards and his family owns the **Grossmont Center** in La Mesa.

Qualcomm CEO **Steve Mollenkopf** joins the icon list this year. He has been CEO of Qualcomm since 2014 and previously served the company as president and COO. He has steered the major San Diego company through several legal battles and this past year won a significant legal battle with the FTC. **Thomas Sudberry Jr.** founded Sudberry Properties in 1979. He has developed retail, office, multifamily and mixed use projects throughout the region and he joins our Icon list this year.

Now the question is who will join next year's list of Icons? Detailed profiles of these icons and others begin on page 72.



We don't just see
a real estate firm.

We see a place
where leaders
are born.

At Colliers, our
enterprising culture
empowers our people to
do their very best work,
uncovering opportunity
and helping our clients
see what could be.

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colliers.com/sandiego

Accelerating success.



Andy La Dow
Managing Director
San Diego Region



KIMBERLY J. BECKER

PRESIDENT AND CEO, SAN DIEGO COUNTY REGIONAL AIRPORT AUTHORITY

As President and CEO of the San Diego County Regional Airport Authority, Kim Becker is responsible for management oversight of the Airport Authority and San Diego International Airport, which is the busiest single-runway airport in the country. Becker also serves on the boards of the San Diego Regional Chamber of Commerce, the San Diego Regional Economic Development Corp. and the San Diego Tourism Authority. She has 30+ years of experience in the aviation industry.



NIKIA CLARKE

VICE PRESIDENT & EXECUTIVE DIRECTOR, SAN DIEGO REGIONAL EDC/WORLD TRADE CENTER SAN DIEGO

Nikia Clarke is vice president of the San Diego Regional EDC and serves as executive director at World Trade Center San Diego. Prior, Clarke worked as a consultant for Oxford Analytica and was the director of Oxford University China Africa Network. Clarke is an appointee to the U.S. Department of Commerce's National Investment Advisory Council and is a board member for SDSU's international business program.



BETSY BRENNAN

CEO, DOWNTOWN SAN DIEGO PARTNERSHIP

Betsy Brennan leads the Downtown San Diego Partnership, a member-based organization that promotes an economically and culturally vibrant urban center for Downtown's residents, visitors and employees. Brennan previously worked as Chief of Staff for then-Council President Scott Peters. She also held executive positions at the Coastal Community Foundation of South Carolina, Tahoe Forest Health System, Cal Poly San Luis Obispo, and SDSU, and was recognized as one of SDBJ's 2019 Business Women of the Year.



SHARON CLOWARD

PRESIDENT, SAN DIEGO PORT TENANTS ASSOCIATION

Sharon Cloward has been president of the San Diego Port Tenants Association since 2004. The group has more than 300 business members representing the five cities that surround the San Diego Bay. Association members range from ship repair and builders to shopping complexes and restaurants. Under Cloward's leadership, association membership has grown by 40 percent.



STEPHANIE BROWN

FOUNDER & CEO, ROSIE NETWORK

Stephanie Brown, spouse of retired SEAL Admiral Tom Brown, has built a network of more than 30,000 veteran and military spouse business owners by providing no-cost entrepreneurial training, mentorship and the largest searchable database of its kind, Rosie's List. Named SBA Veteran Small Business Champion of the Year, Most Influential Military Spouse Business Owner and San Diego's Our City Innovator of the Year, Stephanie is a nationally recognized subject matter expert and sought after speaker on military families and entrepreneurship.



JULIE COKER

PRESIDENT AND CEO, SAN DIEGO TOURISM AUTHORITY

Julie Coker is the president and CEO of the San Diego Tourism Authority (SDTA) where she oversees the organizations efforts to promote and sell San Diego as a top destination. The SDTA's mission is to drive visitation to San Diego to economically benefit the region. Coker serves on the boards of CalTravel, San Diego Regional Center, San Diego Regional EDC, Meeting Professionals International and Exec. Comm. of US Travel and Destinations Intl.



ERIK BRUVOLD

CHIEF EXECUTIVE OFFICER, SAN DIEGO NORTH ECONOMIC DEVELOPMENT COUNCIL

As CEO, Erik Bruvold is responsible for all council operations, including programming, economic development services and regional economic research and analysis. Previously, he was the Chief Economist with the National University System and the President of the National University System Institute for Policy Research. Bruvold also previously served as Vice President for Public Policy & Research for the San Diego Regional EDC and has taught college level courses.



DONNA DEBERRY

PRESIDENT AND CHIEF EXECUTIVE OFFICER, CENTRAL SAN DIEGO BLACK CHAMBER OF COMMERCE

Donna DeBerry, formerly EVP of Global Diversity Wyndham Hotels and Resorts, VP of Global Diversity Nike, led global diversity Indeed, embedded inclusion Starbucks, and worked with some of the largest international organizations including NFL, NBA and USOC. She's helped raise \$1 million for the Black Business Relief Fund in less than 60 days to support black owned businesses during reopening and recovery of businesses in San Diego County during COVID-19 and awarded grants to over 500 businesses.



MARK CAFFERTY

PRESIDENT AND CEO, SAN DIEGO REGIONAL ECONOMIC DEVELOPMENT CORPORATION (EDC)

Mark Cafferty spent 25 years designing career advancement systems and creating economic opportunity for American workers. He now sits at the helm of San Diego Regional EDC - a unique collaborative of business, industry, community, and education - leading an inclusive economic development strategy, and cementing the region as a pillar of the global economy. Cafferty led the transformation of EDC to a \$4 million privately-funded, data-driven organization providing direct assistance to 300 companies annually.



CAROL DEDRICH

CEO, GIRL SCOUTS SAN DIEGO

As the chief executive officer of Girl Scouts San Diego since 2016, Carol Dedrich is committed to helping girls develop the skills, courage, confidence, character, and resilience they need to navigate challenges and become the next generation of leaders. She has more than 20 years of nonprofit, executive experience at United Way, John Wayne Cancer Institute, Fulfillment Fund and Girl Scouts of Greater L.A. Girl Scouts San Diego's first virtual celebration of 20th annual Cool Women, achieved its fundraising goal and was viewed by over 4,700 people.



PETER CALLSTROM

PRESIDENT AND CEO, SAN DIEGO WORKFORCE PARTNERSHIP (SDWP)

Peter Callstrom has led nonprofits in the region for more than 30 years, before joining the SDWP as CEO in 2012. The SDWP funds, oversees and delivers programs reaching thousands of employers and jobseekers annually. Initiatives reach veterans, youth, justice-involved, people with disabilities and SDWP is a nationally recognized leader in its field. Under Callstrom's leadership, the SDWP launched an Income Share Agreement fund in 2018 which offered innovative student financing to create post-secondary pathways without student debt.



JO-MARIE DIAMOND

CEO, EAST COUNTY EDC

Jo Marie Diamond brings a background in technology and analysis to an organization dedicated to cultivating a vibrant and sustainable economy in San Diego's East County. She joined the East County EDC in 1996 as vice president, and has served as president and CEO since 2010. Along with serving as a trustee on the San Diego Regional EDC Board of Directors, she is on the San Diego East County Chamber Board of Directors.



DONNA DEBERRY

Chief Executive Officer
Central San Diego Black Chamber

Congratulations Donna DeBerry who has been recognized as one of San Diego's most influential and impactful people.

Donna is a leader in Black business matters and a thriving voice in addressing equity and sustainable needs for Black business growth.

- \$1 Million Raised for Black-Owned Businesses in 56 Days
- 10,000 Black-Owned Businesses Now Have Access to Capital Through Strategic Partnerships
- 600+ Businesses Successfully Completed Business Development Education



PLEASE VISIT **SDBLACKCHAMBER.ORG**
DONATE TO THE BLACK BUSINESS RELIEF FUND
TO HELP DISADVANTAGED BUSINESSES IN NEED



ANDRE DOUZDJIAN

CHIEF FINANCIAL OFFICER, SAN DIEGO ASSOCIATION OF GOVERNMENTS (SANDAG)

As CFO of SANDAG, Andre Douzdzian has helped position the agency to succeed in a rapidly changing transportation environment. A key part of his job is developing and implementing debt and investment strategies that deliver transportation projects and programs for the region in a fiscally responsible manner. This year, Douzdzian was honored by SDBJ as CFO of the Year in the Government Agency category.



IRIS GARCIA

BOARD CHAIRWOMAN, SAN DIEGO HISPANIC CHAMBER OF COMMERCE

Chairwoman Iris Garcia considers herself a true mentor at heart and a spirited entrepreneurial businesswoman. Her effort to help others extends to both sides of the border, and beyond, through her nonprofit accomplishments. When COVID-19 escalated in its early stages, chairwoman Garcia alongside the Black and Asian chambers of commerce in San Diego, joined the Strategic Alliance to get available government monies to communities needing crucial funds and guidance. Garcia said walking shoes came on to hit the streets to aid many local small businesses.



PAUL DOWNEY

PRESIDENT AND CEO, SERVING SENIORS

Paul Downey has guided Serving Seniors' innovative efforts to provide critical services focused on keeping low-income seniors healthy for 25 years. The agency serves over 2 million senior meals annually throughout the County and some of its service provision model includes homeless services, mental healthcare and civic engagement. Downey is considered a national leader on aging. Under his leadership, the group has more than tripled service levels during pandemic and it broke ground on a 117-unit supportive senior housing in City Heights.



MICHELLE GONZALEZ

PRESIDENT AND CHIEF EXECUTIVE OFFICER, TRUECARE

Michelle Gonzalez is an organizational powerhouse, leading TrueCare to milestone successes throughout her near 20-year career with the company and now taking the helm as President and CEO this year. Previously serving as Chief Strategy & Development Officer, she contributed to significant growth in patient revenue, increased market share and increased patient visits and community outreach. Gonzalez earned her bachelor's degree from Cal State San Marcos and her master's degree from National University.



JIM FARLEY

PRESIDENT & CEO, LEICHTAG FOUNDATION

Jim Farley became President and CEO of Leichtag Foundation when it became independent in 2007 after serving as general counsel from 1995–2007. He is a mentor and takes pride in championing rising leaders. He believes in the power of place in community engagement and social change. Jim has served on the boards of Seacrest Village Retirement Communities, Jewish Funders Network, San Diego Botanic Garden and The San Diego Foundation.



JODIE GRENIER

CEO, FOUNDATION FOR WOMEN WARRIORS

Jodie M. Grenier is the CEO of Foundation for Women Warriors, a 100-year-old nonprofit organization. Grenier is a Marine Corps veteran and deployed twice to Iraq. As a leading voice on women's and veterans' issues, she testified before the House Committee on Veteran's Affairs on the various challenges impacting the economic well-being of women veterans. In response to the COVID-19 Pandemic, FFWW under Jodie's leadership launched Women Veteran Emergency Services and opened a warehouse to meet the most immediate needs of women veterans.



CARLOS FLORES

EXECUTIVE DIRECTOR, SAN DIEGO REGIONAL CENTER

Carlos Flores is the Executive Director of the San Diego Regional Center for Persons with Developmental Disabilities, a position he began serving in 2007. Flores' experience includes a Governor's appointment to California's Department of Developmental Services Early Start Program; Executive Director of the Redwood Coast Regional Center; and Executive Director of the Developmental Disabilities Area Board 10. His work in the field of developmental disabilities spans 42 years.



LEN HERING

EXECUTIVE DIRECTOR, I LOVE A CLEAN SAN DIEGO

Len Hering RADM, USN (ret) came to ILACSD in 2018 from the Center for Sustainable Energy where he served as the President and Executive Director for five years. As Executive Director, he leads the organization toward its vision of a zero waste, litter-free and environmentally engaged San Diego region. Hering currently serves on several nonprofit boards and is the Chairman of the Board for the Charter Schools of San Diego.



JAMES FLOROS

CEO, JACOBS & CUSHMAN SAN DIEGO FOOD BANK

Since 2012, Jim Floros has been president and CEO of the Jacobs & Cushman San Diego Food Bank, which is the county's largest hunger-relief organization. Floros has led a variety of initiatives and acquisitions, from making the first food bank to achieve LEED Gold status to expanding in North County. The Food Bank distinguished itself in providing relief for the hungry during COVID-19. Previously Floros was the Burn Institute executive director and worked at Project Concern.



CARLOS HIGUERA

PRESIDENT, TIJUANA ECONOMIC DEVELOPMENT COUNCIL (EDC)

Since 2018, Carlos Higuera has served as the President of the Tijuana Economic Development Council (EDC). He has worked in companies such as Kenmex Medical Specialties (COVIDIEN) and Pioneer Speakers, mainly in the Human Resources area strengthening their knowledge in the medical industry and electronics of the region. In 2008, he founded the P&C companies Human Talent Management Services for the Maquiladora Industry and Qinfex Contract Manufacturing, among others.



RUBEN GARCIA

DISTRICT DIRECTOR, U.S. SMALL BUSINESS ADMINISTRATION

Ruben Garcia has been district director of the San Diego-Imperial Small Business Administration office since 2006. An Army veteran, he helped form the National Association of Hispanic Real Estate Professionals. In the 30 years prior to joining SBA, Garcia held a variety of management positions with a number of firms, including ARCO, Texaco, Clark Equipment, Yale and Caterpillar.



JAMES HOWELL

VP-CFO, THE SAN DIEGO FOUNDATION

As Chief Financial Officer, James Howell, CFA, CTP, oversees the accounting, finance, human resources, facilities and information technology roles at The San Diego Foundation. Formerly, Howell worked in progressively advancing investment and treasury roles with Canterbury Consulting, The Scripps Research Institute and UPS. He received the SDBJ 2020 CFO of the Year Award in the nonprofit sector category. Howell earned his Bachelor of Science from Georgia Tech and his MBA in Finance from Georgia State University.

Feeding San Diego



Information

FEEDING SAN DIEGO

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[@feedingsandiego](https://twitter.com/feedingsandiego)
www.linkedin.com/feedingsandiego
www.instagram.com/feedingsandiego

Dan Shea
Interim CEO, Feeding San Diego
Established: 2007

Mission Statement

Feeding San Diego is on a mission to connect every person facing hunger with nutritious meals by maximizing food rescue. The organization provides more than 31.2 million meals every year to children, families, seniors, college students, military families, and veterans in partnership with a network of 320 non-profit partners. More than 92% of the food provided to the community is rescued. By diverting more than 27.6 million pounds of food from the landfill every year, Feeding San Diego reduces greenhouse gas emissions by nearly 25,000 metric tons of CO₂ - the equivalent of taking 5,300 cars off the road for a year.

Goals for 2020-2021

Feeding San Diego is working diligently to maintain its increased level of service to people facing hunger during the COVID-19 pandemic. Through a decentralized food recovery and distribution network, Feeding San Diego is focused on increasing access to food assistance, strengthening food rescue, enhancing community partnerships, advocating for the evolving needs of people experiencing hunger and building upon equity, diversity and inclusion initiatives.

Service Area

San Diego and Imperial Counties

Fundraising Events (or Areas of Funding)

Feeding San Diego provides a comprehensive approach to hunger-relief and nutrition through our Feeding Kids, Feeding Families, Feeding Seniors, Feeding Heroes, and Feeding Excellence initiatives. Each initiative offers service with a sense of dignity at sites across the region, supporting people facing short-term crises and those with a need for ongoing assistance. Dependable, consistent distributions provide fresh produce and nutritious pantry staples at convenient locations.

Feeding Kids: Serves children and youth facing hunger through a variety of programs including School Pantry, After School and Summer Meals, and Agency Partner programs.

Feeding Families: Provides healthy meals to families through Mobile Pantry, College Partnership, and Agency Partner programs.

Feeding Seniors: Provides seniors with healthy meals through partnerships with senior-focused distributions, as well as the Mobile Pantry and Agency Partner programs.

Feeding Heroes: Serves active-duty military families and veterans through School Pantry, Mobile Pantry, and Agency Partner programs.

Feeding Excellence: Feeding San Diego further supports the community through CalFresh Outreach, Agency Capacity Building, Healthcare Partnerships, and Advocacy.

Volunteer Opportunities

Join Feeding San Diego and nearly 10,000 individuals who dedicate their time to help feed hundreds of thousands of children, families and seniors in need every year. Volunteers help with a variety of projects, including sorting, cleaning, bagging and boxing food, as well as administrative support. Volunteering is a rewarding experience that is fun for the whole family - ages six and up are welcome.

During the COVID-19 pandemic, Feeding San Diego is currently recruiting volunteers who are 18 years of age and have a current food handler card. Visit feedingsandiego.org/volunteer to get involved.

Giving Opportunities

Feeding San Diego relies on philanthropic support from individuals, foundations, corporations and the community to fund critical programs for people facing hunger - especially now, as the COVID-19 pandemic has increased the need for food assistance in San Diego County by 50%. Every dollar donated helps provide up to four nutritious meals for those facing hunger. Learn more at feedingsandiego.org/donate.

The Grove

The Grove is a giving circle for individual supporters of Feeding San Diego to help end hunger in our community. Passionate members of The Grove make an annual gift of \$1,000 or more to sustain and enhance hunger-relief and food rescue programs in San Diego County.

Monthly Giving

Make a difference each month for San Diegans facing hunger. As a monthly donor, individuals provide reliable support to ensure that Feeding San Diego is able to distribute meals to children, families, seniors, and people in need throughout the year.

Corporate Partnerships

Corporate partnerships help Feeding San Diego sustain its critical hunger-relief programs. Opportunities to make an impact include sponsorships, cause marketing, and employee engagement.

Leave a Legacy

Create a legacy for your family by including Feeding San Diego in your will, trust, IRA, or insurance policy.

Board of Directors & their Company/Affiliation

Gwendolyn Sontheim, Board Chair
Philanthropist & Director, Aqualia
International Foundation LTD

Sandy McDonough, Board Vice Chair
Partner, Paul, Plevin, Sullivan &
Connaughton LLP

Eugene Chen, Board Secretary
Medenovo LLC, CWC Healthtech Advisors,
Camino Innovation Holdings, LLC,
& SPIWay, LLC

Haney Hong, Board Treasurer
San Diego County Taxpayers Association

Jon Buneta
Senior Director of Food & Beverage, Target
Corporation

Steve Netzeley
Global CEO, Edge Performance Network
and CEO, Havas Edge

Shari Sapp
Community Volunteer and Philanthropist

Jodi Smith
Partner, Ernst & Young LLP

Thomas Taylor
President, Thomas J. Taylor Construction



HASAN IKHRATA

EXECUTIVE DIRECTOR, SAN DIEGO ASSOCIATION OF GOVERNMENTS (SANDAG)

As Executive Director for SANDAG, Hasan Ikhata and his staff develop public policy initiatives for elected officials on numerous local issues. Since joining SANDAG in 2018, he directs day to day operations of the agency and implements policies set by its governing board. Ikhata has over 30 years of public and private sector transportation planning experience in the region. Additionally, Ikhata is the CEO of the SANDAG Service Bureau, the nonprofit public benefit corporation chartered by SANDAG.



KATHRYN LEMBO

PRESIDENT AND CEO, SOUTH BAY COMMUNITY SERVICES (SBCS)

Kathryn Lembo has served as President and CEO of SBCS since 1982, growing the organization from a small drop-in center to one of the largest social service and community development agencies in the County. Under Lembo's leadership, SBCS has delivered 140,000 packages of healthy food to San Diego neighbors in need since the start of the COVID-19 pandemic; provided housing and utility assistance to hundreds of families who have lost employment and income and equipped and supported thousands of students to access distance learning.



LISETTE ISLAS

EXECUTIVE VICE PRESIDENT AND CHIEF IMPACT OFFICER, MAAC

Lisette Islas leads a team of 500 staff members who are dedicated to economic development, affordable housing and early childhood education across San Diego County. Prior to MAAC, Islas worked in philanthropy, specializing in community development and civic engagement. Islas is the first nonprofit executive to sit on the Executive Board of the San Diego Regional Economic Development Corp. She's also a board member of the Burnham Center for Community Advancement and South County EDC.



BETZY LYNCH

CEO, LAWRENCE FAMILY JEWISH COMMUNITY CENTER, JACOBS FAMILY CAMPUS

Betzy Lynch has held leadership roles at Jewish Community Centers around the country and is currently CEO at the Lawrence Family JCC, Jacobs Family Campus. Lynch has served on many boards including Planned Parenthood and the JCC Association. Lynch received her bachelor's degree in business and communication from Goucher College and her master's degree in exercise science, physical education and coaching from Indiana State university. As an experienced business leader and change maker, she is passionate about helping women achieve their personal and professional goals.



DARRAH DIGIORGIO JOHNSON

CEO, PLANNED PARENTHOOD OF THE PACIFIC SOUTHWEST

As CEO, Darrah leads efforts to provide reproductive health care and other related services to residents of San Diego, Riverside and Imperial counties. The regional arm of the national organization maintains 17 centers in the Pacific Southwest, serving around 150,000 women, men and teens per year. In 2018, she was honored with the Ruth Green Award for outstanding leadership at the Planned Parenthood annual dinner in Washington, D.C.



JIM MADAFFER

CEO, MADAFFER ENTERPRISES, INC.

Jim Madaffer is a serial entrepreneur, futurist and veteran public affairs professional with civic service spanning nearly four decades. Madaffer's firm represents developers, non-profits and shared economy platforms. He serves on the Board of the San Diego County Water Authority and he is currently helping lead efforts to plan and build a \$5 billion aqueduct connecting our region to the Imperial Valley. He also served on the California Transportation Commission responsible for billions in transportation funding.



RUDOLPH JOHNSON

PRESIDENT AND CEO, NEIGHBORHOOD HOUSE ASSOCIATION

Rudolph "Rudy" Johnson was the General Manager of the San Diego Convention Center before coming to the Neighborhood House Association (NHA) in 2006. The Continuum of Care Model, an innovative service delivery model that begins pre-birth and continues to senior care, was established under his leadership. Johnson was recently awarded the Ronald Kendrick Memorial Award for Regional Collaboration from LEAD San Diego. He has also been awarded the 2020 Bridge Builder Award from the USS Midway Museum's Diversity and Inclusion Committee.



NANCY MALDONADO

PRESIDENT AND CEO, CHICANO FEDERATION OF SAN DIEGO COUNTY

Nancy Maldonado currently serves as the President and CEO of Chicano Federation and has been recognized for her dynamic leadership and impactful contributions to the San Diego community. Maldonado serves as a proud elected representative of UnidosUS as the California Affiliate Council Representative and volunteers her time as a mentor for LEAD San Diego. This year she was awarded the Libby Award for Excellence in Nonprofit Leadership by the Nonprofit Institute and the Culture Shifter Award by RISE San Diego.



LISA JOHNSON

PRESIDENT AND CEO, NTC FOUNDATION

Lisa Johnson has been president and CEO of the NTC Foundation since 2015. Prior to this, she was the executive manager of a branch of the YMCA of San Diego County and a volunteer board member for 10 years. Johnson also worked for The Corky McMillin Companies, Master Developer for Liberty Station. Johnson received her bachelor's degree from USC and her master's degree from National University. Recently, she was a nominee for the San Diego Business Journal's CEO of the Year 2020 award.



MILES MCPHERSON

SENIOR PASTOR, ROCK CHURCH AND ACADEMY

Miles McPherson began his trek out to Southern California as an NFL defensive back from 1982-1985. He started the Rock Church in 2000 and serves as Senior Pastor. Since its' start, the Rock Church has provided over 5 million hours of community service, valued at nearly \$40 million to the city of San Diego. Miles and the Rock Church mobilized thousands of volunteers to refurbish 300,000 N95 masks, which needed the elastic replaced, for frontline workers.



CHERYL KILMER

CEO, TERI INC.

Since founding TERI in 1980, Cheryl Kilmer has been the nonprofit charitable organization's only CEO. The focus of TERI is to provide various levels of support for children and adults diagnosed with disabilities, from education supports and job training to residential programs. Kilmer is overseeing a fundraising campaign to build a 20-acre TERI Campus of Life in San Marcos. The vision is to create a self-sustaining community capable of accommodating people with varying levels of disabilities.



ANN MOORE

CHAIR, BOARD OF PORT COMMISSIONERS, PORT OF SAN DIEGO

Ann Moore was sworn in to the Board of Port Commissioners in 2011, to represent the City of Chula Vista. Moore served as Chula Vista's City Attorney and has practiced law for more than 20 years. Moore represents both developers and governmental agencies in processing land use entitlements for large scale residential, commercial and industrial projects. Moore graduated from SDSU and she earned her law degree at the USD Law School.

CalSavers Retirement Savings Program: WHAT SMALL BUSINESSES NEED TO KNOW



What is CalSavers?

CalSavers is California's new retirement savings program that will offer millions of workers in California the opportunity to get on track for the future. This workplace retirement savings program, implemented by the state, enables employees of small businesses to make an automatic payroll contribution into a personal IRA retirement account.

How will CalSavers impact employers?

Many small businesses would like to offer retirement options to their employees — **to help attract a talented workforce and boost employee morale** — but can't afford the overhead and administrative costs. CalSavers provides a way for small business employees to participate in a retirement program without incurring the associated burdens of employer-sponsored retirement programs. With CalSavers, employers do not contribute to funds, manage funds, or have any responsibility for financial advice.

What are the requirements for small businesses?

The requirement for small businesses to offer a retirement savings plan or facilitate CalSavers is being rolled out in phases.

- The first deadline, for employers with more than 100 employees, was **September 30, 2020**.
- Employers with more than 50 employees will need to comply by **July 1, 2021**.
- Employers with more than five employees will need to comply by **July 1, 2022**.

Businesses with fewer than 5 employees and those that already offer a qualified employer-sponsored retirement option are not subject to these requirements.

More than 100 employees

Extended from June 30, 2020

September 30, 2020
Deadline passed. Register Today.

More than 50 employees

June 30, 2021

5 or more employees

June 30, 2022



United Way
of San Diego County

www.uwsd.org

Where can I find more information and enroll?

To enroll your small business in CalSavers call (855) 650-6916 or visit CalSavers.com.



JASON PAGUIO

PRESIDENT & CEO, ASIAN BUSINESS ASSOCIATION SAN DIEGO

Focusing on economic equity for the region's most affected communities, Jason Paguio led the Asian Business Association San Diego SBDC through the pandemic by assisting thousands of small businesses, helping them receive no-cost technical assistance and tens of millions of dollars in COVID-19 disaster relief capital. In an historic effort, Jason helped to establish the Convoy District in Kearny Mesa as the Pan-Asian Cultural and Business District, with plans to continue supporting the community to economic recovery.



DEBRA ROSEN

PRESIDENT & CEO, NORTH SAN DIEGO BUSINESS CHAMBER

Debra Rosen took the chamber out of debt and into being recognized as one of seven, 5-star U.S. Chamber organizations in California. She has led her management team and board in identifying critical issues, reduced and streamlined overhead expenses and paid off enormous debt that carried liens against the organization. Rosen has developed and implemented strategic plans, restored profitability for member programs and won market share in competitive regions while delivering growth.



LORI HOLT PFEILER

PRESIDENT & CEO, SAN DIEGO HABITAT FOR HUMANITY

Lori Holt Pfeiler has been president and CEO of San Diego Habitat for Humanity, helping to build homes for those in need, since 2012. Prior to her current job, Pfeiler served as chair of the San Diego Association of Governments. She also previously served as associate vice president of The San Diego Foundation's Regional Vision Initiative. She was elected to the Escondido City Council in 1992, and was elected mayor of Escondido in 1998, a position she held for three four-year terms.



NANCY SASAKI

CEO, UNITED WAY

Since joining United Way of San Diego County as President and CEO in 2018, Nancy has launched the 100-year-old organization into new territory, revitalizing its mission and reorganizing its goals. Nancy has spent more than 30 years in the nonprofit world, always under the auspices of community collaboration. She was recognized as one of SDBJ's 2019 Business Women of the Year and as one of the SD 50 for her work during the COVID-19 crisis.



JAMES O'CALLAGHAN

PRESIDENT AND CEO, SOUTH COUNTY ECONOMIC DEVELOPMENT COUNCIL

Jim O'Callaghan has spent more than 20 years in business development with the past 15 in various non-profit leadership roles. His passion for working with business owners and community leaders has led him to serve as CEO of two chambers of commerce and two business improvement districts. Since joining the South County EDC in April of this year, O'Callaghan said he is proud to have been able to connect businesses with financial, information and support services throughout the many stages of opening and re-opening.



BRET SCHANZENBACH

PRESIDENT & CEO, CARLSBAD CHAMBER OF COMMERCE

Bret Schanzenbach has served as the President and CEO of the Carlsbad Chamber of Commerce since January 2019. Schanzenbach came to Carlsbad from the Vista Chamber where he served as CEO for 9 years. He initiated multiple programs while in Vista, including Rising Star of the Month, which gave scholarships to local high school seniors. Last year he brought that program to Carlsbad and it provided \$6,000 in scholarships its first year. Schanzenbach's previous corporate background was in residential real estate and the software industry.



RAKESH PATEL

CEO, NEIGHBORHOOD HEALTHCARE

Chief Executive Officer Rakesh Patel, M.D., has been with Neighborhood Healthcare for over 18 years. He has ensured the non-profit community health organization possesses the resources and culture it needs to provide quality, compassionate, whole-person care to families, regardless of their situation and circumstance. Dr. Patel became Chair of the Board of Directors for Integrated Health Partners, San Diego County's leading clinically integrated primary care network, earlier this year. He also serves as Board Chair for Health Center Partners.



CHRIS SICHEL

PRESIDENT AND CHIEF EXECUTIVE OFFICER, MAKE-A-WISH SAN DIEGO

Since 2005, Chris Sichel has led the San Diego chapter of the Make-A-Wish foundation, a group that grants wishes and provides experiences to children with life-threatening medical conditions. According to the organization, during the last 15 years of Sichel's leadership as president and CEO, they have granted 2,755 local wishes and doubled the staff and volunteer teams. The San Diego native holds a bachelor's degree from California Polytechnic State University.



JACK RAYMOND

CHIEF EXECUTIVE OFFICER, THE RAYMOND COMPANIES

Jack Raymond founded the Raymond Cos., a land development, investment and management firm. He has long been active in North County, serving on the boards of dozens of nonprofits focused on education, economic development and other causes. He is a past president of the Escondido Chamber of Commerce and he was the founder and Chairman of the Escondido Community Foundation. He is a retired U.S. Army Reserve officer who worked tirelessly to establish the San Marcos campus of California State University.



BETH SIRULL

PRESIDENT AND CHIEF EXECUTIVE OFFICER, JEWISH COMMUNITY FOUNDATION OF SAN DIEGO

Beth Sirull has been President and CEO of Jewish Community Foundations of San Diego since 2017. The organization provides philanthropy consulting and investment management services to nonprofits in the region. Previously, Sirull served as President and CEO of Pacific Community Ventures, a combined for-profit and nonprofit organization based in San Francisco dedicated to creating jobs in low-income communities. She is a published author and an accomplished public speaker, having addressed several social venture organizations.



CLIFFORD RIPPETOE

PRESIDENT AND CEO, SAN DIEGO CONVENTION CENTER

Clifford "Rip" Rippetoe is a nationally recognized leader in the convention industry. He has worked for organizations hosting major events, including the Olympic Winter Games and large-scale facilities such as the Las Vegas Convention Center and the Kentucky Expo Center. Rippetoe serves as the Chair of the International Association for Venue Managers' Board of Directors. Through his leadership, the Center has received local and national honors during the pandemic, including the San Diego County Taxpayers Association's Grand Golden Watchdog Award.



HOLLY SMITHSON

CEO, ATHENA

Holly Smithson is Athena's CEO. Athena is a women's empowerment organization that fast tracks women in STEM through leadership development. Her recognitions include: San Diego Business Journal (CEO of the Year, 2019), San Diego Business Journal (Business Woman of the Year, 2019), Xconomy (Diversity Champion Finalist, 2019), San Diego Magazine (Woman of the Year Finalist, 2019), San Diego Daily Transcript (San Diego's Top 100 Influentials, 2014), delegate on California Governor Brown's Trade Mission to China, 2013.



Jason Paguio

On behalf of the Board of Directors of the Asian Business Association San Diego, congratulations to President and CEO, Jason Paguio, on being named to the San Diego Business Journal SD500 for his leadership throughout the pandemic.

2020 has been an especially challenging year for small businesses. As part of the San Diego and Imperial Small Business Development Center network, we're proud of the work our center and network has achieved in providing no-cost technical assistance and language support to disadvantaged small businesses throughout the County:

- \$201,389,142 in Capital Infusion
- 51,704 Jobs Supported
- 6,274 Unique Clients Served
- 23,451 Hours of 1-on-1 Business Counseling
- 746 Training Events with 17,870 Attendees

As part of the Strategic Alliance of Ethnic Chambers of Commerce, we provided outreach to underserved small businesses in some of the region's most impacted areas. Working alongside two dozen community partner organizations, we reached over 40,000 small businesses in helping them navigate COVID-19 safety protocols, compliance, relief, and recovery.

Our work is never done and the Asian Business Association San Diego, the Strategic Alliance of Ethnic Chambers, our community partners, and the San Diego & Imperial Valley Small Business Development Center network are here to assist those in need.

– *Jeni Burgess, Chairwoman, Asian Business Association San Diego & Sr. Vice President, Business Banker, Wells Fargo Commercial Banking*



Jeni Burgess



BRANDON STANFORD
CHIEF FINANCIAL OFFICER, EASTRIDGE
WORKFORCE SOLUTIONS

Brandon Stanford is CFO of Eastridge Workforce Solutions, an employee-owned company that provides full-service talent acquisition and management solutions for Fortune 500 companies across the globe. In addition to his day-to-day operations in 2019, Stanford was instrumental in Eastridge's transition from being a privately held company into an employee-owned company by securing new financing to facilitate the leveraged transaction. He has been recognized for his work by SDBJ as a 2019 CFO of the Year finalist.



AKILAH TEMPLETON
PRESIDENT AND CEO, VETERANS VILLAGE OF
SAN DIEGO

Akilah Templeton took the lead as President and CEO of the Veterans Village of San Diego in Aug. 2020. She has a wealth of knowledge and a wide array of experiences working with veterans and the homeless community. She is a former Executive Director for U.S. VETS, one of the nation's largest Veteran Service Organization (VSO). She was responsible for leading the Inglewood campus, where she successfully expanded the site's programs, while also increasing its revenue.



MARK STUART
PRESIDENT AND CEO, THE SAN DIEGO FOUNDATION

Mark Stuart is a fundraising and community building professional with 30 years of experience in all aspects of operations and leadership. Prior to joining The Foundation, Stuart lead San Diego Zoo Global to raise \$530 million in its first-ever comprehensive fundraising campaign. He serves on the McDaniel College Board of Trustees, the Certified Fundraising Executives International Board of Directors and was recently elected to serve on the League of California Community Foundation's Board of Directors.



TONY TERAVALINEN
CHIEF EXECUTIVE OFFICER AND CO-FOUNDER,
SUPPORT THE ENLISTED PROJECTS (STEP)

Tony Teravainen became President and CEO of STEP in 2014 after serving as a board chairman, director and volunteer since 2009. In this role, he oversees the positioning of STEP as a successful, trusted and viable partner to Southern California's military population. Under his guidance, STEP has assisted more than 5,000 military and veteran families in financial crisis move to self-sufficiency through financial counseling and \$2.2 million in issued grants.



DONALD STUMP
EXECUTIVE DIRECTOR, NORTH COUNTY LIFELINE

Don Stump has spent 32 years working to divert youth and their families from juvenile justice and child abuse systems in San Diego County. At North County Lifeline, he has more than doubled Lifeline's annual budget, diversified funding and expanded services to include transitional housing for former foster youth and comprehensive intervention for victims of human trafficking. During the pandemic, his team raised more than half a million dollars and delivered an additional \$2 million in CARES Act funds to more than 2,000 families in need.



TONYA TOROSIAN
CHIEF EXECUTIVE OFFICER, PROMISE2KIDS

Tonya Torosian is the CEO of Promises2Kids, a 37-year-old non-profit that is dedicated to creating a brighter future for foster children. Torosian's work in child welfare and nonprofit management spans 28 years and three states. A tireless advocate for children and youth throughout her entire career, Torosian began her career first as a social worker, then as an executive charged with developing strategic alliances and implementing processes, systems and policies.



The Neighborhood House Association
congratulates President and CEO

Rudy Johnson

for being selected as one of San Diego's most influential people in 2020.

We would also like thank the Platinum Sponsors of the 2020 NHA Virtual Gala for their generous support of the thousands of children and families we serve each year.





JIM VARGAS

PRESIDENT & CEO, FATHER JOE'S VILLAGES

Deacon Jim Vargas, OFS, as President and CEO, oversees all facets of Father Joe's Villages, San Diego's largest homeless services provider. This includes the agency's comprehensive housing programs and integrated supportive services. Prior to Father Joe's Villages, Deacon Jim oversaw human resources operations for 5,000 employees across a chain of newspapers of The Copley Press Inc. He also served in director and vice president positions at Citicorp/Citibank.



SIDDHARTHA VIVEK

PRESIDENT AND CEO, JUNIOR ACHIEVEMENT OF SAN DIEGO COUNTY

Siddhartha Vivek moved to America's Finest City 14 years ago after years in government and policy in Washington, DC. He came to help local organizations serve under-resourced communities through effective fundraising and strategic partnerships, first through the YMCA of San Diego County and most recently at Junior Achievement. Through his leadership, Junior Achievement of San Diego County responded to an unprecedented year in education by pivoting in-class curriculum and "gamified" activities to online, physically-distant-yet-socially engaged programming.



ROBERT WATKINS

PRESIDENT AND CHAIRMAN, R.J. WATKINS & COMPANY, LTD.

Bob Watkins currently sits on the Board of Directors and the Executive Committees of the San Diego Regional Economic Development Corporation, The Cali-Baja Mega Region and the World Trade Center San Diego. Watkins established his business consulting firm R. J. Watkins & Company, Ltd. in 1980 with offices in San Diego, San Francisco and London. A graduate of SDSU, Watkins uses his local knowledge and global leadership experience to serve San Diego's bi-national region.



DAVID WELLIS

CEO, SAN DIEGO BLOOD BANK

David Wellis is a cell biologist and CEO of San Diego Blood Bank. He is on the Executive Committees of the Altman Clinical and Translational Research Institute at UCSD, the All of Us Research Program and holds board and committee roles in several national blood bank organizations and local biotechnology companies. Under Wellis' leadership, SDBB partnered with hundreds of researchers on projects related to cancer and regenerative medicine. This year, SDBB supported multiple partners in the fight against COVID-19 by collecting convalescent plasma.



RUTH WESTREICH

PRESIDENT, THE WESTREICH FOUNDATION

Ruth Westreich became the president of her family endeavor, the Westreich Foundation, in 2002. The foundation focuses on advancing integrative medicine and promoting hope, healing and prevention. She was instrumental in developing the University of San Diego's Institute for Nonprofit Education and Research, providing funding for masters and doctoral levels of study. Before she became the foundation president, she worked as the director of strategic marketing for Space Electronics Inc.



CHERYL WILSON

CHIEF EXECUTIVE OFFICER, SAINT PAUL'S SENIOR SERVICES

Cheryl Wilson has served as the CEO at St. Paul's Senior Services for over 30 years. Bringing in a lifetime of experience as a nurse and hospital administrator to the organization, she's taken St. Paul's from a small independent living community with 25 staff servicing 150 seniors, to a revolutionary San Diego landmark in senior care. Wilson earned her RN degree from Prince Henry's Nursing School in Australia as well as her bachelor's and master's degrees from University of Redlands.



MAURICE D. WILSON

PRESIDENT/NATIONAL EXECUTIVE DIRECTOR, REBOOT

In 2010, Maurice Wilson joined National Veterans Transition Services Inc., aka Reboot, which is a nationally recognized San Diego based nonprofit dedicated to assisting veterans in adjusting to civilian life and securing employment. With 15 years of experience in the nonprofit social services sector, Wilson is a board member of the Call of Duty Endowment and chair of the San Diego Veterans Employment Task Force for the San Diego Veterans Coalition.



BORRE WINCKEL

PRESIDENT AND CEO, BUILDING INDUSTRY ASSOCIATION SAN DIEGO

Borre Winckel became the president and CEO of the Building Industry Association in 2008. The association represents nearly 800 companies and is a major voice supporting builders of all types of residential and commercial projects. Before that, he was CEO of the Riverside County Building Industry Association. He was a general partner in the Batavia Land Co., which developed the Quinta de Lago communities in San Juan Capistrano and was president of the Wellrun Oil Co., which developed an 1,800-unit master planned community.

WISH HEROES

CONGRATULATIONS TO OUR
VERY OWN WISH HERO

CHRIS SICHEL
President & CEO, Make-A-Wish San Diego

ON BEING SELECTED AS ONE
OF SAN DIEGO'S SD500 LEADERS

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[SANDIEGO.WISH.ORG/WISHHEROES](https://sandiego.wish.org/wishheroes)

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SAN DIEGO



DAVID ANDREWS
PRESIDENT, NATIONAL UNIVERSITY SYSTEM

David W. Andrews is President of National University, one of California's largest, private nonprofit universities, serving roughly 30,000 students. With over three decades of acclaimed higher education experience in a broad range of academic and educational leadership posts, Dr. Andrews is leading National's commitment to transforming higher education through innovation, collaboration and an exceptional student experience. Prior to National University, Andrews was Dean of the School of Education at Johns Hopkins University.



ADELA DE LA TORRE
PRESIDENT, SAN DIEGO STATE UNIVERSITY

Dr. Adela de la Torre is president of San Diego State University. Joining the campus in June 2018, de la Torre is the ninth permanent president of SDSU and the first woman to serve in that role. She brings with her 30 years of service in leadership roles within institutions of higher education, including the California State University system, the University of Arizona and the University of California, Davis. Her research focuses on aspects of Latino community health — an area in which SDSU is a national leader.



REGINA BERNAL
ENTREPRENEURSHIP MANAGER, UNIVERSITY OF SAN DIEGO SCHOOL OF BUSINESS

Regina Bernal is an entrepreneurial business leader with a professional track record steeped in innovation. As Entrepreneurship Manager for the USD School of Business, Bernal spearheads major entrepreneurship initiatives for the university. Bilingual and bicultural in her business endeavors, Regina possesses the knowledge and empathy to optimize communications across geographies. She was the creative genius behind the creation of USD's "Resilient Entrepreneur Series." The series was launched during the pandemic to help bring together students, alumni and thought leaders from around the world.



CHRIS GRAHAM
PRESIDENT, WORKFORCE EDUCATION SOLUTIONS, NATIONAL UNIVERSITY SYSTEM

Chris Graham oversees the National University System's educational partnerships, prior learning pathways and provides education and training and development opportunities to corporate and community members. He has overseen all aspects of alumni relations, public relations, career services, government relations and corporate and community involvement for the System. His expertise has strengthened the System's network of over 150,000 alumni. Recently, Graham developed new education and training partnerships with Rady Children's Hospital, AMR, Amazon Global Military and San Diego County Credit Union.



BOB BROWER
PRESIDENT, POINT LOMA NAZARENE UNIVERSITY

Bob Brower became president of PLNU in 1997. Prior to Point Loma he worked as a consultant, held faculty positions at two universities and was CEO of a publishing firm. During his leadership at PLNU the university has more than doubled in enrollment and expanded regionally to multiple locations. As a member of the Executive Committee of the Association of Independent California Colleges and Universities, Brower is active in advocacy for independent, nonprofit higher education.



JIM HAMERLY
DEAN, COLLEGE OF BUSINESS ADMINISTRATION, CALIFORNIA STATE UNIVERSITY, SAN MARCOS

Jim Hamerly is responsible for the culture, strategic planning and relationships with the community for the College of Business Administration at Cal State San Marcos. He has over 10 years of teaching experience and specializes in entrepreneurship and intrapreneurship. Hamerly also serves on boards of community service organizations, new ventures and business incubators. Before joining CSUSM, Jim had over 30 years of business experience, 15 as an entrepreneur, and 15 doing corporate research and venturing in larger corporations including senior executive positions.



SUNITA "SUNNY" COOKE
SUPERINTENDENT AND PRESIDENT, MIRACOSTA COMMUNITY COLLEGE DISTRICT

Dr. Cooke began her tenure as the superintendent/president of MiraCosta Community College District in 2015. She has worked at local and state levels in economic and workforce development in Texas and California. In 2015, she chaired the Statewide Task Force on Workforce and a Strong Economy, ensuring that California state and the community college system remain vital leaders in this work. The work has resulted in an ongoing annual investment of approximately \$248 million to enhance California community college career education.



JAMES HARRIS
PRESIDENT, UNIVERSITY OF SAN DIEGO

In 2015, James T. Harris III, DEd was named president of USD and has since introduced a strategic planning process and fundraising campaign as the university looks ahead to its 75th anniversary in 2024. The span of his career includes volunteer leadership service in numerous local, state and national roles. Previously, Harris served as president of Widener University, a private, independent institution educating students in two states — Pennsylvania and Delaware.



MICHAEL CUNNINGHAM
CHANCELLOR, NATIONAL UNIVERSITY SYSTEM

Michael R. Cunningham is Chancellor of the private, nonprofit National University System (NUS), which has grown to serve more than 45,000 students through National University, Northcentral University, City University of Seattle and John F. Kennedy University. He also launched two initiatives at NUS: The Sanford Programs, which serve the PreK-12 and nonprofit sectors and Workforce Education Solutions. Cunningham is known as an innovator in the education sector and brings a strong background in entrepreneurship.



TIM KEANE
DEAN, UNIVERSITY OF SAN DIEGO SCHOOL OF BUSINESS

Tim Keane took the helm as dean of the USD School of Business in January 2020. His career has included leadership positions as a technology entrepreneur at a global Fortune 500 firm and within academia at four universities. Keane was the founding dean of a new college of business in Denver at Regis University prior to joining the USD team. He earned his PhD in Public Policy Analysis and Administration from Saint Louis University.

To REERO LUMINARIES

CONFRONTING OUR COMMUNITY'S
MOST URGENT CHALLENGES



JAMES T. HARRIS, III, DEd
President



TIMOTHY P. KEANE, PhD
Dean of the School of Business



STATH KARRAS
Executive Director of the
Burnham-Moores Center for
Real Estate



REGINA BERNAL
Entrepreneurship Manager for
the School of Business



PRIYA KANNAN-NARASIMHAN, PhD
Founding Director of the
Entrepreneurship and Innovation
Catalyzer, Department Chair of
Innovation and Entrepreneurship

THE UNIVERSITY OF SAN DIEGO IS PROUD TO
RECOGNIZE THE ACHIEVEMENTS OF ITS
OUTSTANDING LEADERS AND THEIR CONTRIBUTIONS
TO THE SAN DIEGO COMMUNITY.

SDBJ TOP 500 LEADERS

James T. Harris, III, DEd
Timothy P. Keane, PhD
Stath Karras
Regina Bernal

SDBJ 2020 BUSINESS WOMAN OF THE YEAR

Priya Kannan-Narasimhan, PhD



PRADEEP KHOSLA
CHANCELLOR, UC SAN DIEGO

Pradeep K. Khosla has been chancellor of UC San Diego since 2012, leading a campus with more than 40,000 students. He oversees a staff of 14,000, with 2,000 faculty and an annual budget of more than \$4.8 billion. Khosla has initiated and led a strategic planning process, which includes a massive expansion of facilities and residential units. Khosla is an internationally recognized electrical and computer engineer who has made seminal contributions in embedded software, intelligent robot systems and cybersecurity.



LISA ORDÓÑEZ
DEAN, STANLEY AND PAULINE FOSTER ENDOWED
CHAIR, RADY SCHOOL OF MANAGEMENT AT UC
SAN DIEGO

Lisa Ordóñez has been the Dean of the Rady School since September 2019. She previously served at the University of Arizona as a research faculty member and as vice dean. This past year, Ordóñez has led the Rady School in developing new initiatives such as the Rady School Business Recovery Coalition and a first-time partnership with the San Diego Military Advisory Council to prepare the region's Military Economic Impact Report. Through her leadership, the Rady School doubled and tripled enrollments of its FlexEvening and FlexWeekend MBA programs, respectively.



CINDY MARTEN
SUPERINTENDENT, SAN DIEGO UNIFIED
SCHOOL DISTRICT

Cindy Marten is deeply committed to creating educational conditions and opportunities that enable all children to become actively literate, contributing and participating members of a democratic society who make a positive difference in the world. Since spring, she has taken on another task — seeing that the health and educational needs of students are met in the face of COVID-19. Previously, Marten was principal at Central Elementary.



CATHY PUCHER
EXECUTIVE DIRECTOR, ZAHN INNOVATION PLATFORM
LAUNCHPAD, SDSU

Cathy Pucher joined the Zahn Innovation Platform (ZIP) Launchpad in 2012. She brings more than 20 years of experience in the high-tech industry to her work as Executive Director of the ZIP Launchpad. She helped create EvoNexus, an incubator dedicated to stimulating the growth of new high technology companies in San Diego, and served as its first executive director. The center hosts an annual competition, the Zahn Challenge, to identify and reward the most promising ideas for new businesses.



ELLEN NEUFELDT
PRESIDENT, CALIFORNIA STATE UNIVERSITY
SAN MARCOS

Ellen Neufeldt is the fourth president of California State University San Marcos. Neufeldt's career has been centered on student success and social mobility and she is firmly committed to ensuring that any student who dreams of earning a degree has that opportunity through a focus on innovation, inclusion and equity, and community engagement. In fact, Neufeldt was named to the Coalition of Urban and Metropolitan Universities Executive Committee.



LADA RASOCHOVA
EXECUTIVE DIRECTOR, CIID, RADY UC SAN DIEGO

The California Institute for Innovation and Development (CIID) at the Rady School of Management was founded to support and catalyze the University of California's innovation leadership and entrepreneurship initiatives. As CIID executive director, Lada Rasochova supports 1,225 students in their entrepreneurial endeavors. She also co-directs the StartR and mystartupXX accelerators and has been involved with the commercialization of pharmaceutical and biotechnology products for the past 20 years.



From left to right, Phyllis Epstein, Dan Epstein, Ellen Neufeldt, Ed.D., and CSUSM Foundation Board Chair Tony Jackson participate in the ribbon-cutting to celebrate the opening of the Epstein Family Veterans Center at CSUSM in October 2019.

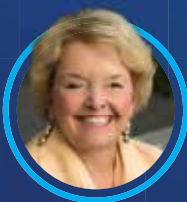
**INSPIRING THE LEADERS
OF TOMORROW**

Congratulations to Cal State San Marcos President Ellen Neufeldt and Jim Hamerly, dean of the College of Business Administration, for being recognized as one of our region's most influential leaders in the San Diego 500. And congratulations to President Emeritus Karen Haynes for being named an ICON honoree. These trailblazers are boldly paving the

path for our region's leaders of tomorrow through their steadfast focus on student success, social mobility and innovative partnerships. It is through their commitment, passion and inspiring leadership that CSUSM is transforming the lives of our students and our region.



Jim Hamerly, Ph.D.
Dean, College of Business
Administration
SD500 Honoree



Karen S. Haynes, Ph.D.
President Emeritus
ICON Honoree



California State University
SAN MARCOS



TREVER ACERS

MANAGING DIRECTOR, OBJECTIVE CAPITAL PARTNERS

Trever Acers is a Managing Director at Objective Capital Partners, where he leads the firms' M&A efforts across all industries. Prior to founding Objective, he served as Director at TGG Capital, and Director of Oxford Investment Group's Western US PE activities. Acers has more than 20 years of M&A experience and he has now been recognized as one of the most influential business leaders in San Diego for the past 6 years consecutively.



PAUL BARBER

MANAGING GENERAL PARTNER, JMI EQUITY

Paul Barber, who joined JMI Equity in 1998, has been working with software companies for more than 25 years. He has served on more than 20 private, public and nonprofit boards. He is currently a director of Applied Systems, Health, Innovative Interfaces, and Kronos. Prior to joining JMI, Barber was a managing director and head of the software investment banking practice at Alex Brown & Sons. He also worked in product marketing at Microsoft and in investment banking at Merrill Lynch & Co.



NAVID ALIPOUR

MANAGING PARTNER, ANALYTICS VENTURES

Navid Alipour is co-founder and managing partner at Analytics Ventures, a Venture Formation Fund focused on starting new ventures with artificial intelligence and machine learning at their core. Through the founding of multiple Artificial Intelligence (AI) based companies like CureMetrix and CureMatch, Alipour is a long-time entrepreneur in the AI space. He holds a bachelor's degree from UC San Diego and a JD/MBA from the University of San Diego.



GORDON BOERNER

SENIOR VP / WESTERN U.S. REGION PRIVATE BANKING MANAGER, U.S. BANK

A native San Diegan, Gordon Boerner has been U.S. Bank's Western U.S. Region Private Wealth Banking Manager since 2015. Additionally, he dedicates his time to many community organizations such as SD Kiwanis Laurels 4 Leaders (President), Accion San Diego (Board Chair) and Just in Time 4 Foster Youth (Board Member). Boerner has been recognized as the Scripps Ranch community Citizen of the Year and LEAD San Diego Graduate of the Year.



RICHARD ALLEN

REGIONAL MANAGER, NAVY FEDERAL CREDIT UNION

Richard Allen has been the regional manager for Navy Federal Credit Union since 2014. Allen oversees operations at three military bases – Naval Base San Diego, Naval Base Point Loma and MCAS Miramar. He has more than 18 years of financial services experience and more than 15 years in leadership. Allen, who started his banking career in San Luis Obispo, came to San Diego in 2001 to work for two local credit unions. In 2010, Allen joined Navy Federal.



RICK BREGMAN

SAN DIEGO MARKET PRESIDENT, BANK OF AMERICA

San Diego native Rick Bregman has been San Diego market president since 2008. In 2018, he also was named national co-leader of the bank's Healthcare Commercial Banking group. Bregman coordinates the efforts of executives running all significant business lines in San Diego and leads the civic and philanthropic efforts in the region. He joined Bank of America in 1992. He is active in the United Way and numerous youth-focused nonprofits.



DANA ALLIGOOD

SOUTHERN CALIFORNIA EXECUTIVE, COMMERCIAL BANKING, BANK OF AMERICA MERRILL LYNCH

As Southern California commercial banking executive for Bank of America's Middle Market Banking group, Dana Alligood oversees a business with \$175 million in revenue. She received the 2018 Brandon Hall Group Human Capital Management Excellence Gold Award for the Best Advance in Women Leadership Development. She has served in a variety of management positions with Bank of America for more than 20 years.



JAMES BRENNAN

CEO AND FOUNDER, ENLIGHTENED BRAND VENTURES

James Brennan is CEO of Enlightened Brand Ventures, a company he founded in 2015. His other accomplishments include attracting key investors, such as L Catterton and Unilever for investment into Kopari Beauty, another company he helped launch. Brennan co-founded Kopari in 2014. He also co-founded Suja Juice in 2012. Brennan sits on the board of directors for Suja Juice and serves as chair for Kopari Beauty. He also supports a variety of charitable organizations.



ISAI AMAYA

REGIONAL PRESIDENT, SAN DIEGO DIVISION, UNION BANK

Banking has been Isai Amaya's lifelong career for the past 18 years. Beginning as a teller, mentored by a branch manager, Amaya grew his skills over the years. As he gained increasing responsibilities and a college education at Long Beach State University Amaya cultivated his leadership skills as a regional manager. These experiences were foundational to his current position as the Regional President of the San Diego Division for Union Bank.



BRUCE BRESLAU

MANAGING DIRECTOR, UNION BANK

Bruce Breslau's career with Union Bank spans 28 years and he's enjoyed a total of 40 years in Commercial Lending. He started as relationship manager in the Middle Market Group and progressed to manager within 9 years. Eventually he was promoted to Managing Director of Union Bank for the San Diego Region. Prior to Union Bank, Breslau spent his initial years after college with First Interstate Bank and Security Pacific Bank.



ESHEL BAR-ADON

EVP-STRATEGIC PARTNERSHIPS AND CHIEF LEGAL OFFICER, AXOS FINANCIAL, INC. AND AXOS BANK

After graduating from law school in 1980, Eshel Bar-Adon served as a law clerk to U.S. District Judge E.R. Cox. Bar-Adon then practiced law in Washington, D.C., and was a partner in the national law firm of Sullivan & Worcester. While in private practice, Bar-Adon specialized in representing developers and banks in commercial real estate finance transactions. He left private practice to become SVP-Transactional Affairs at one specialty finance firm, and then became EVP and Chief Legal Officer at another. In 2011, Bar-Adon relocated to San Diego and joined Axos Financial and Axos Bank.



KAY CHANDLER

CHAIR OF THE BOARD, CHANDLER ASSET MANAGEMENT INC.

Kay Chandler founded Chandler Asset Management in 1988 and grew the investment advising firm into one of the region's largest by assets under management. The firm reorganized from an S-Corp to a C-Corp, and launched an ESOP in order to share ownership with employees. Chandler previously worked as an investment officer for the County of San Diego and the City of San Diego.



KURT CHILCOTT

PRESIDENT & CEO, CDC SMALL BUSINESS FINANCE

Kurt Chilcott has led CDC Small Business Finance for the last 21 years. CDC is the largest nonprofit small business lender in the country having provided financing to over 11,000 small business owners representing over \$12 billion in investment and over 200,000 jobs created. Kurt has held board leadership positions with numerous local, state and federal organizations. Throughout his career, his work has focused on underserved communities and populations ensuring equitable access to resources and opportunities.



ERIC ELLINGSEN

PRESIDENT AND COO, CALIFORNIA BANK & TRUST

Eric Ellingsen has been President and Chief Operating Officer of California Bank & Trust since 2016. His role includes oversight of small business and branch banking for San Diego and Northern California, in addition to serving as head of corporate services. He began his banking career with California Bank & Trust in 1999 and became CFO in 2012. The bank has more than \$11 billion in assets and nearly 100 branches statewide.



ALLEN CINZORI

MANAGING DIRECTOR, SOFTWARE EQUITY GROUP

Allen Cinzori has been managing director of investment bank and M&A advisory firm Software Equity Group since 2008. Educated as an engineer, after he joined SEG in 2001 he launched his Software Industry Valuation and M&A Reports, long before other investment banks began offering research reports. He oversees SEG's business strategy, builds key relationships within the software community, leads client transactions from commencement to closing, and manages business development.



KIM FOLSOM

CO-FOUNDER AND CEO, FOUNDERS FIRST CAPITAL PARTNERS

After founding six tech companies and exiting three of them, Kim Folsom went on to co-found and become the CEO of Founders First Capital Partners, LLC. With more than 25 years of experience, she has raised more than \$30M in venture capital, created over 500 premium wage jobs, and has founded or served as a key executive for multiple successful ventures. She is dedicated to addressing disparities in revenue and job growth among businesses led by underrepresented founders.



DAVID COATS

FOUNDER AND MANAGING DIRECTOR, CORRELATION VENTURES

Correlation Ventures was founded in 2012 by David Coats and Trevor Kienzle and has taken an analytic driven approach to supplement its due diligence. Correlation has more than \$350 million under management. In early 2017, the firm raised an oversubscribed \$200 million fund. Prior to Correlation, Coats was a managing director of Hamilton BioVentures, an early stage venture capital fund. He founded Spine Wave, a venture-funded medical device company.



STEPHEN FRIEDMAN

EVP, REGIONAL PRESIDENT, PACIFIC PREMIER BANK

As the EVP, Regional President for Pacific Premier Bank, Stephen Friedman manages the commercial banking teams in San Diego and Orange County. With over 20 years of commercial banking experience, he's overseen the continued growth of Pacific Premier's San Diego commercial banking segment to approximately \$1 billion today. As part of the executive team, Stephen helped successfully integrate Pacific Premier Bank's recent acquisition of Opus Bank which strengthened the Bank's presence in San Diego.



DAVID CREAN

MANAGING DIRECTOR, OBJECTIVE CAPITAL PARTNERS

David Crean, Ph.D is a Managing Director at Objective Capital Partners, where he leads the firm's M&A practice with life science and healthcare clients. Crean serves as the President of ACG San Diego and on the Board of Directors for Histogen, CLSA, Alzheimer's Association and many more organizations. For the past year, he has been a member of the Forbes Business Council and consistently contributes articles and editorial content under the Forbes brand.



GREG GARRABRANTS

PRESIDENT AND CHIEF EXECUTIVE OFFICER, AXOS FINANCIAL

Greg Garrabrants became the President and CEO of Axos Financial in 2007. At the time, Axos Financial (formerly BofI Holding) was a consumer-focused digital bank with around \$1 billion in assets. Under his leadership, Axos Financial expanded into a diversified financial services company with a \$14 billion bank balance sheet. In his 13 years as CEO, Axos Financial regularly ranks as one of the nation's top performing large thrifts by SNL Financial.



CRAIG DUPPER

MANAGING PARTNER, ELAN GROWTH PARTNERS

Craig Dupper in 2018 founded a private equity firm based in Carlsbad after 16 years as the local presence for Newport Beach-based Solis Capital Partners LLC. Elan Growth Partners seeks to invest from \$5 million to \$25 million per transaction in Southern California-based lower middle market companies in the manufacturing, niche so ware, business services and food sectors. Dupper volunteers his time and has served on the boards of several private companies.



ERIC GASSER

FOUNDING PARTNER, SEED SAN DIEGO

Eric Gasser is a founding partner at SEED San Diego, which invests in early stage companies with disruptive technology that are in need of both capital and business insight. He is also managing partner at Ad Astra Ventures, which is dedicated to growing and building female leaders through programming, and investment opportunities. Gasser has served on the board for the D39C Collaborative, which supports the Design39Campus in the Poway Unified School District.



DAVID DUVAL

PRINCIPAL, CLAIBORNE ADVISORS INC.

After eight years on Wall Street and a detour into Colorado real estate, David Duval has been practicing sell-side M&A in Southern California and New Mexico for the last 20 years. With a focus on founder-owners and small, public company spinoffs, Duval covers a broad swath of manufacturing, distribution and service industries. Claiborne Advisors concentrates on lower middle-market companies with mergers and acquisitions and institutional growth capital needs in the \$5 million to \$50 million range.



SALLIE GIBLIN

PRESIDENT, LOCKTON SAN DIEGO

After starting as a receptionist 20 years ago, Sallie Giblin advanced her career and served in various executive roles before eventually becoming a partner at Lockton, the world's largest privately held, independent insurance broker. In 2018, she was named president of Lockton San Diego, where she leads the office's double-digit growth and culture as a great place for clients to do business and Associates to build careers. Giblin gives back to various non-profits.



DAVID GILBERT
CEO, NATIONAL FUNDING

David Gilbert is CEO of National Funding, which he founded in 1999. It is one of the nation's largest private lenders of small business loans, and has provided more than \$2 billion in capital for more than 30,000 businesses. It offers working capital loans, equipment financing, merchant cash advances and credit card processing to a wide range of industries. Under his leadership, National Funding has been recognized seven consecutive years (2013-2019) on the SDBJ list of 100 Fastest Growing Private Companies.



DAVID HALE
CHAIRMAN AND CEO, HALE BIOPHARMA VENTURES LLC

David Hale is Chairman and CEO of Hale BioPharma Ventures LLC, a private firm focused on the formation and development of biotechnology, specialty pharma, diagnostic and medical device companies. Hale has more than 30 years of experience leading biotechnology and pharmaceutical companies. He has co-founded and led a dozen successful ventures, including Pemix Sleep, Hybritech, Gensia, Viagene and Biocept.



RUSSELL GOLDSMITH
CHAIRMAN, CITY NATIONAL BANK AND RBC WEALTH MANAGEMENT

Russell Goldsmith is chairman of both City National Bank and RBC Wealth Management in the United States. When Goldsmith became City National's Chairman and CEO in 1995, the company had \$3 billion in assets, 1,300 colleagues and 16 offices in Southern California. It has more than \$73 billion in assets, 5,400 colleagues and more than 75 offices in seven states. Goldsmith began his career as an entertainment attorney in Los Angeles and is a graduate of Harvard College and Harvard Law School.



TERESA HALLECK CAMPBELL
CEO, SAN DIEGO COUNTY CREDIT UNION

Teresa Halleck Campbell became CEO of San Diego County Credit Union in 2010. Since then, SDCCU's membership has grown to over 424,000. SDCCU has branches in San Diego, Riverside and Orange counties. The credit union has been raising its profile, getting naming rights for San Diego stadium in 2017. She has received numerous accolades, including being named one of the 2019 San Diego Business Journal CEOs of the Year, as well as a member of the SD 50 in 2020.



CORY GRANT
CHAIRMAN AND MANAGING PARTNER, GRANT, HINKLE & JACOBS

Cory Grant is chairman and managing partner at Grant, Hinkle & Jacobs, where he specializes in estate plans, wealth protection, employee retention and business succession strategies. Grant has authored two tax planning books and frequently speaks at estate planning and investment conferences. Grant serves on a number of boards, including the Chairmen's Roundtable, Burnham-Moores Center at USD School of Business and the Boys & Girls Clubs of San Diego.



CARLEE HARMONSON
MANAGING DIRECTOR, MUFG UNION BANK, THE PRIVATE BANK

Carlee Harmonson is a business leader with more than 25 years of experience in the financial services industry. She is based in San Diego and serves as Managing Director, Fiduciary Management Executive for The Private Bank of MUFG Union Bank, N.A. She is a member of the Wealth Markets Group leadership team, of which The Private Bank is a division. She works with a team of specialists to provide wealth planning, investments, risk management, trust and estate services, and banking.



MARK GRESCOVICH
PRESIDENT AND CHIEF EXECUTIVE OFFICER, BANNER BANK

Mark Grescovich joined Banner Bank in April 2010 and became CEO in August 2010 following an extensive banking career specializing in finance, credit administration and risk management. Under his leadership, Banner's net client relationships have grown 93% since December 2009. Prior to joining the Bank, Grescovich was the Executive Vice President and Chief Corporate Banking Officer for Akron, Ohio-based FirstMerit Corporation and FirstMerit Bank N.A.



NANCY A. HONG
MANAGING DIRECTOR, RIVERVEST

Nancy Hong, Ph.D joined RiverVest in 2016 and focuses on both biopharmaceutical and medical device opportunities, contributing to the formation, development and strategic direction of RiverVest portfolio companies. Currently, Hong is a member of the Board of Directors at Scout Bio, Inc. and Xilio Therapeutics, Inc. She is trained in the areas of immunology and oncology with a bachelor's degree from Caltech and a Ph.D. in Molecular and Cell Biology from UC Berkeley.



PAUL GROSSMAN
VENTURE PARTNER, TELEGRAPH HILL PARTNERS

Paul Grossman has been a venture partner in Telegraph Hill Partners since 2014. Prior to that he was head of strategy and corporate development for Life Technologies. He has led the acquisition or divestment of more than 25 businesses, including the merger of Invitrogen and Applied Biosystems. He has formed two companies in San Diego: Argonaut Manufacturing Services and Verogen Inc. He is also a former chairman of the Cystic Fibrosis Foundation, San Diego and Imperial Counties Chapter.



ROBERT HORSMAN
FOUNDER AND DIRECTOR OF COMMUNITY RELATIONS, ENDEAVOR BANK

Robert Horsman is a founder of Endeavor Bank, which is a publicly traded and community-focused business bank. Horsman's commercial banking career in San Diego spans more than four decades. Prior to his current post, Horsman founded San Diego National Bank in 1981 and was appointed president in 1996 and CEO in 2000. Horsman has previously served on the boards of numerous philanthropic and academic organizations and institutions.



WILLIAM GURTIN
FOUNDER, CEO, CIO AND MANAGING PARTNER
GURTIN MUNICIPAL BOND MANAGEMENT

William Gurtin is the CEO, chief investment officer, managing partner and founder of Gurtin Municipal Bond Management, which he sold to Pimco in 2018. He and his management team remain in place and continue to specialize in municipal bond portfolios for a network of more than 150 advisers and family offices nationwide. The firm has been recognized by Financial Times as a Top 300 U.S. Registered Investment Advisers.



WILLIAM JONES
PRESIDENT AND CHIEF EXECUTIVE OFFICER, CITYLINK INVESTMENT CORP.

William Jones is the president and CEO and a director of CityLink Investment Corp., a San Diego-based real estate developer. Jones has held this position since 1993. He is also a director and board chair of certain funds under management by the Capital Group and Capital Group Private Client Services as well as a director at Sempra Energy since 1998.



BRIAN KINSMAN

CO-FOUNDER AND MANAGING PARTNER, BUNKER HILL CAPITAL

Brian Kinsman is co-founder and managing partner at Bunker Hill Capital, a private equity firm that makes control investments in lower middle market companies with typical enterprise values ranging between \$30 million and \$120 million. Bunker Hill Capital has invested more than \$570 million in 37 transactions across four industry sectors, including industrial products, business services, consumer products and specialty retail. He is a certified public accountant.



TODD LANE

PRESIDENT AND CEO, CALIFORNIA COAST CREDIT UNION

Todd Lane, MBA, is President/CEO for California Coast Credit Union, a \$2.6 billion credit union based in San Diego. Lane has served as California Coast's President/CEO since 2014 and previously served as its CFO. California Coast has been serving the San Diego and Riverside communities for over 90 years. Lane previously was the President/CEO of ECS, and EVP/CFO for WesCorp. Lane received his BS in Finance from San Diego State University and his MBA from Pepperdine University.



ARAMA KUKUTAI

CO-FOUNDER AND PARTNER, FINISTERE VENTURES

Arama Kukutai co-founded Finistere in 2005 and became a pioneer in the agtech and food tech sectors. The firm invests in companies involved in genomics, engineering more efficient plants, weed resistance and adaptive irrigation technologies. Finistere has satellite offices in Tel Aviv, Palo Alto and Dublin, Ireland. Kukutai served as Executive Chairman of PKW Farms, a diversified agribusiness investment entity in New Zealand, Asia and Australia. He is chair of CropX Technologies and is on the board of several other agtech companies.



BRIAN LEE

REGION BANK PRESIDENT, WELLS FARGO BANK

Brian Lee serves as Region Bank President for Wells Fargo, overseeing 76 branches across the San Diego region. A 30-year financial services veteran in retail and wholesale banking, Brian began his career in the Real Estate Group and has since led multiple markets across Southern California. Brian holds a bachelor's degree in business administration from Colorado State University and an MBA from the University of Southern California.



ALAN LANE

CEO, SILVERGATE BANK

Alan Lane has been CEO of Silvergate Bank since 2008 and also president of the bank's holding company, Silvergate Capital Corp. In 2018, Lane and Silvergate were among the first to make a commitment into cryptocurrency, serving more than 250 international clients. Silvergate also almost doubled its assets to \$1.9 billion. Lane helped establish Silvergate's mortgage warehouse lending division. Lane serves on the boards of John Paul the Great Catholic University and of Natural Alternative International Inc.



QUINN LI

VICE PRESIDENT AND GLOBAL HEAD, QUALCOMM VENTURES

Quinn Li oversees the company's \$1 billion strategic venture investment portfolio, which has more than 140 investments. Li led an investment in Cruise Automation, an autonomous vehicle technology and services company that General Motors acquired for more than \$1 billion in 2016. Li sits on the board of several Qualcomm-backed startups, including Brain Corp. Prior to joining Ventures in 2005, he held various engineering and management roles in the wireless industry.

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CVB Financial Corp., the holding company for Citizens Business Bank, is one of the 10 largest bank holding companies headquartered in California with over \$13 billion in total assets². Citizens Business Bank is consistently recognized as one of the top performing banks in the nation and offers a wide array of banking, lending, and investing services through 57 banking centers and 3 trust office locations serving the Inland Empire, Los Angeles County, Orange County, San Diego County, Ventura County, Santa Barbara County, and the Central Valley area of California.

¹Forbes-2020, ²As of 6.30.20

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JAY LICHTER

MANAGING DIRECTOR, AVALON VENTURES

Jay Lichter is an entrepreneur and seasoned investor in biotech and pharmaceuticals with more than 25 years of expertise in management, scientific research and business development. As managing director of Avalon Ventures, he has led investments in Carolus, Otonomy, Sova and Zacharon Pharmaceuticals, leading both business and scientific operations. Lichter also is CEO of Coi Pharmaceuticals and has been on many company boards. He has been involved in licensing or merger and acquisition deals valued at more than \$1 billion.



CHRIS MARSH

MANAGING DIRECTOR, UBS FINANCIAL SERVICES

Chris Marsh is Managing Director of UBS Financial Services and is responsible for the Wealth Management business across San Diego County. He joined the firm in 2002 and has worked with advisor teams serving clients in Asia Pacific, Switzerland, Germany, France, Monaco, U.K. and the U.S. Marsh and his team were founding sponsors of the San Diego Ronald McDonald House's annual Giving Circle Celebration. The firm also supports Art San Diego.sailboat, harnessing the wind while recognizing we don't always have control over as much as we think we should, but we can always control our response to situations.



ALLISON LONG PETTINE

**PRESIDENT AND FOUNDER, CRESCENT RIDGE PARTNERS, FOUNDING PARTNER, AD ASTRA VENTURES
FOUNDING PARTNER, SEED SAN DIEGO**

Allison Long Pettine is founder and president of Crescent Ridge Partners, a venture fund started in 2012 to provide seed capital to early stage startups. In 2018 she co-founded Ad Astra Ventures, which is passionate about putting more women in leadership positions and helps founders successfully fund, grow and scale companies. She is also a founding partner of Seed San Diego, an informal network of local angel investors.



ASHISH MASIH

CEO, ENCORE CAPITAL GROUP

Ashish Masih has been president and CEO of Encore Capital Group since 2017. Encore buys and sells credit card debt. In 2018, Encore completed its acquisition of Cabot Credit Management. As a result, Encore is now a market share leader in the U.S. and in the United Kingdom. He joined the company in 2009 and has held various management positions. Masih previously was vice president at Capital One Financial Corp. and associate principal at McKinsey & Company.



JOHN MAGUIRE

CEO & FOUNDING OFFICER, TORREY PINES BANK

John Maguire is the CEO and founding officer of Torrey Pines Bank, which launched in 2003. In the community, John has been actively involved with the YMCA for more than 25 years and is a past Chairman of the Board of YMCA of San Diego County. John earned a Bachelor's degree from the University of San Diego in Business Administration. He is also a graduate of Pacific Coast Banking School in Seattle.



MARY ANN MCGARRY

PRESIDENT AND CEO, GUILD MORTGAGE CO.

Mary Ann McGarry has built Guild Mortgage Co. into one of the nation's leading lenders with offices in 31 states and several thousand employees. McGarry has been CEO since 2007; she began her career at Guild in 1984 as an internal audit supervisor. She serves on the Mortgage Bankers Association's investment committee and servicing committee. In 2020, Guild Mortgage became a publicly traded company.



SILVIA MAH

FUND MANAGER, SAN DIEGO ANGEL CONFERENCE

Silvia Mah, Ph.D., is focused on accelerating social innovation globally and within the San Diego region. Her passion is to leave a legacy with integrity through innovation and entrepreneurship. She brings expertise in the impact investing arena from years leading accelerator/incubator spaces at universities and other organizations and as an impact venture capitalist at Next Wave Impact Fund and Ad Astra Ventures.



KEITH MCKENZIE

FOUNDING PARTNER, DELPHI PRIVATE ADVISORS

Keith McKenzie co-founded Delphi Private Advisors in 2009. He had been with a large money manager in New York and sought to provide more of a boutique experience. McKenzie has served on the firm's investment committee as well as the investment team for approximately 40 families. He also provided advice on the unique wealth management needs of family business owners. Delphi Private Advisors has been recognized as one FA Magazine's "Top 50 Fastest Growing Firms."



PETER MANGAN

CO-FOUNDER AND CEO, SHAREHOLDERS SERVICE GROUP

Peter Mangan is CEO and co-founder of the Shareholders Service Group, which provides high-quality, dedicated services for more than 1,500 independent registered investment advisors. Mangan has worked in the financial services field since 1990, when he ran the advisor division at Jack White & Co. Mangan has been honored with WealthManagement.com's Technology Innovations Award.



ASHLEE MICALE

CHIEF FINANCIAL OFFICER, SAN DIEGO COUNTY CREDIT UNION

Ashlee Micale serves as the CFO for San Diego County Credit Union, San Diego's largest locally-owned financial institution. Micale is involved in the credit union industry as a member of the Credit Union National Association (CUNA) CFO Council and has spoken at CFO Council national conferences. She currently serves on the Credit Union National Association (CUNA) CFO Executive Committee, Council Conference Committee, Council Regulatory Committee and the Council Membership Committee.



BILL MARIS

FOUNDER, SECTION 32

Bill Maris, a prominent venture capitalist in North County and founder of VC firm Section 32, is best known for his role as founder and first CEO of Google Ventures (GV). With \$3 billion under management and investments in Uber and Nest, GV was one of the hottest venture funds in Silicon Valley under his leadership. With Section 32 and new partners, Maris is taking on new challenges such as health and COVID-19.



BRIAN MILTON

MANAGING DIRECTOR, HEAD OF DEPOSITS AND BUSINESS STRATEGY, DEPUTY HEAD OF CONSUMER BANKING, MUFG UNION BANK

Brian Milton serves as Managing Director and Head of Deposits and Business Strategy, and Deputy Head of Consumer Banking, at MUFG Union Bank, N.A. In his current role, Milton directly manages all deposit product, pricing, and portfolio management activities for Union Bank, and leads its innovation program – the San Diego Model Bank – and provides general executive support to all business lines and teams across the Consumer Banking line of business.



TERRY MOORE
FOUNDER AND MANAGING PARTNER, MOORE VENTURE PARTNERS AND MVP VC FUNDS

Moore Venture Partners invests alongside top venture capital firms in technology and life science companies at early and growth stages. Terry Moore, who started Moore Venture Partners in 2011, is a seasoned VC, angel investor, CEO and entrepreneur and currently serves as the chairman and founder of the VC Roundtable, a private forum for entrepreneurs, VCs and investors. Moore also founded and was former executive director of the Morrison & Forester Venture Network.



A.J. MOYER
PRESIDENT AND CHIEF EXECUTIVE OFFICER, C3BANK

A.J. Moyer is the President and CEO of C3bank. Moyer started in public accounting as a CPA with KPMG after graduating from USD, where he was Valedictorian of his class. Prior to joining C3bank, Moyer served as VP of Business Development and Analysis for a subsidiary of Masco Corporation. Under Moyer's guidance, C3bank has grown from \$130 million in assets to \$500 million in assets, all of which has been driven organically.



LARRY NISHNICK
CORPORATE AND SECURITIES PARTNER, DLA PIPER LLP

As Partner at DLA Piper LLP, Larry Nishnick advises both private emerging growth companies and established, public company clients throughout a broad range of industries, including technology, software, life sciences and healthcare, sports, media, entertainment, consumer products and retail, consumer finance, cleantech and the internet of things. Larry also advises private equity, venture capitalists and angel investors in connection with their investments. Nishnick studied at the University of San Diego School of Law.



MICHELLE OROSHAKOFF
MANAGING DIRECTOR AND CHIEF LEGAL OFFICER, LPL FINANCIAL

Michelle Oroschakoff is Managing Director and Chief Legal Officer at LPL Financial. She is responsible for companywide risk management controls, compliance and governance. She came to LPL from Morgan Stanley, where she served as managing director and global chief risk officer. Previously, she spent 11 years in a variety of legal and compliance roles, including associate general counsel.



ERIC OTTERSON
MANAGING DIRECTOR, SILICON VALLEY BANK

A serial entrepreneur, having grown with three venture backed technology startups in San Diego, turned banker and booster of San Diego's technology innovation sector. Co-founder Startup San Diego, Vice-Chair Connect-SDVG and lecturer with Rady's StartX entrepreneurship program. Otterson leverages the tools, venture relationships and brand of the bank to help promote San Diego as the ideal city to start and grow clients' innovative companies.



JULIAN PARRA
SENIOR VICE PRESIDENT AND REGION EXECUTIVE, BANK OF AMERICA

Julian Parra is a Senior Vice President and Regional Business Banking Executive for Bank of America Merrill Lynch in the Pacific Southwest region. In this role, he leads a team of financial professionals who deliver strategic, integrated financial advice and solutions to companies, with \$5 million to \$50 million in annual revenues, throughout California, Nevada and Hawaii. Parra serves as the Chair of the Board of Directors for San Diego Regional EDC.



MITCH PATRIDGE
FOUNDER AND MANAGING PARTNER, CLEARVISION EQUITY & CHAIRMAN, CLEARBALANCE

Mitch Patridge is founder and managing partner of ClearVision Equity Partners, which invests in and is a strategic advisor to start-ups and small companies. ClearBalance provides hospitals and other large healthcare entities with patient friendly loan programs. In addition to his work with ClearVision and ClearBalance, Patridge serves on the board of the Miracles for Kids organization.



MICHAEL PERSALL
CHAIRMAN, ABP CAPITAL AND C3BANK

Michael Persall is the founder and chairman of ABP Capital and chairman of C3bank. After graduating from the University of San Diego, he began his career as a CPA with Ernst & Young before transitioning to executive and board member roles with companies specializing in banking, construction and real estate. Since founding ABP Capital, Persall has deployed over \$2 billion in capital across a variety of assets.



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ALAN PROHASKA
REGION MANAGER AND SVP - MIDDLE MARKET BANK, WELLS FARGO

Alan Prohaska is the Region Manager for the Middle Market Bank. He leads 35 team members that focus on helping companies with revenues from \$10 million to \$2 billion achieve their financial goals. His areas of experience include construction lending, permanent real estate financing, general working capital and term loans, syndications, FX and treasury solutions. Prohaska has a bachelor's degree from UC Santa Barbara and an MBA from UCLA.



KILLU T. SANBORN
MANAGING DIRECTOR, OXFORD FINANCE, LLC

Killu Sanborn, Ph.D. joined Oxford Finance in 2010, and has served as venture lender to San Diego's life science community since 2005. Previously, she was a VC, biotech executive and researcher. She has funded over \$500 million to tens of innovation leaders in San Diego's life science industry. Sanborn serves as Trustee and Vice Chair of Alliance Healthcare Foundation, which works to advance health and wellness for the most vulnerable in San Diego and Imperial Counties.



JOEL L. REED
MANAGING PRINCIPAL, RA CAPITAL ADVISORS LLC

Joel Reed is the Managing Principal of investment bank RA Capital Advisors LLC. With more than 40 years of financial expertise, he began his career as a public accountant. Reed moved to financial executive positions with corporations, investment management and financial advisory firms. Before founding RA Capital, he was a founding member of Relational Groups investment management firm, which grew to \$4 billion by 2005. Reed has served on a number of boards for public and private companies.



CRYSTAL SARGENT
FOUNDER AND CHIEF EXECUTIVE OFFICER, INVESTED ADVISORS, INC.

After 23 years in private and commercial banking, Crystal Sargent founded Invested Advisors in 2016 to fill a critical void in the marketplace. Her firm combines the best of business consultancies and creative agencies to provide a broader range of solutions that transform businesses into powerhouse brands and teams. Sargent expanded Invested Advisors with a geographic presence in the Gulf Coast to support Gulf Coast and national clients.



HALE RICHARDSON
VICE PRESIDENT, HOMEFED CORP.

Halé Richardson is Vice President for HomeFed Corporation and has been with the company since 1996. She is responsible for strategic development and implementation of all marketing and communications for the company's master-planned communities and various projects. Integral to these efforts are market research, brand creation, advertising in numerous media and markets, public relations, promotional activities and community relations. She also oversees preparation of California Bureau of Real Estate budgets, governing documents and development annexation documents.



JAMES SCHMID
FOUNDER AND CEO, CHELSEA INVESTMENT CORPORATION

Jim Schmid founded Chelsea Investment Corporation in 1986 to focus on the development of affordable housing. The company grew to include several affiliates and nearly 100 employees. Chelsea has delivered over 11,000 apartments throughout California, Arizona and New Mexico and is a dominant producer of special needs and inclusionary housing. Through Schmid's 30 years of experience and relationships, he's put Chelsea on track to deliver nearly 800 apartments for San Diegans experiencing homelessness.



MANUEL RODRIGUEZ
MARKET PRESIDENT, U.S. BANK

Manuel Rodriguez serves as the San Diego Market President at U.S. Bank, where he leads the market in company-wide efforts and manages the commercial banking business in the greater San Diego area. Previously, Rodriguez was a Vice President and Relationship Manager for U.S. Bank's Gaming Division with responsibilities for managing client relationships, loan structuring and business development. Overall, Rodriguez's career in the financial services industry spans 18 years.



NATHAN ROGGE
PRESIDENT & CEO, BANK OF SOUTHERN CALIFORNIA

Nathan Rogge is President and CEO of Bank of Southern California. He joined the company in 2006 as Executive Vice President, Chief Operating Officer and was named President and CEO in 2008. He has 30 years of banking experience and was instrumental in growing the bank organically as well as through a series of mergers and acquisitions. He has successfully expanded the bank from one location with \$38 million in assets to 13 locations and growing with more than \$1.1 billion in assets.



AARON RYAN
REGIONAL MANAGER, JPMORGAN CHASE

Aaron Ryan leads JPMorgan Chase's Middle Market Banking practice in San Diego. He joined the bank in 2019 to expand its regional operations. He is building a team of commercial bankers to deliver the firm's global capabilities to local businesses. A San Diego native, Ryan returned to his hometown after serving as Middle Market Leader in Orange County for Wells. Ryan Co-Chairs JPMC's regional Market Leadership Team overseeing the bank's civic engagement across San Diego.

Congratulations!

Ad Astra Ventures congratulates our very own, Dr. Silvia Mah, Partner, and the other stellar individuals who were awarded the most influential business leaders in San Diego!





ELIZABETH SCHOTT
CEO, ACCION SAN DIEGO

As CEO of Accion, Elizabeth Schott creates vibrant communities in Southern California through economic development by providing education and loans to business owners. She oversees the nonprofit's daily operations, including a staff of 26, a budget of \$3.5 million and a portfolio of \$8 million. She holds awards from SBA, Metro 40under40, is a graduate of Fieldstone Foundation and mentors through LEAD SD.



MICHAEL R. STONE
FOUNDER AND MANAGING MEMBER, FS INVESTORS

Michael R. Stone founded FS Investors, a private firm whose investments range from \$1 million to \$40 million. He previously spent 20 years at J.H. Whitney & Co., retiring in 2009 as senior partner and president. In 2020 he was named co-managing partner of TPG Growth, a \$14.5 billion fund. In addition, Stone is chief investment officer of the Rise Fund (whose founders board includes Bono and Richard Branson). He serves on numerous boards and advisory councils.



DEBRA SCHWARTZ
PRESIDENT AND CEO, MISSION FED

Debra Schwartz's career started as a part-time teller, in the savings and loan industry. Her experience includes senior executive positions as Chief Financial Officer and Executive Vice President, as well as other operational and leadership positions at various California financial institutions. Since 2008, she has served as President and CEO of Mission Fed, which currently has over \$4.5 billion in assets and over 260,000 customers.



PAUL THIEL
REGION PRESIDENT, NORTHERN TRUST

Paul Thiel joined Northern Trust in 2018 to expand their presence in mergers & acquisitions and family law. He previously was managing director of the San Diego office of BNY Mellon Wealth Management. For the past 4 years, he has been chairman/CEO of Chairmen's Roundtable, a group of about 40 former CEOs who donate their time to consult with promising companies. Thiel led the creation of the M&A Advisor of the Year and awards program for middle-market advisors and has served on numerous boards.



STEVEN SEFTON
FOUNDER AND PRESIDENT, ENDEAVOR BANK

Steven Sefton is a founder and president of San Diego's Endeavor Bank, a community focused business bank. He has more than 36 years of banking experience in Southern California. He previously served as President and past CEO of Regents Bank, and before that Sefton was senior vice president of Citizen's Business Bank, managing one of the bank's largest regional offices. He also held posts at Mellon 1st Business Bank, Sanwa Bank and City National Bank.



PETE TOWNSHEND
MANAGING PARTNER, TOWNSHEND VENTURE ADVISORS LLP

Peter Townshend launched Townshend Venture Advisors, LLP (TVA) in 2017 as a new type of corporate law firm, focused exclusively on the legal and business needs of high growth technology startups, investors and entrepreneurs. With more than 20 years of experience, Townshend has spent his career at prestigious law firms in Silicon Valley and San Diego, most recently Perkins Coie LLP. His clients come from both industry and academia.



VALORIE SEYFERT
CEO, CUSO FINANCIAL SERVICES

Valorie Seyfert co-founded CUSO Financial Services in 1996 and later launched sister company Sorrento Pacific Financial LLC. In 2017 the firms were sold, though Seyfert and co-founder Amy Beattie continue to lead them. CUSO specializes in placing investment programs inside credit unions and banks, providing customized investment and insurance solutions to more than 200 financial institutions across the country, with more than \$30 billion in assets under administration. Seyfert is a member of the California State Bar Association.



TODD WILSON
MANAGING DIRECTOR GLOBAL INVESTMENT BANKING, BANK OF AMERICA MERRILL LYNCH

Todd Wilson is managing director of Global Investment Banking at Bank of America Merrill Lynch. Prior to this Wilson founded and was managing director of W Partners, a boutique investment banking firm that provided mergers and acquisition services and capital solutions for middle-market companies and family offices. Previously Wilson worked in New York, London and San Francisco as part of the investment banking groups at Thomas Weisel Partners and Cowen & Co.



JEB SPENCER
CO-FOUNDER AND MANAGING PARTNER, TVC CAPITAL

Jeb Spencer, co-founder and managing partner of TVC Capital, invests in software and software-enabled services firms with at least \$2.5 million in revenue. At TVC he works with management to professionalize and increase growth at software companies. Spencer also sits on the board of SmartAction, an AI based platform that automates customer service communications in everything from phone, SMS, web chat and Skype.



DALE YANHKE
CEO, DOWLING AND YAHNKE LLC

In 1991, Dale Yahnke co-founded Dowling & Yahnke, an independent, fee-only, registered investment advisory firm that provides comprehensive portfolio management and retirement planning. The firm manages nearly \$4 billion for more than 1,000 individuals, families, foundations and endowments. He has been recognized by Barron's as one of its Top 100 independent financial advisors nationwide. He serves on the boards of Rady Children's Hospital Foundation, Voices for Children and Junior Seau Foundation.



ADAM STETTNER
FOUNDER AND CEO, RELIANT FUNDING

Adam Stettner is the founder and CEO of Reliant Funding, widely acknowledged as a leading provider of funding to small and medium sized business. Stettner has over 20 years of leadership, management, sales, business development and operations experience. He founded the company that became Reliant Funding in late 2008. Recently, Stettner has led Reliant Funding to deliver more than \$1.6 billion to roughly 50,000 American small businesses.



DAN YATES
CEO, ENDEAVOR BANK

Over his four decades in the banking industry, Dan has founded two banks – Regents Bank which he grew to over \$620 million in assets in 12 years and now Endeavor Bank. In addition to creating banks from the ground up, Dan has sold, acquired, and merged banks, raised capital for banks, and, as a consultant and CEO, he has turned around banks. Prior to co-founding Endeavor Bank, Dan served as President and CEO of Neighborhood National Bank in San Diego.

**MATT ABERNETHY****CFO, NEUROCRINE BIOSCIENCES, INC.**

Matt Abernethy joined Neurocrine Biosciences in 2017 as Chief Financial Officer where he is responsible for leading corporate finance activities, commercial supply chain operations, information technology and investor relations functions. Abernethy has a bachelor of science from Grace College and an MBA from the University of Chicago. He has more than 15 years of experience in the financial sector and investor relations with expertise in the healthcare industry. Abernethy was honored at the SDBJ 2020 CFO of the Year awards.

**AARON BYZAK****CHIEF EXTERNAL AFFAIRS OFFICER, TRI-CITY MEDICAL CENTER**

As Chief External Affairs Officer for Tri-City Medical Center, Byzak leads marketing, communications, government affairs and community engagement. Byzak has served in positions of progressive leadership in healthcare for more than two decades and has received numerous recognitions for designing community health programs and multimedia projects, including four Emmy Awards. In 2020, he launched the Tri-City Medical Center COASTAL Commitment, which supports community improvement programs. Recently, he was honored with the NAACP Business Community Impact Award.

**DAWN BARRY****PRESIDENT AND CO-FOUNDER, LUNAPBC**

Dawn Barry is President and Co-Founder of Public Benefit Corporation, LunaPBC. LunaPBC, a World Economic Forum 2019 Technology Pioneer, launched LunaDNA, a health data sharing platform owned by its members (SEC-qualified). Barry spent 12 years at Illumina and served as Vice President, Applied Genomics, was San Diego Business Journal's 2017 Business Woman of the Year, a TEDxSan Diego 2016 speaker and is a board member of the Alzheimer's Association San Diego/Imperial County.

**JAMES CALLAGHAN, JR.****CEO AND PRESIDENT, MENTAL HEALTH SYSTEMS, INC**

A CEO with more than two decades of experience across the public and private sectors, James "Jim" Callaghan Jr. joined MHS in 2016 with a proven ability to effectively manage multiple projects. He is an expert in large scale coordination efforts requiring thorough communication, financial oversight and execution, and is an effective leader who creates and leads diverse teams to reach common goals.

**QUENTIN BLACKFORD****CHIEF OPERATING OFFICER & CHIEF FINANCIAL OFFICER, DEXCOM**

As the Chief Operating Officer and Chief Financial Officer of Dexcom, Quentin Blackford is a dynamic C-level and board leader who has more than two decades of experience leading NASDAQ and NYSE public companies through periods of high growth while instilling operational and financial discipline. He joined Dexcom as CFO in 2017. Prior to Dexcom, Quentin served as Executive Vice President and Chief Financial Officer, Head of Strategy and Corporate Integrity at NuVasive.

**CARIN CANALE-THEAKSTON****FOUNDER AND CEO, CANALE COMMUNICATIONS INC.**

Carin Canale-Theakston founded CanaleComm in 2010 after serving as president of the life sciences division of international public relations firm Porter Novelli—and before that, as managing partner of boutique life sciences firm Atkins + Associates. She has supported companies ranging from tiny biotech startups and venture capital firms, to the world's largest healthcare company. She has received many awards for her work and this is her fourth year on the SD 500.

**KIM BLICKENSTAFF****EXECUTIVE CHAIRMAN, TANDEM DIABETES CARE INC.**

Kim D. Blickenstaff was named Executive Chairman in March 2019 and has been one of Tandem Diabetes Care's directors since September 2007. Blickenstaff previously served as Tandem's President and Chief Executive Officer from September 2007 to February 2019. Prior to joining the firm, Blickenstaff served as Chairman and Chief Executive Officer of Biosite, a provider of medical diagnostic products, and was a director of Medivation, a biotechnology company.

**STANLEY CROOKE****FOUNDER, CHAIRMAN AND CEO, IONIS PHARMACEUTICALS INC.**

In 1989, Stanley Crooke founded Ionis Pharmaceuticals, and as chairman and CEO has led Ionis through scientific development and into commercialization and pioneered the development of the antisense technology platform and created one of the largest, most advanced pipelines in the biotechnology industry. Ionis has more than 40 medicines in development. Crooke also led the creation of Bristol-Myers anti-cancer program in the first five years of his career.

**NATASHA BOWMAN****VP OF HUMAN RESOURCES, ARCTURUS THERAPEUTICS**

Natasha O. Bowman joined Arcturus Therapeutics in late 2019. Arcturus Therapeutics is a preclinical drug delivery and RNA medicines company. Bowman was most recently vice president of human resources at the biotechnology company, Synthetic Genomics, where she served in a variety of HR positions for almost eight years. Previously, she worked at Pfizer, Acadia Pharmaceuticals and Althea Technologies, where she was senior director of human resources.

**STEPHEN DAVIS****PRESIDENT AND CEO, ACADIA PHARMACEUTICALS**

Stephen R. Davis joined Acadia as CFO and chief business officer in 2014 and became CEO in 2015. The company focuses on central nervous system disorders. Davis has more than 25 years of executive-level experience in the pharmaceutical industry. Acadia's lead product, Nuplazid, is the first and only medication approved by the U.S. Food and Drug Administration for the treatment of hallucinations and delusions associated with Parkinson's disease psychosis.

**DAVID BRONNER****CEO, DR. BRONNER'S**

David Bronner is Cosmic Engagement Officer (CEO) of Dr. Bronner's, the top-selling natural brand of soap in North America and producer of a range of organic body care and food products. He is a grandson of company founder, Emanuel Bronner, and a fifth-generation soap maker. Under David and his brother Michael's leadership, the brand has grown from \$4 million in 1998 to \$129 million in annual revenue in 2019.

**FRANCIS DESOUSA****CEO, ILLUMINA INC.**

Francis deSouza took the helm of San Diego's DNA tech giant Illumina Inc. in 2016 and is leading the company on a five-year plan to extend genomics from research labs into doctors' offices and as consumer products. Illumina has grown into the largest maker of genome sequencing machines in the world. DeSouza has a background in startups, founding a messaging app that was bought by Microsoft and a cybersecurity company that was acquired by Symantec.



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Honored to Be Among Heroes

While 2020 has presented challenges beyond even the farthest stretches of the imagination, the team at Rady Children's has met those challenges head-on. They have exhibited extraordinary resilience, strength and dedication to ensuring local children have access to the care they need, no matter what.

We are honored to be recognized among the SD500, yet the recognition belongs to our incredible staff and physicians today and always. We deeply appreciate your unconquerable spirits and unwavering commitment to caring for our community's kids. Each of you is a shining example of a health care hero. Thank you.



Patrick Frias, MD
President and CEO
Rady Children's Health System



Stephen Jennings
Executive Director
Rady Children's Hospital Foundation



Donald B. Kearns, MD, MMM
President Emeritus
Rady Children's Health System

**Rady
Children's**
Hospital
San Diego

Rady Children's is proud that, of the 193 children's hospitals to be surveyed in 2020-21 by U.S. News & World Report, we are among an elite group of 24 to be nationally ranked in all 10 specialties surveyed.

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STEVE DIETLIN
CEO, TRI-CITY MEDICAL CENTER

As CEO of Tri-City Medical Center since 2016, Dietlin leads one of the largest healthcare organizations in North County. Dietlin has over 30 years of experience serving as an executive and consultant to public, private and not-for-profit healthcare systems and facilities. Under his leadership, Tri-City Medical Center has been recognized for excellence in heart, stroke, and maternity care, as well as spinal surgery and has been honored multiple community impact awards.



RUSTY GAGE
PRESIDENT, SALK INSTITUTE FOR BIOLOGICAL STUDIES

Rusty Gage has served as president of the Salk Institute for Biological Studies since 2018. One of his early accomplishments includes establishing an office of equity and inclusion. Gage has been a faculty member of the Salk Institute since 1995. His studies in the laboratory of genomics currently models diseases in the laboratory using human stem cells. Gage earned his bachelor's degree from the University of Florida as well as his master's and Ph.D. from Johns Hopkins University.



ROB DOUGLAS
PRESIDENT AND CHIEF OPERATING OFFICER, RESMED

Rob Douglas is ResMed's President and Chief Operating Officer since 2011, and an employee since 2001. Douglas also serves on the board of directors of Globus Medical, Inc. and as board vice chair of EvoNexus, a nonprofit tech incubator, and the San Diego Regional Economic Development Corporation. As COO, Rob led ResMed's global pivot toward maximizing production of lifesaving ventilators for certain patients battling COVID-19.



CAM GARNER
CO-FOUNDER AND CHAIRMAN, ORPRO THERAPEUTICS INC.

Cam Garner is one of the builders of the local life science sector and has worked in diagnostics, devices and pharmaceuticals. Part of the senior management team that built Hybritech, he also served as CEO and chairman of Dura Pharmaceuticals from 1989 to 2000, when Elan Corp. acquired it for \$1.8 billion. Since then, Garner has founded or co-founded numerous specialty companies, including Cadence Pharmaceuticals, Skin-Medica, Xcel Pharmaceuticals Inc.



MICK FARRELL
CEO, RESMED

Mick Farrell joined ResMed in 2000 and was appointed CEO in March 2013. He serves on the boards of directors of ResMed, AdvaMed and Zimmer Biomet, and volunteers as a trustee with UC San Diego Foundation, Rady Children's Hospital and Father Joe's Villages. Under Farrell's leadership, ResMed quickly pivoted its multinational operations to meet the unprecedented global demand for ventilators due to the COVID-19 pandemic, producing over 150,000 ventilators from January to June 2020 – a 3.5x increase over last year's period.



TOM GILMAN
PRESIDENT AND CHIEF EXECUTIVE OFFICER, BIOSERO

Tom Gilman is the founder of Biosero and offers more than 25 years of experience in sales, marketing, customer service and technical support for the pharmaceutical and biotechnology industries. His experience includes involvement in global account management at Beckman Instruments as well as product assembly and application support for several companies including IGEN Inc., Hudson Control Group, and Apricot Designs.



JANE FINLEY
SENIOR VICE PRESIDENT AND AREA MANAGER, KAISER PERMANENTE

Jane Finley is responsible for Kaiser Permanente Health Plan and Hospitals in San Diego, including two acute care hospitals with more than 650 licensed beds and 31 medical facilities. More than 9,600 employees and more than 1,400 physicians care for over 627,000 Kaiser Permanente members in San Diego County. Jane oversees all health care delivery, financial operations, business strategy, health plan and hospital support functions. She received SDBJ's 2018 Business Women of the Year Award and 2019 CEO Lifetime Achievement Award.



KEVIN GORMAN
FOUNDER AND CEO, NEUROCRINE BIOSCIENCES

Kevin Gorman is a founder and CEO of Neurocrine Biosciences, where he's led the drugmaker's products from the labs to the market since 1993. The company makes a drug called Ingrezza, which earned FDA approval in 2017 and led to \$168 million in revenue in the first half of 2018. Gorman received his Ph.D. in immunology and M.B.A. in Finance from the University of California, Los Angeles and did further post-doctoral training at The Rockefeller University.



ALISON FLEURY
SENIOR VICE PRESIDENT OF BUSINESS DEVELOPMENT, SHARP HEALTHCARE

Alison Fleury has 35 years of health care experience. She joined Sharp HealthCare in 1991 and held several system-wide financial leadership positions, including Vice President of Finance. Fleury was promoted to Senior Vice President, Business Development in 1997 and she is responsible for Sharp's strategic planning process. Prior to joining Sharp, Fleury was a manager and healthcare specialist of Deloitte.



NIKO GUBERNATOR
CHIEF EXECUTIVE OFFICER, EMOLECULES

Niko Gubernator has been CEO since 2012 and has focused on rethinking every step of the drug discovery process. He joined the eMolecules team in 2006 as Vice President of Business Development. He oversaw eMolecules' rapidly growing sales team, before serving as Chief Operating Officer in 2012. Prior to joining eMolecules, Niko led a multi-disciplinary group of scientists at Columbia Medical School who came together to develop new ways to visualize neurotransmission in the brain.



PATRICIO FRIAS
PRESIDENT AND CEO, RADY CHILDREN'S HOSPITAL AND HEALTH CENTER

President and CEO of Rady Children's Hospital and Health Center Patricio Frias, M.D. leads one of the premier pediatric hospitals in the nation, ranked by U.S. News & World Report as one of America's best surveyed. Rady Children's is a nonprofit, 505-bed pediatric care facility providing the largest source of comprehensive pediatric medical and behavioral health services in San Diego, Southern Riverside and Imperial counties and the region's only designated pediatric trauma center.



SHEILA GUJRATHI
CO-FOUNDER AND CEO, GOSSAMER BIO

Sheila Gujrathi serves as president and CEO of Gossamer Bio, a biopharmaceutical company she helped launch in 2018. Gossamer Bio is a clinical-stage biopharmaceutical company focused on discovering, acquiring, developing and commercializing therapeutics in the disease areas of immunology, inflammation and oncology. She also serves as chair of the board of directors for Turning Point Therapeutics.



NAVEED HAKIM

EVP, CHIEF FINANCIAL OFFICER AT PLUM HEALTHCARE GROUP

Since 2016, Naveed Hakim has led Plum Healthcare Group as Chief Financial Officer. He led transformation efforts which successfully stabilized the company's financials by 2019. As CFO, he designed, received buy-in, and then led the implementation of the transformation plans which helped avert a liquidity crunch and moved to stabilize the company's margins at an industry-high level. Hakim was recognized by SDBJ as the 2020 CFO of the Year in the Large Private Company category.



JEFF HAWKINS

PRESIDENT AND CHIEF EXECUTIVE OFFICER, TRUVIAN

For almost 20 years, Jeff Hawkins has held leadership roles at the world's leading healthcare companies. At Truvian, his leadership led to a Series B round of funding totaling \$27.1 million in Dec. 2019, which increased total funding to-date to \$46.3 million. Prior to Truvian, Hawkins was Vice President and General Manager of the Reproductive and Genetic Health Business at Illumina, Inc. Before Illumina, he served as Senior Vice President of Global Marketing and Program Management for GenMark Diagnostics.



TONY HALL

FOUNDER AND CEO, TORREY HOLISTICS

Tony Hall has been involved in all aspects of business development, facility design, operations, security and regulatory compliance since Torrey Holistics' inception. He first entered the cannabis industry in 2014 - shortly after the City of San Diego developed and released their regulations for medical marijuana outlets. Hall donated over 15,000 N95 face masks and more than 30,000 hand sanitizers to various health centers, local organizations, customers and staff since mid-March.



MELISSA HAYDEN-COOK

PRESIDENT AND CHIEF EXECUTIVE OFFICER, SHARP HEALTH PLAN

With over 30 years of experience in health care and over 20 years of service at Sharp HealthCare, Melissa Hayden-Cook has led an organization-wide effort to make high-quality health care accessible and affordable to San Diegans of all ages. Under her leadership, Sharp Health Plan has been the highest member-rated health plan in California for the last five years and is one of the highest rated health plans in the nation.



DIANE HANSEN

PRESIDENT AND CEO, PALOMAR HEALTH

Diane Hansen leads the largest public health system in Southern California, with an 800-square-mile service area. Hansen started with Palomar Health as EVP and CFO in 2012 and became president and CEO in November 2017. She serves on the board for Palomar Health affiliate Palomar Health Development, Inc., a 501(c)(3) Grants Entity, as well as various joint ventures. Hansen has more than 15 years of experience in the healthcare industry in both academic medical centers and community hospitals.



ROB HENDERSON



SENIOR VICE PRESIDENT OF OPERATIONS, WESTMONT LIVING


Rob Henderson has spent his entire 23-year career serving seniors. He is the SVPO for La Jolla-based Westmont Living and he owns and operates Senior Living communities in California and Oregon. Previously, he was the VPO for MBK Senior Living and spent over 10 years with Sunrise Senior Living. Henderson is also a Licensed Nursing Home Administrator and a Certified Assisted Living Administrator.



SAN YSIDRO HEALTH






On behalf of our 2,000 dedicated employees who compassionately serve the 107,000 resilient lives in our care during this pandemic, we thank all of our donors for their generosity and support now more than ever. [#TogetherWeHeal](#)

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SAN DIEGO BUSINESS JOURNAL

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RICHARD HEYMAN
CHAIRMAN AND CO-FOUNDER, METACRINE INC.

Richard A. Heyman, PhD, currently serves as Chairman and co-founder of Metacrine Inc., a biotech startup developing therapeutics for liver and gastrointestinal diseases. He also is the co-founder and Chairman of ORIC Pharmaceuticals, which is developing drugs to overcome resistance in cancer, and he serves as Chairman of Amunix Pharmaceuticals and Vividion Therapeutics. He has been involved in the discovery and development of multiple therapeutic agents approved by the FDA, including the prostate cancer drug, Erleada.



BARRY JANTZ
CEO, GROSSMONT HEALTHCARE DISTRICT

Barry Jantz is an unabashed champion of East County and has been CEO of Grossmont Healthcare District since 2004; it is East County's largest public hospital district. He previously worked at Kaiser Permanente for 18 years and five years as a PR and political consultant. He also served four terms on the La Mesa City Council. He is steeped in the community, well-connected in political circles and mindful of the district's place in its success.



JOHN HIGGINS
CHIEF EXECUTIVE OFFICER, LIGAND PHARMACEUTICALS

John Higgins joined Sorrento Valley-based Ligand Pharmaceuticals in 2007 and has been credited with radically altering the company's business model and restructuring the organization. Ligand recently announced successful trials of a new drug to combat type 2 diabetes. Prior to joining Ligand, Higgins served as Chief Financial Officer and Executive Vice President, Finance and Administration and Corporate Development, of Connetics Corporation, a specialty pharmaceutical company.



STEPHEN JENNINGS
SENIOR VICE PRESIDENT, EXECUTIVE DIRECTOR FOUNDATION, RADY CHILDREN'S HOSPITAL SAN DIEGO

Since July 2013, Steve Jennings has served as SVP of Rady Children's Hospital and Health Center and Executive Director of Rady Children's Hospital Foundation. He has more than 15 years of fundraising experience in the health and human services and higher education sectors, both domestically and internationally. Jennings earned his bachelor's degree in Philosophy and Religious Studies from the University of Tennessee and graduated from the UCLA Anderson School of Management Executive Education Program.



CHRISTOPHER HOWARD
PRESIDENT AND CHIEF EXECUTIVE OFFICER, SHARP HEALTHCARE

Chris Howard joined Sharp HealthCare as president and CEO in February 2019. A native of Oklahoma, his career in health care spans more than 30 years and his leadership experience with integrated delivery systems makes him ideally suited to lead Sharp in its vision to be the best place to work, practice medicine and receive care. Howard holds a Master of Science Health Care Administration degree, as well as master's and bachelor's degrees from the University of Oklahoma.



SABRINA JOHNSON
FOUNDER PRESIDENT AND CEO, DARÉ BIOSCIENCE

In 2015, Sabrina Johnson founded Daré Bioscience, a clinical-stage biopharmaceutical company committed to the advancement of innovative products for women's reproductive health. Daré in July 2017 completed a reverse merger with Cerulean Pharma Inc. to get access to capital. Daré's development pipeline boasts a broad portfolio of diverse product candidates with first-in-category potential for women requiring or desiring new therapies in contraception, vaginal health, sexual health and fertility.



FREDERICK HOWE
FOUNDER, CHAIRMAN AND CEO, MEDIMPACT HEALTHCARE SYSTEMS INC.

Frederick Howe is Chairman, Chief Executive Officer and founder of MedImpact Healthcare Systems, Inc., the nation's largest privately held full-service pharmacy benefit manager. Howe founded the company in 1989, and over three decades, Howe's vision has led to technological breakthroughs in the way pharmacy claims are processed and paid every day for millions of consumers. He also has served on the Schering-Plough Advisory Board and the Scripps Foundation for Medicine and Science.



JUNE KOMAR
CORPORATE EXECUTIVE VICE PRESIDENT, CHIEF OF STAFF, SCRIPPS HEALTH

June Komar was named corporate executive vice president in 2010, leading Scripps strategy development and administrative services, and currently serving as chief of staff. Komar served as corporate SVP, strategic planning and business development starting in 2002 and as VP in 1997. In her role, Komar oversees Scripps information technology, government and community relations, and legislative advocacy. As chief of staff, she assists and supports the president and CEO in the overall management and operations of Scripps' system of health services.



STACEY HROUNTAS
CEO, SHARP REES-STEALY MEDICAL CENTERS

Stacey Hrountas has devoted more than three decades to helping provide high-quality, coordinated, cost-effective health care. As CEO of Sharp Rees-Stealy Medical Centers for the past eight years, she leads 2,700 employees in 19 clinics across the county. She serves on several local, state and national boards. Hrountas holds a bachelor of science in kinesiology from University of California, Los Angeles, and a master's in public health-health services administration from San Diego State University Graduate School of Public Health.



GREGORY LUCIER
CHAIRMAN, NUVASIVE INC. AND CEO, CORZA HEALTH

Gregory Lucier is chairman of the board of NuVasive, which specializes in medical devices for the spine and previously was CEO of the company. Last year, he became CEO of Corza Health, whose mission is to partner with healthcare and life sciences companies to help them accelerate growth, achieve market-leader status, and expand equity value. Lucier previously led Life Technologies for 11 years. He was also a corporate officer at General Electric.



ZEYNEP ILGAZ
CO-FOUNDER AND CEO, CONFIRM BIOSCIENCES

Born in Turkey, Zeynep Ilgaz and her husband came to San Diego in 1998 to earn their master's degrees, and they founded Confirm BioSciences in 2008. The company supplies immune-diagnostic testing products for clinical, consumer and workplace drug screening. The company has sold millions of drug tests and screening services to companies around the world, with its major focus on North America, Europe and Australia.



KEVIN LUSTIG
FOUNDER AND CHIEF EXECUTIVE OFFICER, SCIENTIST.COM

As co-founder and CEO of Scientist.com, Kevin Lustig captains the world's largest online marketplace for custom R&D services. He co-founded Scientist.com in 2007 with a mission to make it possible to cure all human diseases by 2050. Lustig is a scientist-entrepreneur with 30 years of research experience in academia and pharma. He is recognized locally and nationally as a thought leader in life science research and SDBJ named him "San Diego's Most Admired CEO" in 2014.



KATHLEEN LYNCH

VICE PRESIDENT, GLOBAL GOVERNMENT AFFAIRS & PUBLIC POLICY, ILLUMINA

Kathleen "Kathy" Lynch practiced corporate law in New York and Boston before transitioning into government affairs. In 2015, she joined Illumina to launch the company's government affairs efforts. She leads a team who manages Illumina's interactions with domestic and foreign governments, including U.S. federal and state governments as well as those in key markets around the world. Recently, her work focuses on advancing genomic awareness and adoption globally through elected official engagement and education.



PATTY MAYSENT

CEO, UC SAN DIEGO HEALTH

Patty Maysent oversees more than 7,500 team members and budgeting in excess of \$1.7 billion. Maysent was part of the UC San Diego Health executive team that in 2016 opened the Jacobs Medical Center, a 245-bed, 10-story advanced medical center, named in recognition of a \$75 million gift from the Joan and Irwin Jacobs family. Previously, Maysent served as CEO of St. Jude Medical Center and as a consultant for University of Southern California's Keck Medical Center and Alliance Healthcare Services.



MAGDA MARQUET

CO-FOUNDER AND CO-CEO, ALMA LIFE SCIENCES LLC

Magda Marquet co-founded ALMA Life Sciences LLC, an early-stage life science investment firm. Previously, Marquet and her husband, Francois Ferre, co-founded Althea Technologies, which they built into the region's largest contract manufacturer before selling it in 2013. Marquet sits on the board of Arcturus Therapeutics and is Chair of the board of Micronoma, ProciseDx and Matrisys Biosciences. Currently, she serves on Governor Newsom Task Force for COVID and the Reopening of the Economy.



AMIT MUNSHI

PRESIDENT AND CEO, ARENA PHARMACEUTICALS

Amit D. Munshi has been President and Chief Executive Officer since May 2016 and serves as a member of Arena Pharmaceuticals' Board of Directors. Munshi has 30 years of global biopharmaceutical industry experience and holds a B.S. and a B.A. from the University of California, Riverside, and an M.B.A. from the Peter F. Drucker School of Management at Claremont Graduate University. Previously, Munshi served as President and CEO of Epirus Biopharmaceuticals, Inc. and Percivia LLC.



KEVIN MATTSON

PRESIDENT AND CEO, SAN YSIDRO HEALTH

Kevin Mattson has more than 35 years of leadership experience in the healthcare field. He is proud to serve in his capacity as CEO and is committed to the mission of the San Ysidro Health. Ensuring quality healthcare for those that need it has always been part of his career. Since joining San Ysidro Health in 2000 he has been an instrumental part of the organization's growth and success. During this pandemic, SYH grew in its service area and merged with Mountain Health.



TINA NOVA

CHIEF EXECUTIVE OFFICER, MOLECULAR STETHOSCOPE

Tina Nova is president and CEO of Molecular Stethoscope, a molecular diagnostics company in San Diego. She is the former GM of the Oncology business unit of Illumina. She served as CEO of Genoptix Medical Laboratory, a Novartis Co., which she co-founded in 2000. She was also the president and COO of Nanogen Inc., VP and COO of Selective Genetics, executive director of Ligand Pharmaceuticals and started her career at Hybritech Inc. She is chair of Arena Pharmaceuticals.

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Congratulations to MHS CEO James C. Callaghan, Jr. for being named one of San Diego's influential business leaders.

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SAUNDRA PELLETIER

CEO, PRESIDENT AND EXECUTIVE DIRECTOR, EVOFEM BIOSCIENCES

A mother, daughter, female trailblazer and CEO of Evofem, Sandra Pelletier leads one of the most exciting companies in female sexual health, bringing game-changing products to build a better future for women. Pelletier has led the company's \$400 million dollar capital growth, FDA approval and public offering of Phexxi, the first – and highly anticipated - hormone-free, on-demand female contraceptive gel which launched in the U.S. market in September. All while beating breast cancer.



PETER SCHULTZ

PRESIDENT AND CEO, SCRIPPS RESEARCH

Peter Schultz, a successful biotech entrepreneur, was appointed in 2015 as CEO of Scripps Research Institute, which is one of the largest independent research centers in America. Widely considered one of the top chemists in the world, Schultz has made many seminal contributions to the field. Schultz has founded nine biotech/tech companies that have pioneered the development and application of new technologies to challenges in energy, materials and human health.



BARRY QUART

CHIEF EXECUTIVE OFFICER AND CHAIRMAN OF THE BOARD, HERON THERAPEUTICS

Barry Quart, Pharm.D. has served as CEO and as a director of Heron since 2012, as President and CEO of since 2019 and was named Chairman of the Board in October 2020. He has more than 25 years of experience serving in leadership positions in biotechnology and pharmaceutical companies and developing innovative pharmaceutical products. Quart received a Pharm.D. degree from the University of California, San Francisco.



ROBERT SMITH

DIRECTOR, VA SAN DIEGO HEALTHCARE SYSTEM

Robert M. Smith in 2016 became the director of the VA San Diego Healthcare System, the nation's largest integrated health system for military veterans. He also oversees the U.S. Department of Veterans Affairs hospital in San Diego, where he has worked since 1993. The system cares for 86,000 Veterans in the San Diego and Imperial Valley counties, with 244,421 Veterans living in the area. Smith is also a professor of medicine at the University of California, San Diego.



KEVIN SAYER

PRESIDENT, CEO AND CHAIRMAN, DEXCOM

Kevin Sayer is the Executive Chairman, President and CEO of Dexcom. He joined Dexcom as President and Chief Operating Officer in 2011 and was responsible for research and development, manufacturing, clinical, regulatory, finance, sales and marketing functions. Sayer has been instrumental in leading the development of new technology, including the FDA-approved continuing glucose monitoring device. Previously, he served as CFO of Biosensors, a medical technology company, focused on devices used in interventional cardiology and critical care procedures.



ROBIN TOFT

FOUNDER AND CHAIR, TOFT GROUP EXECUTIVE SEARCH

Robin Toft is founder and chairwoman of Toft Group, which was acquired by ZRG in November 2019. Toft Group is a leader in the placement of Life Science and Biotech leadership, and Robin will continue as a senior leader in order to build out the business and help with the overall growth of ZRG. Toft is author of the book, "WE CAN: The Executive Woman's Guide to Career Advancement."

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TONY HALL
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**ERIC TOPOL****DIRECTOR AND FOUNDER, SCRIPPS RESEARCH
TRANSLATIONAL INSTITUTE**

In 2007, Eric Topol joined Scripps Research Translational Institute, which focuses on individualized medicine, using the genome and digital technologies to understand each person's health at the biologic and physiologic granular level. Topol is also a cardiologist practicing at Scripps Health, where he serves as chief academic officer. He is a professor of genomics with Scripps Research and previously was chairman of the Cleveland Clinic's Department of Cardiovascular Medicine.

**ASHLEY VAN ZEELAND****VICE PRESIDENT, PRODUCT INTEGRATION AND
CUSTOMER COLLABORATION, ILLUMINA**

Ashley Van Zeeland, Ph.D. has led innovative genomics R&D programs for more than 15 years and now oversees Product Integration and Customer Collaboration at Illumina. After completing her postdoctoral fellowship at Scripps, she co-founded and was CEO of Cypher Genomics, which sold to Human Longevity, Inc. (HLI) in 2015. At HLI Van Zeeland served as Chief Technology Officer. In addition to her work, she is the proud mother of two wonderful children and one persnickety dog.

**HELEN TORLEY****PRESIDENT AND CHIEF EXECUTIVE OFFICER,
HALOZYME THERAPEUTICS**

Helen Torley joined Halozyme in January 2014 as President and CEO, and a member of Halozyme's Board of Directors. Throughout her career, Torley has led several successful product launches and previously served as Executive Vice President and Chief Commercial Officer for Onyx Pharmaceuticals. Prior to Onyx, Dr. Torley spent 14 years in management positions at Amgen, serving as General Manager of both the U.S. Nephrology Business Unit and the U.S. Bone Health Business Unit.

**KRISTIINA VUORI****PRESIDENT, SANFORD BURNHAM PREBYS MEDICAL
DISCOVERY INSTITUTE**

Kristiina Vuori has been president of the Sanford Burnham Prebys Medical Discovery Institute since 2001. The independent not-for-profit research organization blends cutting-edge fundamental research with robust drug discovery to address unmet clinical needs in the areas of cancer, neuroscience, immunity, and metabolic disorders. Vuori received her postdoctoral training at the institute, and was appointed to faculty in 1996. Her research is aimed at unraveling the cell mechanisms of the most life-threatening aspect of cancer, which is cancer metastasis.

**CHRIS VAN GORDER****PRESIDENT AND CEO, SCRIPPS HEALTH**

As president and CEO of Scripps Health since 2000, Chris Van Gorder has been instrumental in positioning Scripps among the nation's foremost health care institutions. Van Gorder oversees all functions of the integrated health system. More than 15,000 employees and 3,000 affiliated physicians provide care at Scripps, which frequently has been honored as a Best Place to Work. He is a published author and regularly writes on leadership, corporate culture and health care.

**ANNE WALLACE****DIRECTOR, COMPREHENSIVE BREAST HEALTH CENTER
AT MOORES CANCER CENTER, UC SAN DIEGO HEALTH**

Anne Wallace has overseen the Comprehensive Breast Health Center since 1995. She is a board-certified surgeon and continues to research better imaging technology to detect breast cancer and melanoma. She also is a professor of Clinical Surgery. The Susan G. Komen Foundation has named Wallace Breast Cancer Clinician of the Year, and San Diego Magazine recognized her as a "Top Doc." Wallace has also chaired the California Breast Cancer Research Council.

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Jeff Hawkins, President and CEO



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EUGENE "MITCH" MITCHELL

VICE PRESIDENT OF STATE GOVERNMENTAL AFFAIRS & EXTERNAL AFFAIRS, SAN DIEGO GAS & ELECTRIC

Eugene "Mitch" Mitchell is vice president of legislative and external affairs for San Diego Gas & Electric (SDG&E) and Southern California Gas Co. (SoCalGas), Sempra Energy's California regulated utilities. Mitchell is responsible for state governmental affairs for both California utilities and oversees external affairs activities for SDG&E. Prior to his current position, Mitchell was responsible for state governmental affairs for both California utilities. Mitchell is an active member of the community, currently working with the Lucky Duck Foundation to address homeless issues in the San Diego region.



KARA BORTONE

SENIOR DIRECTOR, PORTFOLIO SOURCING AND MANAGEMENT, JLABS

Kara Bortone is senior director for portfolio sourcing and management for JLABS, part of Johnson & Johnson Innovation. She is responsible for setting the strategic direction and overseeing all pipeline activities for sourcing, selection, screening, onboarding, optimizing and tracking the portfolio across JLABS globally. She joined the JLABS team in 2012, shortly after the flagship JLABS site opened at Janssen R&D in San Diego. She holds a doctorate in biochemistry from the University of Texas at Austin.



JASON ANDERSON

PRESIDENT AND CHIEF EXECUTIVE OFFICER, CLEANTECH SAN DIEGO

Jason Anderson joined Cleantech San Diego in 2010. It is a nonprofit funded by more than 100 businesses, universities, governments and nonprofits advancing sustainable solutions that benefit the economy and the environment. Before joining Cleantech, Anderson was vice president of business development for the San Diego Regional Economic Development Corp. Cleantech San Diego is a key innovation partner for the City of San Diego as a Smart Gigabit Community.



DAVID CARVER

PRESIDENT, GENERAL DYNAMICS NASSCO

David Carver became president of General Dynamics NASSCO and a vice president of the General Dynamics Corporation in October 2019. He has overall responsibility for NASSCO's ship repair business, including production, engineering, purchasing, subcontracts administration, contracting and estimating of repair activities. Carver began his maritime career in 1986 at M. Rosenblatt & Sons as a junior engineer. He joined NASSCO in October 1987, as a management trainee and has worked in numerous roles at the company.



TED BAKER

PRESIDENT AND CEO, BAKER ELECTRIC INC.

Ted Baker is a fourth-generation principal at Baker Electric Inc., a family-owned electrical contracting firm founded in 1938, and also leads Baker Electric Home Energy, which works in solar, battery storage, HVAC and smart home technology. He oversees a broad spectrum of multimillion dollar private, public and government contracts throughout California. Under Baker's leadership, the Escondido-based company has been among the region's fastest growing private companies.



RON CHAPMAN

CO-FOUNDER AND CHAIRMAN, CORONADO BREWING COMPANY

Brothers Ron and Rick Chapman founded Coronado Brewing Co. in 1996. It has grown to be the region's fifth largest beer-maker. The brewer also made news in 2018 by deciding to sell Monkey Paw Brewing Co., the East Village micro brewer it acquired in 2017. The brothers invested in SouthNorte Beer Co., which is a project of their former brewmaster, Ryan Brooks.



RDML MARK BALMERT

EXECUTIVE DIRECTOR, SAN DIEGO MILITARY ADVISORY COUNCIL

Retired Rear Adm. Mark Balmert has been executive director for the San Diego Military Advisory Council since 2018. The council, known for short as SDMAC, brings military leaders together with elected officials and business leaders in support of the U.S. military. Balmert is a graduate of the University of Notre Dame and the Naval Postgraduate School. His Navy career included commanding the destroyer USS Chandler. After retiring from the military, he worked as an executive for defense contractors.



BRANT COOPER

FOUNDER, SD TECH FOUNDERS

An author, entrepreneur, community organizer and speaker, Brant Cooper's list of books is only topped by the list of startups he has helped grow. His startup career includes stints at Tumbleweed, Timestamp, WildPackets and inCode, and he channeled those experiences into his books. Additionally, Cooper created the SD Tech Founders group that hosts events and networking meetings for high-tech entrepreneurs, and the Moves the Needle Group, which instills entrepreneurial spirit and tactics in large businesses and organizations.



NEAL BLOOM

CHIEF EXECUTIVE OFFICER, RISING TIDE PARTNERS

Neal Bloom, who graduated with an engineering degree at the height of the 2008 recession, went to work on NASA's Space Shuttle program while its astronauts were building the International Space Station. From that experience, Bloom co-founded Portfolium to help new grads promote themselves, launched Hired.com to attract tech talent to the San Diego region and launched a venture capital podcast and newsletter. Currently, Bloom is CEO of Rising Tide Partners, a content marketing and communications agency.



RON COUGHLIN

CEO, PETCO

Ron Coughlin has been CEO since June 2018. He oversees more than 1,500 stores in the U.S. and Mexico. Prior to joining Petco, Coughlin was with HP as its president of the Personal Systems division, turning around a PC business into a growing innovation engine. Charities favored by Coughlin include Petco's own foundation, which has invested more than \$200 million into everything from pet adoption to pet cancer research programs. Coughlin is a longtime supporter of the Boys and Girls Clubs of San Diego.



RDML BETTE BOLIVAR

COMMANDER, NAVY REGION SOUTHWEST

As commander of Navy Region Southwest, Rear Adm. Bette Bolivar is known informally as the "Navy Mayor." Since 2019 she has been in charge of shore bases in California and several other Western states. Rear Adm. Bolivar is a graduate of the United States Naval Academy and Troy State University. She is the Chief of Naval Operations' Pacific Fleet finalist for the Vice Adm. James Stockdale Leadership Award and a 2005 inductee into the Women Divers Hall of Fame.



CHRISTOPHER CRAMER

CO-FOUNDER AND CEO, KARL STRAUSS BREWING COMPANY

Chris Cramer has been a pioneer in the craft brewing industry for more than 30 years. When he and college buddy, Matt Rattner, co-founded the brewing company in 1989, it was the first new brewery to open in the city of San Diego since Prohibition. Karl Strauss has grown to include a main production brewery, tasting room and brewpubs throughout Southern California.



ERIC M. DEMARCO

**PRESIDENT AND CEO,
KRATOS DEFENSE & SECURITY SOLUTIONS INC.**

Eric DeMarco has helped transform a once-struggling wireless firm into a highly competitive player in the national defense industry. Today, the company's products and services include support for rocket systems, satellite gear, electronic warfare and aerial targets and drones. The company expects 2020 revenue of at least \$740 million. Its drone business had \$53.5 million in revenue during the third quarter.



CHERYL K. GOODMAN

**HEAD OF CORPORATE COMMUNICATIONS AND
CORPORATE SOCIAL RESPONSIBILITY, SONY
ELECTRONICS**

As Head of Corporate Communications and Corporate Social Responsibility at the global multinational Sony, headquartered in Rancho Bernardo, she evangelizes the broad innovations led by the creative entertainment and technology company. She takes the same mission-focused mindset found in the nonprofit world and applies that to the world of technology. Goodman has been especially active in providing relief for people affected by COVID-19.



SCOTT DENNIS

CEO, D&K ENGINEERING

As co-founder and CEO of D&K Engineering, Scott Dennis provides strategic direction and is responsible for managing client relationships and overseeing manufacturing operations. Dennis came to D&K after several years at Hewlett Packard. His technical experience includes mechanical and biomedical engineering, lab automation and quality control. He also is a partner in Fusion X Ventures, an early stage fund focused on cloud-enabled smart technology.



WILLIAM R. GRANDE

CEO AND PRESIDENT, QCMI

Bob Grande is Chief Executive Officer and President with Quality Controlled Manufacturing, Inc. In 1978 Bob launched QCMI, a precision machining company in his Santee garage with just one employee. He has led the company to receiving the prestigious and coveted United Technologies Corp. Supplier Gold award since 2008. In 2014, QCMI kicked off The Grande Foundation Machinist Training Academy for Adults and Veterans.



MARC DUVALL

PRESIDENT, AEROSTRUCTURES, COLLINS AEROSPACE

Marc Duvall is president of Collins Aerospace's subsidiary, Aerostructures. He was named president of the Chula Vista-based subsidiary in 2010, after serving as VP and GM of Operations and Airbus programs. His unit has designed and received regulatory approval for nacelles, the aerodynamic structures surrounding the engines that provide reverse thrust on aircraft. Duvall previously was VP and GM of Honeywell's Process Solutions, and Industrial Measurement and Control business units.



FELENA HANSON

FOUNDER, HERA HUB

Felena Hanson is the founder of Hera Hub, a spa-inspired shared workspace and business accelerator for female entrepreneurs. She is a long-time entrepreneur and marketing maven. Hanson started her first business at age 8, traveled Western Europe alone and can often be seen inciting pop-up dance parties on the streets of San Diego. Hera Hub is the longest running coworking space in San Diego County - launching its first location in April 2011. Hanson is a published author and international speaker.



KEVIN EAGAN

**SENIOR VICE PRESIDENT AND CHIEF DIGITAL OFFICER,
CUBIC CORP.**

Kevin Eagan joined Cubic Corp. as senior vice president and chief digital officer in 2019. Prior to joining the San Diego-based company, Eagan came from IBM where he served as Chief Digital Officer for IBM Global Services. He led the creation and execution of IBM's enterprise-wide digital transformation strategy and was the leader for IBM's Apex program for C-suite clients. Eagan earned his Bachelor of Arts with Honors in Economics from Harvard University.



SUSIE HARBORTH

**CHIEF FINANCIAL OFFICER & ADMINISTRATIVE
PARTNER, MISSION BIOCAPITAL**

Since inception, Susie Harborth has been CFO and Administrative Partner of early-stage life science venture capital firm, Mission BioCapital (MBC), where she focuses on fund administration, startups and new initiatives. Most recently, Harborth was COO of BioLabs, a global innovation platform of coworking lab spaces and services. Previously, Harborth served as CFO at GnuBio, a sequencing startup that was spun out of Harvard and acquired by Bio-Rad Laboratories in 2014.



BRADLEY FELDMANN

**CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER,
CUBIC CORP.**

Bradley H. Feldmann has served as president and CEO of Cubic Corporation since July 2014. Overseeing the operations of Cubic's two business divisions, Cubic Transportation Systems and Cubic Mission and Performance Solutions, Feldmann implements management and operation processes as well as overall strategic vision for the corporation. He was appointed to the board of directors in May 2014 and was elected as chairman of the board in February 2018.



KIMBERLY HERRELL

PRESIDENT, SCHUBACH AVIATION

Kimberly Herrell in 2018 became president of Schubach Aviation, which is in the jet charter market. She joined Schubach in 2005 and has modernized and upgraded the company's fleet. She also navigated a pilot shortage, and launched a client experiential series called Elevated Excursions. Herrell previously worked in charter sales for Million Air out of Salt Lake City. Herrell is active in the Immunotherapy Foundation and the Museum of Contemporary Art San Diego.



SCOTT FORNEY

**PRESIDENT, GENERAL ATOMICS ELECTROMAGNETIC
SYSTEMS INC.**

Scott Forney has led his unit of General Atomics through a significant period of technology advancement, several acquisitions, and record growth. The business specializes in storing large amounts of energy and releasing it in tools such as aircraft carrier catapults and weapons such as railguns. It is also working in satellites and nuclear power. GA-EMS operations now occupy more than 1.5 million square feet of space locally, and Forney has implemented expansion plans in four additional states.



GREGORY HUNTER

CEO, HUNTER INDUSTRIES INC.

Greg Hunter has been CEO of Hunter Industries Inc. since 2013, carrying on the legacy of his father, Richard, and grandfather, Edwin "Ed" Hunter. The San Marcos-based irrigation and manufacturing company sells its products in more than 80 countries. Hunter serves on the board of directors for the Irrigation Association. Accomplishments include two acquisitions with more than \$100 million combined revenue and adding 400-plus members to the Hunter Industries family.



DENISE JACKSON

CEO, BALBOA TRAVEL

Denise Jackson is the President and CEO of Balboa Travel, a women and minority owned company celebrating 50 years in business. Balboa Travel ranks in the top 1% nationally with sales exceeding \$250 million. A veteran of almost 40 years in her industry, Denise is responsible for Balboa Travel's strategic direction. Her oversight includes Corporate Travel Management, Meetings & Incentives, Leisure and Technology Consulting. During her tenure and leadership at Balboa she has doubled the size of revenues for the company.



JEFF MARTIN

CHAIRMAN AND CEO, SEMPRA ENERGY

Jeff Martin leads Sempra Energy, an energy infrastructure company with operating revenues of nearly \$12 billion and 18,000 employees. Martin is credited with focusing Sempra's high-growth strategy on building North America's leading energy infrastructure company. Over the past two years, Martin has led a sweeping reorganization of the company's portfolio, including the sale of non-core assets generating over \$8 billion in total proceeds. The reinvestment of these proceeds into low-risk utility infrastructure is credited with improving safety, customer service and financial performance.



KEITH JONES

MANAGING PARTNER, ACE PARKING

Keith Jones is a native San Diegan and the owner of ACE PARKING, which was started 70 years ago by his grandparents. Jones is responsible for corporate vision and strategy, business development, finances and operations for ACE. As the leader of ACE, Jones is laser focused on leveraging the latest technology available to make parking and mobility the best customer experience possible, while driving strong financial returns for its clients.



TREVOR MIHALIK

EXECUTIVE VICE PRESIDENT AND CHIEF FINANCIAL OFFICER, SEMPRA ENERGY

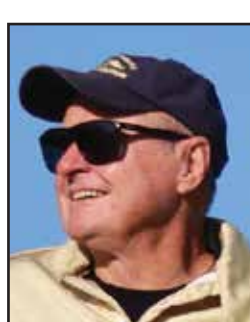
Trevor Mihalik oversees all financial matters and corporate development for Sempra Energy. He has 30 years of financial experience in the energy industry, with extensive knowledge of capital markets, mergers and acquisitions, financial reporting and treasury. Mihalik has a bachelor's degree in accounting from Creighton University and an MBA from Rice University. Under his leadership, the company recently completed a two-year capital rotation program, which generated over \$8 billion in total cash proceeds.



PETER KELLY

PRESIDENT AND CEO, NATIONAL PEN CORPORATION

Peter Kelly has been the president and chief executive officer of the National Pen Corporation for the past 4 years. Under his leadership, Kelly prepared the company for acquisition by Cimpres in 2016. Since then, he's led a significant transformation of National Pen across e-commerce, technology, data, contact center and manufacturing relocation to value locations. Overall, he has 20 years of experience in senior executive level positions across supply chain, operations, sales and marketing.



RORY MOORE

CEO AND CO-FOUNDER, EVONEXUS

Rory Moore co-founded EvoNexus in 2009 and has grown the nonprofit technology incubator to be the largest in Southern California. EvoNexus enables entrepreneurs to turn their transformative ideas into fundable, commercially viable companies. According to EvoNexus, 85% of its startups have received almost \$2 billion in total funding with 200+ VCs investing EvoNexus' portfolio of companies. Moore also founded Peregrine Semiconductor Corp. & Silicon Wave Inc.



GREG KOCH

EXECUTIVE CHAIRMAN AND CO-FOUNDER, STONE BREWING CO.

Greg Koch in 1996 co-founded Stone Brewing and is considered one of the giants in the craft beer industry. Stone ranks among the top 10 largest craft brewing companies in the U.S. and has two restaurants in San Diego County, one in Napa and a production brewery in Richmond, Virginia. Koch and Stone in 2016 created True Craft, a \$100 million angel investment fund to help small brewers grow.



MARK NAVARRA

MANAGING PARTNER, JEROME'S FURNITURE

Mark Navarra is Managing Partner of Jerome's Furniture, a San Diego staple that has been in the furniture retail business for 65 years. Navarra leads the family-owned business which has 10 locations throughout the region. Jerome's has furnished thousands of homes across Southern California and it has partnered with organizations like the City of Hope, The Armed Services YMCA, the Salvation Army, the San Diego History Museum, and the Komen Foundation to give back to the community.



MIKE KRENN

PRESIDENT AND CEO, CONNECT WITH SAN DIEGO VENTURE GROUP

As president and CEO of Connect, Mike Krenn has been fortunate to work with hundreds of entrepreneurs, helping more than 50 companies raise startup capital, in excess of \$500 million. In the past 3 months, Krenn and his team helped three companies raise over \$30 million. He was a founder of the Tech Coast Angels, CommNexus (now known as Evo) and the Venture Pipeline Group. He also has direct experience as a COO at a privately funded technology startup.



TOM PELLETTE

PRESIDENT, SOLAR TURBINES

Thomas A. Pellette is president of San Diego-based Solar Turbines, Inc., a wholly owned subsidiary of Caterpillar Inc. This organization is a global leader in the design, manufacture and service of gas turbine systems and compressors for the oil and gas and power generation industries. Pellette has held a range of sales, engineering and product support positions with increasing responsibility, including significant experience in leadership positions in Europe, Asia and the U.S.



MIKE LEWIS

CO-FOUNDER AND CEO, PEARSON FUELS

Mike Lewis co-founded Pearson Fuels in 2002 and was the nation's first alternative fuel gas station with 10 different fuels available to the public. Lewis has led the company to become the largest E85 Flex Fuel distributor on the west coast. E85 flex fuel is a high-octane blend of ethanol and gasoline designated for flex fuel and racing vehicles. Pearson announced that it had developed an E85 product that was almost completely renewable.



JOHN POPE

EXECUTIVE DIRECTOR, NAVAL INFORMATION WARFARE SYSTEMS COMMAND

John Pope is executive director for Naval Information Warfare Systems Command (NAVWAR). He shares responsibility for an annual budget of more than \$9 billion, focused on major command, control, communications, computers, intelligence, surveillance, reconnaissance, enterprise information and space systems for the Navy and Marine Corps. Born in the Philippines to a Navy family, he received his master's degree from the Naval Postgraduate School and retired from U.S. Navy service as a captain. His father was also a Navy captain.



MATT RATTNER

PRESIDENT, KARL STRAUSS BREWING CO., CHAIRMAN, ENDEAVOR BANK

Matthew Rattner, longtime president and co-founder of Karl Strauss Brewing Co., also serves as chairman of the board of Endeavor Bank, which opened for business in January 2018 and offers banking services to specifically meet the needs of businesses across a broad spectrum of industries and specialties. At Karl Strauss, Rattner helped establish the brewing company's distribution arm, which has begun delivery of some local and independently owned craft beer brands.



CYNTHIA WATKINS CURIEL

VICE PRESIDENT, COMMUNICATIONS, AERONAUTICS SYSTEMS, NORTHROP GRUMMAN

Since 2009, Cynthia Watkins-Curiel has served as the Vice President of Communications for Northrop Grumman's Aeronautics Systems. The San Diego native joined the company in 2000 and boasts a 35-year career in the aerospace and defense industry. Professionally, she is most proud of the expansion of Northrop Grumman's high school involvement program to schools in some of San Diego's underserved communities and the creation of an internship program with MiraCosta College.



SAM REESE

CEO, VISTAGE WORLDWIDE INC.

Sam Reese has been CEO of Vistage Worldwide since 2016. Vistage, which offers coaching and mentorship to executives and leaders in group settings, was acquired by Providence Equity Partners in 2018 for about \$500 million. Vistage continues to be based in San Diego. Reese previously was CEO and board member for Miller Heiman, a business consulting organization specializing in sales coaching. He also has held senior positions at Corporate Express and Kinko's Inc.



CHRIS WHITE

PRESIDENT AND CEO, WHITE LABS

White Labs' yeast is used by many brewers around the world, and its analytical testing and consulting services are a favorite of winemakers, distillers and kombucha brewers. Chris White founded the company in 1995 to manufacture yeast cultures and assist various brewing industries with the fermentation process. He lectured on chemistry at UC San Diego and teaches in the Brewing Certificate Program through UCSD Extension.



KEVIN SAGARA

GROUP PRESIDENT, SEMPRA ENERGY

Kevin Sagara oversees Sempra Energy's California utility businesses, San Diego Gas & Electric Co. and Southern California Gas Co. Sagara first joined the Sempra Energy family of companies in 1992. Sagara most recently served as chairman and CEO of SDG&E and is credited with raising the company's standing as a national leader in wildfire safety and clean energy. He holds a bachelor's degree in geography-ecosystems from the University of California Los Angeles and a law degree from Hastings College of Law.



VICE ADM. KENNETH WHITESELL

COMMANDER, NAVAL AIR FORCES, COMMANDER NAVAL AIR FORCE, U.S. PACIFIC FLEET

Vice Adm. Kenneth Whitesell became Naval Aviation's ninth "Air Boss" in October 2020. He is a native of Stuarts Draft, Virginia, and a 1983 graduate of Old Dominion University with a bachelor of science in Mechanical Engineering. He earned his naval aviation wings in October 1986. A former Top Gun training officer, he has accumulated over 4,000 flight hours and 1,005 carrier arrested landings. He is a graduate of the Joint Forces Staff College and the Naval War College.



REAR ADM. DOUGLAS SMALL

COMMANDER, NAVAL INFORMATION WARFARE SYSTEMS COMMAND

Rear Adm. Doug Small assumed command of the Naval Information Warfare Systems Command (aka NAVWAR) in August 2020, leading a global workforce of 11,000 civilian and military professionals who design, develop, install and support networking, communications, information, and cyber capabilities and systems for the Navy and Marine Corps. A native of Birchwood, Wisconsin, he is a graduate of Marquette University in Milwaukee and holds a doctorate in physics from the Naval Postgraduate School in Monterey.



BARBARA WIGHT

CFO, TAYLOR GUITARS

Barbara Wight oversees Taylor Guitars' foreign operations, financial information systems and legal interests. Taylor produces hundreds of guitars daily at its factories in El Cajon and Tecate, Mexico. Its products are distributed to at least 60 countries. She's served as a director of the San Diego County Water Authority, tapping experience she gained during nearly 19 years as COO and CFO of T-Systems International Inc., a global manufacturer of farming irrigation solutions.



DANIEL SULLIVAN

FOUNDER AND CHIEF EXECUTIVE OFFICER, SULLIVAN SOLAR POWER

In 2004, Daniel Sullivan founded Sullivan Solar, which serves commercial businesses, residents and large institutions throughout San Diego, Irvine and Riverside counties. One of the company's highest-profile projects was installing a solar system at Petco Park, home of the San Diego Padres. The 336,520-watt solar panel system, comprised of 716 solar modules, is the largest solar power installation in Major League Baseball.



CAROLINE WINN

CEO, SAN DIEGO GAS & ELECTRIC

Caroline Winn is CEO for San Diego Gas & Electric (SDG&E), one of Sempra Energy's regulated California utilities. She has a bachelor's degree in electrical engineering and is a registered professional engineer in the state of California. Winn is the current board chair for the San Diego Regional Chamber of Commerce. She also serves on the board of directors for Veloz, Monarch School and Smart Electric Power Alliance; the executive council for Western Energy Institute; and the director's council of the Scripps Institution of Oceanography.



JAN THARP

PRESIDENT AND CEO, BUMBLE BEE SEAFOOD CO.

Jan Tharp, president and CEO of the Bumble Bee Seafood Co., has a long history in the tuna industry. She previously worked for Starkist. Ten years ago, she was recruited by Bumble Bee, now headquartered in San Diego's East Village. Today, under Tharp's leadership, the privately held company is a \$1 billion corporation with roughly 120 employees locally. She is a graduate of Michigan State University, the London Business School and Columbia University.



PETER ZIEN

CO-OWNER AND CEO, ALESMITH BREWING CO.

Peter Zien was instrumental in building the region's craft brewing reputation. AleSmith was founded in 1995; Zien, a highly decorated home brewer, and his wife Vicky bought it in 2002. In 2015 they moved into a 105,500-square-foot space in Miramar with an \$11.7 million 80-barrel brewing system. AleSmith distributes beer throughout the states and as far away as Australia. Zien built a museum in the tasting room honoring the late Padres Hall-of-Famer Tony Gwynn.

**DAVID ABELES****PRESIDENT AND CEO, TAYLORMADE GOLF COMPANY**

David Abeles has 20 years of executive experience in the sports industry, most of it with TaylorMade Golf Company. He first joined TaylorMade in 1998 and returned in 2015 after a stint as CEO of the Competitor Group and working in sales and marketing at the Acushnet Co. KPS Capital Partners purchased TaylorMade Golf from Adidas for \$425 million. The company has also signed a long-term endorsement deal with Rory McIlroy.

**SUSIE BAUMANN****PRINCIPAL, BALI HAI/TOM HAM'S LIGHTHOUSE**

Susie Baumann began her career in her family's restaurant business when she was 12 and stepped in full time after college when her father, Tom Ham, died unexpectedly. Today, Baumann, her husband and their children are continuing the legacy established by her father in the 1950s. The family has entertained generations of diners at its landmark waterfront restaurants Bali Hai on Shelter Island, famous for its tiki temple, and Tom Ham's Lighthouse on Harbor Island.

**LUIS BARRIOS****GENERAL MANAGER, HILTON SAN DIEGO AIRPORT/HARBOR ISLAND**

A veteran of the hospitality industry, Luis Barrios has worked for many of the heavy hitter hoteliers in his 50 year career: Hilton, Omni, Evans, Wyndham. Born into a family with a passion for the industry (his mother operated two seaside resorts in his native Colombia), he entered Hilton Corp.'s management training program at the famed Waldorf Astoria Hotel in New York in 1969. He serves on several regional and state boards relating to the hospitality industry.

**DAVID BENNETT****GENERAL MANAGER, SAN DIEGO OPERA**

David Bennett was appointed general manager of the San Diego Opera in 2015 after a community effort saved the cultural resource from ceasing operations. He previously was executive director of New York's Gotham Chamber Opera. He worked for more than a decade as an opera singer before moving into arts management. Bennett was executive director of New York's Dance New Amsterdam before joining Gotham. He's a member of the board of Opera America, the national opera service organization.

**RICHARD BARTELL****PRESIDENT & CEO, BARTELL HOTELS**

Since joining his father in the family lodging business in 1980, Richard Bartell has guided the independent operator as it expanded its properties to eight hotels (including the Sheraton La Jolla and The Dana on Mission Bay), seven restaurants, three marinas and the famed Humphreys Concerts by the Bay entertainment venue. He is the chair of the San Diego Tourism Marketing District, of which he is a founding member. Bartell has been a generous donor to the University of San Diego's School of Law.

**RICHARD BLAIS****CHEF AND PARTNER, JUNIPER HOSPITALITY**

Richard Blais is an accomplished chef who has been involved in high-profile local restaurants and reality TV shows. He and Michael Rosen opened critically acclaimed Juniper & Ivy in Little Italy in 2014 and are part of the group operating The Crack Shack, a fast-casual chicken-and-egg concept. Blais currently owns and operates Trail Blais, a consulting firm that has worked on the Flip Burger Boutique in the Southeast.



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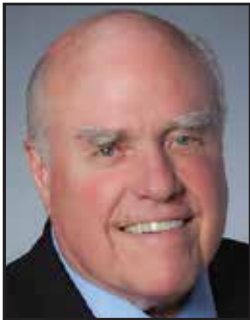
OLIVER BREWER III
PRESIDENT AND CEO, CALLAWAY GOLF

Oliver “Chip” Brewer has led the turnaround of Callaway Golf, with multiple acquisitions that included travel bags and apparel for work and play. Callaway is now acquiring TopGolf, a fast-growing attraction that combines a driving range experience with a sports bar. Callaway is now the second biggest golf equipment company. Previously, Brewer led the transformation of Adams Golf from a single-product focus to a diversified brand portfolio.



BOB DALTON
**FOUNDER AND CHIEF EXECUTIVE OFFICER,
SACKCLOTH & ASHES**

Bob Dalton is the founder and CEO of Sackcloth & Ashes, a mission-driven company that gives a blanket to a homeless shelter for each one purchased. In 2018 he launched Blanket the United States, a campaign with the goal of donating one million blankets to homeless shelters by 2024. He now travels the United States campaigning to bring awareness and resources to organizations that are creating solutions for homelessness and speaking at events on the topics of entrepreneurship and societal solutions.



TERRY BROWN
CHAIRMAN AND PRESIDENT, ATLAS HOTELS

C. Terry Brown is the second-generation owner of Atlas Hotels, which opened the Town and Country Inn in 1953 and later expanded it into a 40-acre urban resort hotel and conference center. In 2018, Atlas was one of four partners to sell four parcels totaling 10 acres, which will be built into about 840 apartment units. Brown is active in the business community and local politics. He is vice chairman of the San Diego Tourism Marketing District.



ADAM DAY
**CHIEF ADMINISTRATIVE OFFICER AND ASSISTANT
TRIBAL MANAGER, SYCUAN BAND OF THE KUMEYAAY
NATION**

A veteran public administration and public affairs executive, Adam Day oversees operations for the Sycuan Band of Kumeyaay Nation, managing its multimillion-dollar budget and hundreds of employees. In April 2019, Sycuan completed a \$260 million hotel and resort expansion, building a new gas station and convenience store and widening parts of Dehesa Road. Day also is chair of the Cal State University Board of Trustees.





DENISE CLARKE
OWNER, ALTIPIANO WINERY

In June 2008, Denise Clarke planted the beginning of what would grow into the Altipiano Winery. The Escondido-based vineyard is a dream venture that derived out of two pivotal experiences for Clarke – a trip to Italy and the 2007 Wildfires in San Diego. Coming from a long line of family farmers, another unique element to her business is that it is a Black- and female-owned winery, where Clarke makes a point to make all guests feel welcome.



BARRY EDELSTEIN
ARTISTIC DIRECTOR, THE OLD GLOBE

Barry Edelstein is responsible for the management of The Old Globe’s \$22 million-plus annual budget and its artistic direction and programming. Edelstein is a stage director, producer, author and educator. Widely recognized as one of the leading American authorities on the works of Shakespeare, Edelstein has directed nearly half of the Bard’s plays. Edelstein is a stage director, producer, author and educator and is widely recognized as one of the leading American authorities on the works of Shakespeare.



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MARTHA GILMER

CHIEF EXECUTIVE OFFICER, SAN DIEGO SYMPHONY

Appointed CEO of the San Diego Symphony in 2014, Martha Gilmer has led the orchestra to extraordinary new heights. Previously, she held a 35-year career in artistic planning at the Chicago Symphony Orchestra, and was the Executive Producer of the critically acclaimed live documentary series, Beyond the Score. Recently, she secured a long-time ambition of a permanent outdoor home for the Symphony, The Shell, which will open next summer.



DARIN HARRIS

CHIEF EXECUTIVE OFFICER, JACK IN THE BOX

Darin Harris began his role as CEO in June 2020. He was previously CEO of North America for flexible working company, IWG PLC, Regus, North America, from April 2018 to May 2020. Most notably, Harris is the former CEO of CiCi's Enterprises from August 2013 to January 2018. Harris has more than 25 years of leadership experience in the restaurant industry encompassing operations, franchising, brand strategy and restaurant development.



ROBERT GLEASON

PRESIDENT AND CHIEF EXECUTIVE OFFICER, EVANS HOTELS

After starting in reservations at the age of 17 and working his way up to CFO and General Counsel, Robert Gleason has been President and CEO of Evans Hotels since 2014, where he directs all operations of The Lodge at Torrey Pines, Bahia Resort Hotel and Catamaran Resort Hotel. He is concluding his service as a Director of the Los Angeles Branch of the Federal Reserve Bank of San Francisco at the end of the year, after serving as Chair for two years.



RICHARD HAUX JR.

PRESIDENT AND CEO, MOR FURNITURE FOR LESS

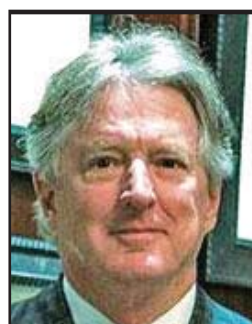
The family-owned, San Diego-based Mor Furniture for Less was started in 1977 and operates 32 stores in seven states. Mor Furniture for Less is the largest family-owned and operated furniture company on the West Coast. The company was founded by Haux's father, Richard Haux Sr., originally as Superstores of America. In 2014, Haux received the Ernst & Young Entrepreneur of the Year Award in the Family Business category.



KEITH GUILBAULT

CHIEF EXECUTIVE OFFICER, QDOBA MEXICAN EATS

Keith Guilbault leads the QDOBA Restaurant Corporation as Chief Executive Officer, and in his role, oversees more than 740 restaurants located across the U.S. and in Canada. He successfully led the company through the business challenges at the onset of COVID-19 which had a huge impact on the resiliency of the business and its people. This included securing additional liquidity for the QDOBA brand as well as providing support for the brand's franchisees and employees.



ROBERT "BOB" HOEHN

PRESIDENT, THE HOEHN CO. INC./HOEHN JLR INC.

The Hoehn family has been in the automobile business since 1928, when Robert Hoehn's grandfather opened a Chevrolet dealership in Memphis. His father ran the company until he moved the family to La Jolla and founded Hoehn Motors in 1975. Brothers Bob and Bill joined the operation and built it into a successful enterprise, selling luxury brands such as Porsche, Jaguar and Mercedes-Benz. He served on the University of San Diego's Board of Trustees and as a board member for the Timken Museum of Art.



ERNIE HAHN

SENIOR VICE PRESIDENT AND GENERAL MANAGER, PECHANGA ARENA

Ernie Hahn is the general manager of the Pechanga Arena, formerly known as the Valley View Casino Center and the San Diego Sports Arena. It's a role he has held since 1996. He began working with the Arena Group five years earlier, as an event coordinator. Recent accomplishments include bringing back hockey – the San Diego Gulls – to the arena.



BRIAN MALARKEY

CHEF AND PARTNER, PUFFER MALARKEY COLLECTIVE

Brian Malarkey, along with business partner, Christopher Puffer, founded the Puffer Malarkey Collective which includes Anima, Herb & Wood, Herb & Sea and Herb & Ranch in Irvine. This year, Malarkey launched corporate and private virtual cooking classes that come with ingredient boxes and can be shipped across the country. He has received awards and recognition for his work from CalTravel, San Diego Magazine, Conde Nast Traveler, Michelin Guide, Zagat and more.



MARILYN HANNES

PRESIDENT, SEAWORLD SAN DIEGO AND AQUATICA

As president of SeaWorld San Diego and Aquatica, Marilyn Hannes is the first woman to fill the company's top seat. She leads all operations for both parks, which have 20,000 animals. Prior to taking over San Diego operations, she served as the vice president of global sales for SeaWorld Parks & Entertainment's 12 theme parks in domestic and international markets. She has also served on boards of local, state and national travel industry and tourism groups.



CODY J. MARTINEZ

CHAIRMAN, SYCUAN BAND OF THE KUMEYAAY NATION

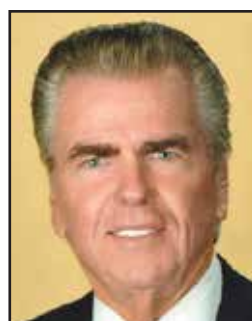
Cody J. Martinez is chairman of the Sycuan Band of the Kumeyaay Nation. As chairman, Martinez is responsible for strengthening the East County tribe's business interests, including its golf resort, casino and hotels, including its new resort as well as the historic US Grant hotel downtown. Martinez helped create a first-in-the-nation Natural Resource Management Plan for nearly 1,500 acres of land acquired by the Sycuan Band.



JOE HARPER

CEO AND PRESIDENT, DEL MAR THOROUGHBRED CLUB

Joe Harper had bit parts in his grandfather Cecil B. deMille's movies "The Ten Commandments" and "Greatest Show on Earth," but he's had a starring role since 1990 in growing one of the nation's top racetracks, the Del Mar Thoroughbred Club. He's a former president of the Thoroughbred Racing Association of North America and the Federation of California Racing Associations and has served for many years on the board of the Boys & Girls Clubs of San Diego.



MICHAEL MCKINNON

OWNER AND CEO, KUSI TELEVISION

Michael McKinnon is a veteran of more than 50 years in the broadcasting business, currently heading operations of the news-focused, independent TV station KUSI, with studio operations in Kearny Mesa. KUSI is one of the nation's largest independent stations and news operations. The company also owns San Diego Home & Garden Magazine, with operations led by his son, Publisher Mark McKinnon. Michael McKinnon is a longtime supporter of conservative causes and candidates in the San Diego region.



MAC MCLAUGHLIN

PRESIDENT AND CEO, USS MIDWAY MUSEUM

Retired Adm. Mac McLaughlin has been president and CEO of the USS Midway Museum since its opening in 2004. During his tenure, McLaughlin has made the decommissioned ship one of the most-visited museums in the nation. A decorated naval officer, McLaughlin built a volunteer army of veterans and civilians, who conduct tours, honoring the legacy of those who served and those who participate in the upkeep of the longest-serving Navy aircraft carrier of the 20th century.



MARIA TRAKAS POURTEYMOUR

CO-FOUNDER AND CHIEF CUISINE OFFICER

As creator of the original Luna Grill restaurant in 2004, Maria Trakas Pourteymour oversees the implementation of the Luna Grill mission and purpose restaurant-wide: To inspire others to feel good by eating real food, crafted with care. Her responsibilities include culinary research and recipe development, and the establishment of ingredient quality standards and cooking processes to consistently achieve full-freshness and outstanding taste. As a self-trained chef, her entrepreneurial dream is to develop her culinary concept of fresh, healthier food to its fullest potential.



ALBERTO MIER Y TERÁN

PRESIDENT AND GENERAL MANAGER, KFMB STATIONS

Alberto Mier y Terán returned to KFMB in 2016 as the President and General Manager after being in Chicago for about six years. He has an extensive background in Media Sales and Broadcast management. Through KFMB Stations, Alberto Mier y Terán participates locally in station projects such as "Adopt 8." Mier y Terán and KFMB contribute to Big Brothers, Big Sisters of San Diego.



SEAN POURTEYMOUR

CO-FOUNDER AND CEO, LUNA GRILL

Sean Pourteymour and his wife Maria founded the Mediterranean eatery chain, Luna Grill, in 2004, leveraging his background in real estate and her interest in food. Today, he acts as its CEO while she serves as its chief culinary officer. Luna Grill is a fast casual restaurant with about 1,200 employees spread across locations in Southern California and Texas. All 47 Luna Grill locations are corporate owned. While the business does not disclose its sales, its target growth rate is 25 to 30 percent per year.



MICHAEL MORTON JR.

CEO, BRIGANTINE RESTAURANT CORP.

Michael A. Morton Jr. is president of the 50-year-old, family-run Brigantine Restaurant Corp. Its signature seafood fare and nautical décor earned the company its customer loyalty but its agility allowed it to thrive. Its most recent project is Portside Pier, a 42,000 square-foot complex of restaurants – including Brigantine on the Bay, Miguel's Cocina, Ketch Grill & Taps and Portside Coffee & Gelato – that just opened on the Embarcadero.



ROBERT RIEF

EXECUTIVE DIRECTOR, SAN DIEGO SPORT INNOVATORS

Robert Rief is a long-time businessman in the ski, outdoor, golf, and surf world and he is the Executive Director of San Diego Sport Innovators. The group started in the CONNECT organization and offers a platform that brings businesses, entrepreneurs, research, resources and ideas together to move the sports industry forward. Rief has held positions at a variety of active brands such as Nordica USA, president of Nike Golf and CEO of Reef sandals and Sanuk Footwear to name a few.



MARK NEVILLE

EXECUTIVE DIRECTOR, SAN DIEGO BOWL GAME ASSOCIATION

Mark Neville began his career as an intern – with the Holiday Bowl. More than 28 years later, he remains with the Holiday Bowl through its organizing committee, the San Diego Bowl Game Association, also known as the Red Coats for the bright blazer worn by committee members. The bowl game is sidelined for 2020, but the association has already committed to hosting the Transplant Games in 2022.



MICHAEL ROSEN

CEO, CONTEXT CAPITAL MANAGEMENT LLC

Michael Rosen is best known as a restaurateur, opening Juniper & Ivy and the Crack Shack in Little Italy along with business partner and celebrity chef Richard Blais. Rosen is CEO of Context Capital Management, an alternative asset management firm specializing in fixed income and relative-value strategies with a focus on event-driven credit trades. He is also the director of Reality Shares, a group of entrepreneurial industry veterans who focus on dividend growth investing.



PHILIP PACE

CHAIRMAN, PRESIDENT AND CEO, PHIL'S BBQ

Phil Pace began his barbecue restaurant operation with four employees at the former Mission Hills location in 1998. Since then he has expanded into Point Loma, San Marcos, Santee, Rancho Bernardo, Petco Park and San Diego International Airport. In 2019, he hosted the 11th annual Phil's Big BBQ at the Ballpark, which raised about \$100,000 for Operation Bigs, a mentoring program of Big Brothers Big Sisters of San Diego County.



RON SUEL

OWNER, SUCKERFREE SOUTHERN PLATE & BAR

Local restaurateur, Ron Suel owns a swath of local eateries, including Suckerfree Southern Plate & Bar, Shotcaller Street Soul Food and StreetCar Merchants Chicken Bar. Suel, who hails from Louisiana, is a self-professed non-traditionalist and non-conformist. He opened up Suckerfree in the Gaslamp Quarter back in 2018. Since then, his fast-casual cooking has expanded to other neighborhoods like North Park where they are serving up comfort food to San Diegans.



GEORGE PALERMO

PRESIDENT, FLAGSHIP CRUISES AND EVENTS

George Palermo has been president at Flagship for the past 25 years. The company bills itself as San Diego's only locally owned and operated cruise and event company with a fleet of 11 vessels, including high-end yachts hosting cruises, whale-watching excursions, meetings and special events. Palermo in 2018 was given additional duties under the Marine Group umbrella, becoming CFO of Flagship, Marine Group Boat Works, Cabrillo Hoist and Coronado Ferry Landing.



ROXANA VELASQUEZ

EXECUTIVE DIRECTOR, THE SAN DIEGO MUSEUM OF ART

Roxana Velasquez in 2010 became the first woman to be executive director of the museum. In 2018, the exhibit "Modern Masters from Latin America" drew the most visitors in a decade, and the museum also acquired masterworks by Lucas Cranach the Younger and John Singer Sargent. Prior to her arrival at SDMA, she directed world-class collections at national museums in Mexico City. She's a member of multiple boards, including the Association of Art Museum Directors, and International Council of Museums.

**HELEN ADAMS****FORMER MANAGING PARTNER, HASKELL & WHITE LLP**

Helen Adams served as San Diego-area managing partner of Haskell & White LLP since January 2013 and has since retired. She has helped double the size of the business in the past three years. Before joining Haskell & White, Adams served as an audit partner with Deloitte. Adams is on boards of Athena San Diego, Cal State University San Marcos Foundation and is co-chair of San Diego Women Corporate Directors. She has been honored by the SDBJ and was a finalist for San Diego Woman of the Year.

**GAYLE BLATT****PARTNER, CASEY GERRY**

Gayle Blatt touts a wealth of experiences in complex litigation, from class actions and mass torts. She worked closely with David Casey on the largest consumer class action suit targeting German auto giant VW's diesel emissions scandal, which resulted in an \$11 billion settlement. In 2018 she was appointed to leadership roles in litigation related to global chip maker Intel for security flaws and technology giant Apple Inc. for device performance issues.

**JOHN D. ALESSIO****MANAGING PARTNER, PROCOPIO, CORY, HARGREAVES & SAVITCH LLP**

John D. Alessio in 2018 took over as the Managing Partner of Procopio, the largest locally based law firm with more than 180 attorneys in five offices throughout the western United States. Alessio has been a practicing attorney for over 25 years, predominately in commercial litigation. He joined Procopio in 2008 and has been an elected member of the Management Committee since 2015.

**BARBARA BORDEN****PARTNER, COOLEY LLP**

As a partner at the national law firm Cooley LLP, Barbara Borden leads the firm's global mergers and acquisitions practice group, focusing on cross-border transactions, joint ventures and public securities law. Borden advises technology, life sciences and other growth companies, including software, e-commerce, semiconductor, telecommunications, biotechnology, medical device, healthcare, consumer finance, defense contractors, sporting goods and apparel and service companies.

**QUENTIN ANDERSON****CHIEF EXECUTIVE OFFICER, BLACKOWNED.COM**

A serial entrepreneur, Quentin Anderson created Dream Homes California, the largest black-owned real estate company in San Diego. He is a nationally-certified USATF Level 2 sprint coach, owns a personal training gym and has coached many Junior Olympians and nationally-ranked sprinters. Anderson purchased the BlackOwned.com domain nearly 20 years ago. He wanted to build a site where black professionals could gather to explore health and career opportunities and immerse themselves in black culture.

**KEVAN BRADSHAW****SAN DIEGO MANAGING PARTNER, PRICEWATERHOUSECOOPERS LLP**

Kevan Bradshaw is the leader of the Pricewaterhouse-Coopers assurance practice in San Diego. He has been with the company for 31 years, and became Change Management Leader: Assurance Innovation in 2018. Previously, he worked for PWC's North China practice. He has served on nonprofit boards, including Junior Achievement of San Diego and Imperial counties, Brigham Young University's School of Accountancy and CommNexus.

**VINCENT J. BARTOLOTTA JR.****FOUNDING PARTNER, THORSNES BARTOLOTTA MCGUIRE**

Vincent J. Bartolotta Jr. has been involved in some of the highest profile legal cases in San Diego over the past 20 years. He specializes in plaintiff's litigation with an emphasis on business disputes, condemnation and major injury cases. His 2001 verdict in Border Business Park versus the City of San Diego received recognition as one of the nation's Top 10 Verdicts that year. Bartolotta serves on the board of St. Vincent de Paul Village and the American Ireland Fund San Diego Chapter.

**JUANITA BROOKS****PRINCIPAL, FISH & RICHARDSON**

Juanita Brooks is a nationally recognized trial and appellate attorney who focuses on complex intellectual property, product liability, and mass tort litigation. She was the first Latina to be inducted into the California State Bar Litigation Section's Trial Lawyer Hall of Fame. She has represented Apple and Allergan. In 2018, Brooks was given a Lifetime Achievement award by Corporate Counsel's National Women in Law Awards program.

**MICHELLE BERGQUIST****CHIEF EXECUTIVE OFFICER AND FOUNDER, CONNECTED WOMEN OF INFLUENCE**

Michelle Bergquist is the CEO and Co-Founder of Connected Women of Influence, a Southern California association of professional women leading people, projects, teams and companies. Her corporate background includes 13 years in commercial banking and over 25 years as an entrepreneur and business owner. Bergquist is a graduate of the University of Nebraska-Lincoln and a past board member of the National Association of Women Business Owners, the Fountain Valley Chamber of Commerce, YWCA of San Diego and the American Institute of Banking.

**JENNIE BROOKS****SENIOR VICE PRESIDENT, BOOZ ALLEN HAMILTON**

Senior Vice President Jennie Brooks drives strategy for Booz Allen Hamilton's San Diego office. Booz Allen provides analytics, engineering, cyber and consulting services for business, government and military clients. She also leads Diversity, Equity & Inclusion programs and initiatives across the firm. Brooks holds a Bachelor's in Psychology from UCSD and an M.B.A. from SDSU. Currently, she serves as Vice Chair of the San Diego Regional EDC Board and Rady Children's Hospital Foundation Advisory Board.

**SCOTT BIEL****PARTNER, SOLOMON WARD SEIDENWURM & SMITH, LLP**

Scott Biel is considered one of the region's leading attorneys in commercial real estate and leasing. He joined Solomon Ward in 2018 as the firm expanded its practice group. His practice focuses on research and development and manufacturing facilities of technology and life science companies. Previously Biel served as co-chair of the Real Estate Section for Mintz Levin Cohn Ferris Glovsky and Popeo PC, where he worked for 12 years. He also worked at Sheppard Mullin Richter and Hampton.

**MICHAEL BROWN****PARTNER, DLA PIPER**

Mike Brown joined DLA Piper in 2017 as a partner and represents high-growth companies in transactions, including private placements, public offerings, mergers and acquisitions and joint ventures and other strategic collaborations. Previously, Brown was a partner in the San Diego office of Stradling Yocca Carlson & Rauth. Brown's clients include companies in the biopharmaceutical, medical device, diagnostics, medical instrumentation, vaccine and research reagent spaces, agtech, hardware, software and transportation.



ROBERT BRUNING

MANAGING PARTNER, ERNST & YOUNG LLP

Robert Bruning leads a team of more than 300 professionals who provide services to companies in life sciences, technology, telecommunications, consumer products, financial services, engineering and construction, health care, and real estate sectors. In 2018, EY relocated their UTC offices to a redesigned space. He has been honored by University of San Diego, his alma mater, with the Author E. Hughes Achievement Award from the School of Business Administration.



WILLIAM EIGNER

PARTNER, PROCOPIO, CORY,
HARGREAVES & SAVITCH LLP

Award-winning Procopio business partner Bill Eigner has long been a catalyst for his clients' success. Recognized in Best Lawyers in America and winner of many other awards and recognition, Eigner has been called the "go-to guy for M&A and emerging companies." Eigner is a partner in Procopio and assists his clients with M&A, venture capital, angel financings, and the governing, operating, buying, selling and merging of established and growing technology, life sciences and other businesses.



REID HARRIS CARR

CEO, RED DOOR INTER ACTIVE

Reid Harris Carr is CEO of a full-service, data-driven marketing agency, started in downtown San Diego in 2002. The privately held, independently owned Red Door Interactive now has two offices with worldwide remote locations and more than 90 employees. Carr was named to the Top 10 Most Engaged U.S. Agency Executives on LinkedIn. He is a graduate of the University of Oregon and enjoys soccer.



M. WAINWRIGHT FISHBURN

FOUNDING PARTNER, COOLEY LLP

M. Wainwright Fishburn Jr., a venture capital attorney, is one of the founding partners of the Cooley LLP San Diego office and global chair of the firm's digital health group. Fishburn is a co-founder of seven companies, two of which are public. He is a founding director of the Corporate Directors Forum and Biocom, where he still serves on the executive committee. He has served as chair of the Sanford Burnham Prebys Medical Discovery Institute and on the executive committee of the UCSD Moores Cancer Center.



STEVEN COLOGNE

MANAGING PARTNER, HIGGS FLETCHER & MACK

Steven Cologne, who joined Higgs, Fletcher & Mack in 1999, became the firm's managing partner in 2017. Cologne practices in the area of complex tort and business litigation and defends clients in employment litigation, breach of contract disputes and other business litigation matters. He has served as primary outside litigation counsel for San Diego Unified School District. Previously, Cologne spent 15 years at McInnis, Fitzgerald, Rees & Sharkey.



LAURIE FISHER

FOUNDER & CEO, LMA WORLDWIDE

Laurie Fisher founded LMA Worldwide in 2004, leveraging her prior experiences as a marketing executive for KFMB Stations and Clear Channel Radio. Fisher has more than 20 years of media experiences, including award-winning producer work for Clear Channel, Jacor Broadcasting, Gannett and Midwest Television. The firm's client roster features financial and legal institutions, real estate businesses, nonprofits, political campaigns, and retailers ranging from automotive and home improvement to health, wellness and beauty.



AUDREY DOHERTY

FOUNDER + PRESIDENT, CHEMISTRY PR
EXECUTIVE DIRECTOR, SAN DIEGO BUILDING OWNERS
& MANAGERS ASSOCIATION

With two decades of public relations and marketing experience, Audrey is known as an idea generator, influence strategist, and creative connector. She is the founder of Chemistry PR, a lifestyle focused, data-driven public relations firm that was recently named One of America's Best PR Agencies by Forbes, one of only 200 agencies in the country to earn the honor. Additionally, she serves a dual role as the executive director of the San Diego Building Owners & Managers Association, a 200+ member strong organization that represents the voice of the commercial real estate industry.



DAVID FORSTER

CHIEF FINANCIAL OFFICER, CHEF WORKS, INC.

David Forster has been CFO for ChefWorks, Inc. for more 10 years, and he has contributed to its international growth from \$24 million to \$100 million. Previously, Forster had 20 years of experience as a chief financial officer at both private and public companies in San Diego, with a primary focus in consumer product industries. This year, SDBJ honored him as CFO of the Year in the Private Middle Market category.



DENNIS DOUCETTE

PARTNER, PROCOPIO

Dennis Doucette chairs Procopio's Corporate and Securities Group and leads the Business and Technology Team. He has participated in over 400 corporate finance transactions. Additionally, he is an adjunct professor at the USD School of Law and serves as CFO, General Counsel and a Board Member of the Design Institute of San Diego. Doucette serves on the Boards of the San Diego Regional EDC, the USD School of Law Board of Visitors and the USC Economics Leadership Council.



BILLY GENE

FOUNDER AND CHIEF EXECUTIVE OFFICER, BILLY GENE
IS MARKETING

Billy Gene is the founder and CEO of Billy Gene Is Marketing Inc., a top-ranked educational hub for digital advertising and customer acquisition. His ads have been seen 800 million times across Facebook, Instagram and YouTube. Billy has more than 115,000 students across 75 countries and in 2019, the company generated over \$10 million in sales. Shaw has spoken on dozens of stages around the world and received local and national recognition for his work.



DANIEL EATON

SHAREHOLDER, SELTZER CAPLAN MCMAHON VITEK

Daniel Eaton is a shareholder of the firm in the Litigation Department and practices employment law. Prior to joining Seltzer Caplan McMahon Vitek in 1998, Eaton was with Proskauer Rose in Los Angeles from 1995 to 1998 and with Gray Cary Ware & Freidenrich from 1989 to 1995. He teaches employment law for managers and business ethics at the San Diego State University Fowler College of Business.



BRETT GOOD

SENIOR DISTRICT PRESIDENT, ROBERT HALF

Brett Good is the senior district president for Robert Half, the world's first and largest specialized staffing firm. He oversees operations for the company's Accountemps, OfficeTeam, Robert Half Finance & Accounting, Robert Half Management Resources, Salaried Professional Services, Financial Services and Robert Half Healthcare Practice Divisions throughout Southern California, Arizona, Nevada and Utah. He joined Robert Half in 1999 and has more than two decades of experience in staffing and consulting.



Congratulations Rita and Brett and to all of San Diego's Most Influential Business Leaders of 2020!



Rita Steel
President, Professional Staffing Services
West and Southwestern Operations



Brett Good
Senior District President
Southern California, Arizona, Nevada and Utah

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MICHAEL K. GREEN
MANAGING PARTNER, SQUAR MILNER

Michael Green is managing partner of the San Diego office and also leads Squar Milner's technology and life sciences practice. Squar Milner offers business consulting and audit services to a wide range of private and public companies. Green joined Squar Milner in 2011. Prior to that, he worked as a consultant and in various executive officer roles for companies such as Suneva Medical, Artes Medical and the Immune Response Corp. He is a member of the Association of Biotechnology Financial Officers.



SARA KATZ
FOUNDER AND CEO, KATZ & ASSOCIATES

Sara Katz founded her public affairs firm in 1986 and has grown it to more than 40 employees and offices in Los Angeles and San Francisco. She has worked on major public works projects costing over \$1 billion, including the city of San Diego's Clean Water Program and the San Diego County Water Authority's Emergency Storage Program. She is the past chair of the American Water Works Association's Public Involvement Committee. She is on the board of the San Diego Taxpayers Association.



GUY HALGREN
CHAIRMAN OF EXECUTIVE COMMITTEE, SHEPPARD MULLIN RICHTER & HAMPTON LLP

Since Guy Halgren became Chairman of the firm's Executive Committee in 2001, Sheppard Mullin has grown significantly and strategically to meet the needs of its clients. Under his leadership, the Firm has opened 13 offices around the world, experienced 19 consecutive years of revenue increases and tripled its headcount. Halgren earned a bachelor's degree from UC Davis and graduated fifth in his class from the UCLA School of Law.



SAMER KHOULI
FOUNDER, PRESIDENT AND CEO, TARGETCW

Samer Khouli founded TargetCW in 2010 and has built the company to more than 100 employees and annual revenue of more than \$200 million. He has been involved in staffing and human resources since 1994, when he was president of Kaizen Staffing. The company is frequently honored as a Best Place to Work. Khouli is heavily involved in church activities and philanthropic ventures.



KARLA HERTZOG
FOUNDER AND CEO, INNOVATIVE EMPLOYEE SOLUTIONS

Karla Hertzog is the founder and CEO of Innovative Employee Solutions, a nationwide provider of Contingent Workforce solutions. She started her career in 1971 at TOPS Staffing Services in Denver and expanded the company to San Diego in 1974. Hertzog identified a shift in the market, leading her to create IES, focusing on payrolling and IC compliance services. For over four decades, IES has grown to be one of San Diego's largest women-owned businesses.



JOHN D. KLINEDINST
FOUNDER AND CEO, KLINEDINST PC

Since starting the business law firm in 1983, John has led the growth of Klinedinst PC to 130 employees in five West Coast offices. His practice focuses on business litigation, where he has tried dozens of cases, including professional liability and IP disputes. John has served on the boards of many professional groups, nonprofits, and educational institutions, and his legal and business skills have earned accolades from numerous organizations. He was recognized by SDBJ as one of San Diego's Most Admired CEOs in 2019.



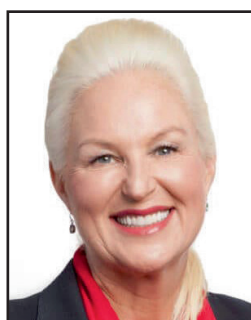
BILL HOWE
PRESIDENT, BILL HOWE FAMILY OF COMPANIES

Bill Howe started AM/PM Sewer & Drain Cleaning in 1980. It became Bill Howe Plumbing in 1985. Originally run out of Bill Howe's studio apartment in Pacific Beach, the business has evolved into one of San Diego's largest building maintenance companies, with three generations of family involved. The business has one of the largest fleets in San Diego and offers service 24 hours a day, seven days a week.



ERIC KREMER
SAN DIEGO MANAGING PARTNER, PILLSBURY WINTHROP SHAW PITTMAN

Pillsbury Real Estate partner Eric Kremer has extensive experience advising on commercial real estate transactions, infrastructure development and complex project financings. He is the managing partner of Pillsbury's two San Diego offices. Kremer has a bachelor's degree from University of California, Santa Barbara and studied at Stanford Law School. Recently, he advised San Diego Comic-Con on real estate matters for the Comic-Con Museum.



TINA HOWE
VICE PRESIDENT, BILL HOWE FAMILY OF COMPANIES

Tina Howe is vice president of the Bill Howe Family of Companies. She recalled that her now husband, Bill Howe, lived in the apartment above her and had just started out on his own as a plumber. As his business grew he needed a call taker and she needed a job. Today she is at the forefront of the Bill Howe brand and operations, overseeing business in plumbing, heating and air, and restoration and flood service.



ALESSANDRA LEZAMA
CHIEF EXECUTIVE OFFICER, TOOTRIS

Alessandra Lezama is the founder and CEO of TOOTRiS, a technology platform that is reinventing child care. As a single mom, she worked herself up the ranks and went from the sales floor to the board room in a predominantly male-dominated industry – technology. During her more than 20 years in San Diego, she's built four companies and created more than 2,000 jobs. Among her many accolades, Lezama was named SDBJ CEO of the Year in 2018.



MICHELLE JACKO
MANAGING PARTNER AND CEO, JACKO LAW GROUP, PC

Michelle L. Jacko, Esq. is the Managing Partner and CEO of Jacko Law Group, PC, which offers corporate and securities legal services to broker-dealers, investment advisers, investment companies, hedge/private funds and financial professionals. In addition, Ms. Jacko is the Founder and CEO of Core Compliance & Legal Services, Inc., a compliance consultation firm.



CAYCE LYNCH
ADMINISTRATIVE PARTNER, TYSON & MENDES LLP

Based out the law firm's San Diego headquarters, Cayce Lynch is Administrative Partner at Tyson & Mendes. She directs all of Tyson & Mendes' administrative, marketing and business development activities, and has facilitated a period of unprecedented growth. In 2017, at just 31-years-old, Lynch was the second youngest person to be promoted to partner at Tyson & Mendes and in January 2020, Lynch became the youngest person in firm history to be promoted to equity partner.

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Crisis Communications



SAM MASCARENO

MARKET LEADER - WEST REGION, RSM US LLP

Sam Mascareno is the market leader for the West region of RSM US LLP. In this role, he leads the strategy implementation, growth and operations for the firm's 11-state West region. He is a member of RSM's Combined Leadership Team, and is also the executive sponsor for several important national initiatives for the firm. He is also a member of the firm's Diversity and Inclusion Council.



MAGGIE OSBURN

SVP, HUB INTERNATIONAL INSURANCE SERVICES INC.

Maggie Osburn is the Senior Vice President of Hub International, an insurance brokerage firm which delivers employee benefits, corporate wellness consulting, compensation consulting, workers' compensation, executive risk, and property and casualty coverage. Previously she was at Intercare Insurance Solutions, which was acquired by Hub. Osburn has served on the Petco Foundation board.



SANDRA MCDONOUGH

PARTNER, PAUL, PLEVIN, SULLIVAN & CONNAUGHTON LLP

Sandra "Sandy" McDonough is a partner at Paul, Plevin, Sullivan & Connaughton LLP, a management-side labor and employment firm where she represents employers in litigation and counseling matters. A San Diego native, McDonough attended the University of California, San Diego for undergrad and the University of Southern California Law School. She has been recognized in Best Lawyers and Super Lawyers and she was recently elected to the San Diego Regional EDC Board of Directors.



KEVIN PRIOR

PRESIDENT AND CEO, ICW GROUP INSURANCE COMPANIES

Kevin Prior joined ICW Group in 1990, and over the past 19 years has held various executive positions in actuarial, analytics, reinsurance and operations. In 2004 he was promoted to his current position of president and CEO. Kevin's combination of strategic business acumen, advanced analytics and investment in cutting edge technology has catapulted ICW Group forward and the company has grown to become one of the top work comp insurers in the United States.



RIC MILITI

CEO AND EXECUTIVE CREATIVE DIRECTOR, INNOVISION MARKETING GROUP

Ric Miliati is an accomplished marketing professional who has been working with global and major brands for over 30 years. He is CEO and Executive Creative Director for InnoVision Marketing Group, one of San Diego's largest and most successful advertising agencies with over 50 clients nationwide. He opened his own ad agency, The Ad Group in 1990 when he was in his early thirties. Miliati attended the University of California, Los Angeles.



VICTOR RAMSAUER

CEO, SHAREHOLDER & PRESIDENT, LEVITZACKS

As CEO, Shareholder and President of LEVITZACKS, not only does Victor Ramsauer lead the firm he advises the firm's clients on the sale, acquisition and divestiture of businesses with values exceeding \$175 million. In addition, he provides senior leadership regarding deal structuring and negotiation, financial reporting research, and the design and performance of due diligence procedures. Ramsauer holds a bachelor's degree from California State Polytechnic University.



JAMES J. MULLEN III

PARTNER, MORRISON & FOERSTER LLP

James Mullen brings a unique scientific background to his legal practice. He has a doctorate in biomedical sciences and worked in various laboratories prior to law school. He is the founder of his firm's Antibody Patent Group and leads the San Diego office Patent Group. Mullen is a patent prosecutor and is experienced in conducting intellectual property due diligence studies on both the buy- and sell-side for acquisitions and funding purposes. He is an adjunct professor at Stanford University School of Medicine.



TRINDL REEVES

PRINCIPAL, MARSH & MCLENNAN INSURANCE AGENCY LLC

Trindl Reeves has over 30 years of experience in the industry and played a key role in the MMA's West Region growth. She leads MMA's National Private Equity Initiative, Foundation Board of Directors and several outside boards such as the San Diego County YMCA, San Diego Regional EDC and Rady Children's Institute for Genomic Medicine. In 2019, she led the West Region sales team to be named "Region of the Year," within the firm.



ANDREA MYERS

SHAREHOLDER, SELTZER CAPLAN MCMAHON VITEK

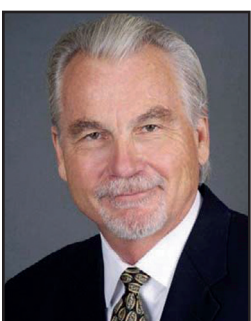
Andrea Myers is a litigation partner at Seltzer Caplan McMahon Vitek. She represents clients ranging from large companies to private commercial entities in complex business disputes. This past year, she successfully defended several multi-million-dollar disputes involving business torts, real property claims and trust administrations. Myers earned her bachelor's from Claremont McKenna College and attended the University of San Diego School of Law. Myers serves on the boards of several schools including her alma mater's law school.



GREGORY J. RICHARDSON

LEAD ADVISOR, PRINCIPAL, DOWLING & YAHNKE

Greg Richardson prudently advises his clients in the areas of investment management and financial planning, guiding them through the stages of wealth accumulation, distribution, and preservation. He began his career in the investment advisory field in 2002. Prior to joining Dowling & Yahnke, he was a partner and advisor with fee-only firms in San Diego and the Washington D.C. metropolitan area. Richardson is a UCSD alum and earned his master's from the College for Financial Planning.



PAUL NATION

SENIOR MANAGING DIRECTOR, CBIZ/MHM

Paul Nation became the senior managing director for all of CBIZ MHM's California offices in 2015. He has been with the firm since 2005, when it acquired Nation Smith Hermes Diamond's San Diego office. He also is Tax Practice Leader for the San Diego and Irvine offices. CBIZ is the sixth largest firm in the market. After completing a four-year enlistment in the U.S. Navy in 1970, and finishing college, Nation started his career at Peat Marwick Mitchell in Albuquerque.



HEATHER S. RILEY
PARTNER, ALLEN MATKINS

A partner at Allen Matkins, Heather has worked on some of the most significant land use matters in San Diego in the past few years. She has shepherded controversial projects through the entitlement process and then defended those developments against litigation. She is at the forefront of the housing crisis dialogue, working with the Building Industry Association of San Diego and the city of San Diego to develop solutions that are practical and defensible.



ROBERT ROBINSON
ATTORNEY AND MANAGING PARTNER, HICKMAN
ROBINSON YAEGE LLP

Robert Robinson founded the law firm of Hickman Robinson Yaege in 2009. As Managing Partner, he has developed the firm into a top real estate law firm in San Diego. His areas of practice include both business and corporate law and real estate law. He attended San Diego State University and California Western School of Law. This year, Robinson was named to SDBJ's SD50 list of local leaders making a difference.



DARREN J. ROBBINS
FOUNDING PARTNER, ROBBINS, GELLER, RUDMAN &
DOWD LLP

Darren J. Robbins has served as lead counsel in more than 100 securities class actions and has recovered billions of dollars for shareholders. The firm successfully obtained a \$125 million settlement in a case against LendingClub, one of the largest securities recoveries in Southern California. Robbins created the George Barrett Social Justice Program at Vanderbilt University to advance social justice for the underserved and protect First Amendment Rights.



STEPHEN SCHREINER
MANAGING PARTNER, SOLOMON WARD SEIDENWURM
SMITH, LLP

Stephen Schreiner represents clients in complex business, commercial, and real estate litigation. He has extensive experience as lead attorney in numerous state and federal court judge and jury trials, arbitrations, and appeals. Schreiner has expertise in California gaming law, and represents gambling establishments before a variety of administrative tribunals and governmental regulatory agencies, including the California Gambling Control Commission. Schreiner has broad knowledge of legal ethics and professional responsibility and serves as the Firm's Managing Partner.



PAUL ROBINSON
SENIOR PARTNER, HECHT SOLBERG ROBINSON
GOLDBERG & BAGLEY LLP

Paul Robinson became senior partner for Hecht Solberg Robinson Goldberg and Bagley in 1980. He and the firm specialize in land use, environmental and government law and have handled many high profile cases. He serves on numerous government boards, including the San Diego County Regional Airport Authority, the Mission Bay Park Committee and the De Anza Revitalization Plan Ad Hoc Committee. He also chairs the Lincoln Club of San Diego.

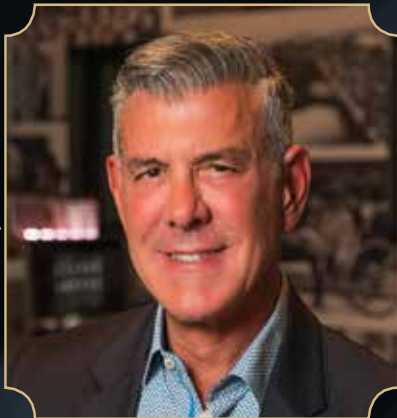


RONSON J. SHAMOUN
FOUNDER, CEO AND PRINCIPAL ATTORNEY, RJS LAW

Ronson Shamoun is the founder and CEO of RJS LAW, a Tax Law Firm. Shamoun's practice involves federal and state taxation, with an emphasis on criminal tax defense, tax controversy, and international tax. Shamoun is a three-time graduate of the University of San Diego, receiving his Bachelor of Arts (B.A.) in Accountancy, his Juris Doctor (J.D.), and his Master of Laws in Taxation (LL.M.) degree there. He is a native San Diegan and has over 20 years of experience in the field of tax.

Congratulations

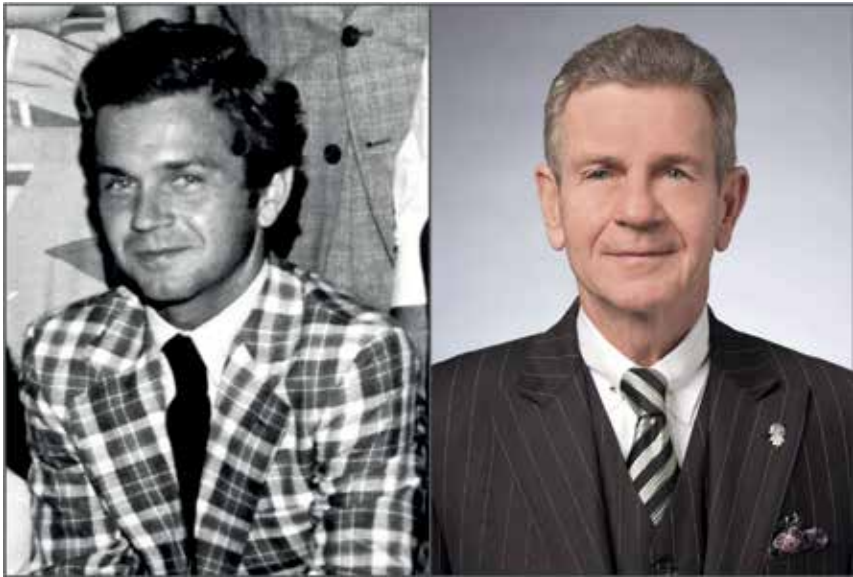
from the entire InnoVision Team on being
nominated by the San Diego Business Journal as
one of San Diego's most influential people!



RIC MILITI / CEO & EXECUTIVE CREATIVE DIRECTOR
INNOVISION MARKETING GROUP

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**While fashion comes and goes,
Paul Robinson has been a constant
in San Diego land use for more
than 40 years.**

**Congratulations, Paul, for being selected
as one of San Diego's Most Influential!
We are proud and fortunate to have you as
one of our partners throughout your career.**

HechtSolberg



JAMIE SIGLER O'GRADY
FOUNDING PARTNER, J PUBLIC RELATIONS

Jamie Sigler O'Grady created J Public Relations (JPR) in 2005 in her mid-twenties. She built the agency's client base one relationship at a time alongside her business partner, Sarah Evans. JPR's client roster now features some of the biggest names in hospitality, travel, real estate, lifestyle, wellness and sustainability. Her agency has received numerous accolades and she is an active board member of YPO Coastal San Diego. She graduated from East Carolina University in Greenville, N.C.



ADAM SVET
CO-CHAIRMAN, EASTRIDGE WORKFORCE SOLUTIONS

Adam Svet is the Co-Chairman of Eastridge, which develops strategic workforce management programs, innovative technology platforms, and comprehensive staffing solutions. Prior to serving as CEO, he built the company's professional services segments. His accomplishments include expanding the company domestically into Massachusetts and internationally into the U.K. and Germany; and reducing company operating expenses by more than \$2 million without massive staff reductions.



RANDY L. SOCOL
PARTNER, DLA PIPER

Randy Socol has been a partner at DLA Piper since 1999 and is co-chair of the firm's Emerging Growth and Venture Capital practice and is a founding member of the Corporate Venture Leadership Group. The global firm completed a merger with Liner LLP, a boutique firm in Los Angeles, and Socol has since split his time between San Diego and L.A. Socol specializes in IP and technology, corporate and securities, life sciences, venture capital, finance and real estate.



TED TINSON
CHIEF OPERATING OFFICER, SHEPPARD MULLIN
RICHTER & HAMPTON LLP

Ted Tinson has been the Chief Operating Officer at Sheppard Mullin since 2014. He oversees firm operations and administration across all offices worldwide. Tinson reports to firm Chairman, Guy Halgren, and the firm's Executive Committee. He has helped build a highly effective C-Suite and team of business professionals supporting the attorneys at this AmLaw 100 law firm. Tinson earned a bachelor's degree from Colby College and an MBA from the University of Maine.



RITA STEEL
PRESIDENT, ROBERT HALF

Rita Steel is president of West and Southwestern U.S. operations for the professional staffing service. She oversees more than \$1 billion in revenue in more than 100 locations with 1,500 employees. She joined Robert Half in 1987 as a staffing manager in the San Francisco office. She serves on the boards of Dress for Success and City Ballet of San Diego. She has twice been named to the Staffing Industry Analysts' Global Power 100 Women in Staffing list.



FRANK L. TOBIN
OFFICE MANAGING SHAREHOLDER, OGLETREE,
DEAKINS, NASH, SMOAK & STEWART, P.C.

Frank Tobin is the Office Managing Shareholder of the San Diego office of Ogletree, Deakins, Nash, Smoak & Stewart, P.C. He has practiced law in San Diego for over 25 years and is a graduate of Claremont McKenna College. Tobin devotes his practice to a wide range of litigation matters including labor and employment, commercial, unfair competition, trade secrets, real estate, healthcare and professional liability. He is recognized in the 2021 edition of The Best Lawyers in America.



CARRIE STONE
PRESIDENT, CSTONE & ASSOCIATES

Carrie Stone is the President of cStone & Associates, a global boutique executive and board recruitment firm delivering leaders and board members for a range of industries. With 25 years of corporate executive leadership and service on boards, Stone is an established leader in the executive search industry. She is an active member of the Young Presidents' Organization (YPO) and a member of Corporate Director's Forum and the Co-founder of Women Corporate Directors.



VICKIE TURNER
PARTNER, WILSON TURNER KOSMO

A named partner at Wilson Turner Kosmo, the largest women-owned law firm in San Diego, Vickie Turner is a formidable, nationally recognized litigator who's spent her 38-year career defending complex product liability claims for large manufacturers, distributors and retailers like John Deere, Ford and BMW North America across the western U.S. Committed to inspiring youth, she cofounded the Turner Dream Foundation which provides leadership opportunities to diverse students, and Links to STEM, a program introducing underrepresented students to STEM subjects.



STEVE STRAUSS
PARTNER, COOLEY LLP

Steve Strauss is a first chair trial lawyer in Cooley's global litigation department and has achieved trial verdicts and settlements in excess of \$10 billion. He led the team litigating on behalf of the family of late Charger great Junior Seau to secure a settlement against the NFL. The family alleged Seau took his own life at age 43 because of brain injuries sustained during his tenure with the league. Strauss has handled numerous high-profile cases, and his clients include Qualcomm and Kinder Morgan.



ELIZABETH VALENZUELA-BANKER
CHIEF EXECUTIVE OFFICER AND PRESIDENT, SHORE
SOLUTIONS

Elizabeth Valenzuela-Banker is Shore Solutions' CEO and President. Valenzuela-Banker served in the United States Navy as a Quartermaster aboard the USS Howard (DDG83) from 2005-2009. After discharge from the Navy, she served in sales and international sales roles for companies in the government contracting space and eventually decided to pursue her passion, which is what drove her to buy Shore Solutions in January 2016.



JERRY VARGA
OFFICE LEADER, RSM US LLP

Jerry Varga is the Office Leader of RSM's San Diego office as well as the Assurance Practice Leader. He has over 25 years of experience providing audit and management advisory services to middle-market companies in the consumer products, technology and life sciences industries. In addition, Jerry works extensively with portfolio companies of private equity groups and early stage companies backed by venture capital firms. As the Office Leader, he is responsible for developing and executing strategy, driving growth and maintaining the office's dynamic culture.



CARISA WISNIEWSKI
PARTNER, MOSS ADAMS

Carisa Wisniewski leads Moss Adams' Technology and Life Science practice in Southern California and is also a member of the Firm's executive committee. She believes in the power of personal connections – and that inclusive leadership is the key to fostering a culture that values each person, voice and idea. Wisniewski earned a degree from the California State University of Fullerton and she is a recipient of the Diversity Journal's "Women Worth Watching" Award.



DENISE VISCONTI
SHAREHOLDER, LITTLER MENDELSON

Denise Visconti joined Littler in 2004, and has served in various leadership capacities with the Firm, including as Managing Shareholder of Littler's San Diego Office. As an employment lawyer, she's also a subject matter expert on pay equity, with extensive experience conducting pay equity audits for both U.S. and multi-national employers. Additionally, this is her third year as Chair of the Board of Directors for the North San Diego Business Chamber.



HEATHER ACE
EXECUTIVE VICE PRESIDENT, HUMAN RESOURCES, QUALCOMM INC.

Heather Ace is executive vice president of human resources for Qualcomm Incorporated. In this role, Ace has direct responsibility for all human resources functions at Qualcomm including learning and development, organization planning, compensation, benefits, employee relations, corporate social responsibility, staffing, employee communications, global inclusion and diversity, and security, for over 37,000 employees worldwide. Ace also serves as a member of Qualcomm's executive committee. Ace joined Qualcomm in March 2020.



CHRIS WAHL
PRESIDENT, SOUTHWEST STRATEGIES

Chris Wahl co-founded Southwest Strategies in 2000 along with Alan Ziegau. The public affairs firm has helped secure and build more than \$10 billion of infrastructure projects. His firm worked on behalf of high-profile projects such as the Sunrise Powerlink Transmission Line, the redevelopment of Westfield UTC and the North Coast Corridor Project along Interstate 5. All faced considerable opposition before ultimately being approved. Wahl is a lifetime committee member of the San Diego Bowl Association.



GARY ACOSTA
CO-FOUNDER AND CEO, NATIONAL ASSOCIATION OF HISPANIC REAL ESTATE PROFESSIONALS (NAHREP)

Gary Acosta is the co-founder and CEO of the National Association of Hispanic Real Estate Professionals (NAHREP), the nation's largest Hispanic business organization. In his capacity as CEO of NAHREP, he created the Hispanic Wealth Project, a non-profit organization with a strategic plan to triple Hispanic household wealth by 2024. In 2018, Acosta co-founded L'ATTITUDE, a mega event that celebrates the achievements of the Latino community in business, entertainment, technology and politics.

LEVITZACKS
CERTIFIED PUBLIC ACCOUNTANTS



The team at **LevitZacks** extends its heartfelt congratulations to **Victor Ramsauer** for his recognition as one of San Diego's Most Influential People!

The culture you have created for our firm is number one. We are so grateful and appreciative of your strong leadership. You are a role model and inspiration to all of us!

Congratulations, Victor!



*Congratulates our Shareholder
and Employment Law Group Leader
Dan Eaton on being named
among the SD500.*

750 B STREET, SUITE 2100
SAN DIEGO, CA 92101
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JAY ALEXANDER
MANAGING DIRECTOR, JONES LANG LASALLE

Jay Alexander has led the San Diego office of the national commercial real estate brokerage JLL since 2010, overseeing a team of more than 30 and operations from marketing and planning to tenant representation, corporate services and dealing with capital markets. He has been involved in some of the market's biggest transactions, including the \$39.5 million sale of the San Diego Tech Center, a 192K SF lease with Sony Entertainment and a \$256 million transaction.



BEN BADIEE
CEO AND PRESIDENT, BADIEE DEVELOPMENT

Ben Badiee is the founder and CEO of BDI for 30 years. Badiee and his firm have developed millions of square feet of Class A real estate industrial projects. BDI is expanding in Las Vegas and other Western states. Badiee has founded more than 10 successful ventures in software, agricultural, manufacturing and online banking. Badiee also is chairman/ambassador of San Diego's Singularity University, which offers executive educational programs and is a business incubator. He is also involved in a variety of mentorship programs.



BRIAN ARRINGTON
FOUNDING PARTNER AND CHAIRMAN, PACIFIC SOTHEBY'S INTERNATIONAL REALTY

Brian Arrington has built Pacific Sotheby's International Realty into the market leader for sales volume. The firm acquired 12 Sotheby's International Realty offices in Orange, Riverside and Los Angeles counties. The new entity covers from Long Beach to the Mexican border and is one of the largest Sotheby's franchises with more than 30 offices, more than 900 agents and sales volume exceeding \$6 billion. Arrington began his real estate career in 1991.



PAUL BARNES
DIVISION PRESIDENT, SHEA HOMES SAN DIEGO

Paul Barnes was named division president of Shea Homes San Diego in 2004 and is responsible for the profitability of the division and oversees strategic and tactical decisions. Shea Homes has projects in Encinitas, Carlsbad, Escondido, Chula Vista and at Civita in Mission Valley. Barnes serves on many civic and nonprofit boards, including Habitat for Humanity and the San Diego Building Industry Association.



GUY ASARO
PRESIDENT AND CEO, MERIDIAN DEVELOPMENT

Guy Asaro founded Meridian Development in 2014 after seven years as president of McMillin Homes, a division of the Corky McMillin Cos. Asaro and Meridian are leading the management of the massive 210-acre Millenia master planned development in Chula Vista that will eventually have 3,000 homes, 2 million square feet of office space, 1.5 million square feet of retail, hotels and parks. He has served on the board of the Building Industry Associations of San Diego and California.



JASON BARRY
REALTOR, BARRY ESTATES

Jason Barry has facilitated sales of some of the most expensive homes in San Diego's luxury communities. His team has sold over \$4 billion and continues to represent more high-end sales than any other San Diego agent or team. This past summer, Barry represented the buyer and seller of Del Dios Ranch for \$20 million, the highest priced sale in Rancho Santa Fe in over 10 years.



LORI ASARO
PRINCIPAL, NEW HOMES NOW SELLING INC

During her multi-decade career in the new home sales and marketing industry, Lori Asaro has led sales and marketing teams for both publicly-traded companies and small builders. This year, she launched her own company, New Homes Now Selling Inc., that services builders and their communities throughout San Diego and Imperial Counties. Asaro serves on the Board of Trustees for NAHB's National Sales & Marketing Council, 2020 Building Industry Association Board, Sales & Marketing Council Board and BuildSD Pac Board.



LAURA BARRY
REALTOR, BARRY ESTATES

Ranked the number one volume producing agent for over a decade in San Diego, Laura Barry is a real estate titan who yields unparalleled results. Laura has teamed up with former hedge fund, private banking, and finance expert, Jim Graves, to offer clients an unprecedented personalized experience.



JAMES AWFORD
PROJECT EXECUTIVE, BNBUILDERS

James "Jamie" Awford joined BNBuilders in 2014 as Principal of the Southern California operations. He brings nearly 30 years of experience in construction and as Principal, he is part of the management team responsible for strategic growth, business development and operations, working closely with owners and designers to lead project teams through preconstruction and construction. He pushes the limits of teamwork, integrating the appropriate use of technology to generate the optimum approach and results on our projects.



WOLF BIELAS
MANAGING PARTNER, DOWNTOWNWORKS

Wolf Bielas is co-founder and managing partner at Downtown Works Coworking, a facilities services company that touts inspiring, flexible coworking space. The company launched in 2016 on B Street in downtown San Diego. Among several other things, he also serves as managing partner of Wolfpack Ventures, an investment company involved in the real estate, technology, hospitality and entertainment sectors. Bielas is also a board member for Aquai, a company that provides indoor water management solutions.



MARY LEE BLAYLOCK
PRESIDENT AND CEO, BERKSHIRE HATHAWAY
HOMESERVICES CALIFORNIA PROPERTIES

Beginning her career in 1993 as a Realtor in Minneapolis, Mary Lee successfully managed various real estate offices before being promoted to Vice President of the relocation division of Edina Realty. From 2004 – 2014, Mary Lee was honored to start and serve as President of the national and international company, HomeServices Relocation LLC. In 2016 she was promoted to President and CEO.



DENNIS CRUZAN
FOUNDING PARTNER, CRUZAN

Dennis Cruzan continues to be associated with some of the region's biggest deals. Cruzan and investment partner Cigna sold the DiamondView office tower in downtown San Diego's East Village for \$207 million. Cruzan acquired the property in 2012 for \$121 million. Cruzan and pension fund TIAA-CREF sold a two-building Del Mar Heights office property for \$86.5 million. Over the years, Cruzan held executive positions with JMI Realty, Burnham Real Estate (now Cushman & Wakefield) and OliverMcMillan.



DAN BRODERICK
PRESIDENT, WEST REGION, CUSHMAN & WAKEFIELD

As President of the West Region for Cushman & Wakefield, Daniel Broderick is responsible for the National Industrial Practice and he is the Executive Sponsor for the National Single Tenant Net Lease Investment Group. He leads the strategic design of the West Region, as well as the full mobilization and integration of Cushman & Wakefield resources, expertise and services to enable clients and professionals to succeed.

He serves on the boards of Stanford Professionals in Real Estate, the San Diego Economic Development Corporation, and the Burnham-Moores Center for Real Estate Policy Advisory Board.



NATALIE DAHL
MANAGING DIRECTOR, CBRE

Natalie Dahl is CBRE's managing director for investor services in the San Diego region, comprised of more than 250 real estate professionals in Carlsbad and UTC. Dahl's accolades include receiving CBRE's Manager Innovation Award for leading the rollout of CBRE Deal Flow, the company's property sales listing and marketing platform. She is a board member of NAIOP, Downtown San Diego Partnership and Burnham-Moores Center for Real Estate at USD.



KAREN BURGESS
EXECUTIVE DIRECTOR, NAIOP SAN DIEGO CHAPTER

Karen currently serves as executive director of NAIOP San Diego, the commercial real estate development association, and SIOR San Diego chapters. She works with members to create lasting experiences through networking, stellar programming and compelling levels of sponsorship visibility, donations and career enhancement. Karen brings more than 30 years of association management experience, encompassing all aspects of association and nonprofit administration and executive director leadership. Karen received her bachelor's degree from the University of San Diego.



WILLIAM DAVIDSON
PRESIDENT AND FOUNDER, DAVIDSON COMMUNITIES

As President and Founder of Davidson Communities since 1978, William Davidson has built more than 5,000 homes in 45 new home communities for a total value of more than \$2 billion. The company focuses on constructing high quality luxury homes of architectural distinction in San Diego, Orange County and the San Francisco Bay Area. Davidson has been honored by the Building Industry Association of Southern California and the Pacific Coast Builders Conference.



KEVIN M. BURKE
PRESIDENT, BURKE REAL ESTATE CONSULTANTS, INC.

Kevin M. Burke, J.D., is a Broker Associate with Burke Real Estate Consultants, Inc., a real estate consulting firm. His practice is devoted to broker and agent support, as well as expert witness testimony on various real estate related matters. He serves on the National, California and San Diego Association of REALTORS Board and is a member of the Risk Management Committee. Burke holds a JD from the Thomas Jefferson School of Law.



DEREK DAVIS
PRESIDENT, DAVISREED CONSTRUCTION

Derek Davis was one of four founders of the general contracting firm in 2002 and in recent years has grown the company to employ about 80 people with revenue of \$235 million. DavisReed built the Pendry San Diego hotel and the Carte Hotel downtown. The firm is headquartered in San Diego and also has offices in Los Angeles, Sacramento and Palm Desert. Davis said the recession forced the company to become more refined in its bids for public sector work.



LEE CHESNUT
PRINCIPAL, CHESNUT PROPERTIES

Lee Chesnut is principal and founder of Chesnut Properties, a Solana Beach-based commercial real estate investment and development company. Chesnut started his namesake company in the fall of 1990, fulfilling his dream to be working for himself by the age of 30. Today, Chesnut Properties is working on projects that represent more than 60 acres of land and entitlements, totaling more than 3,000,000 square feet. Among Chesnut's current projects is Millenia Office in eastern Chula Vista.



PERRY DEALY
PRESIDENT AND CEO, DEALY DEVELOPMENT INC.

Perry Dealy's company has led major local developments, and he also served as top supervisor on projects by Douglas Manchester such as the Manchester Grand Hyatt San Diego, Grand Del Mar Resort and U.S. Navy headquarters downtown. His firm has worked to expand the convention center and airport. Dealy received his master of architecture with urban planning/design emphasis from North Carolina State University/UNC Chapel Hill. He served in the U.S. Marine Corps and is a Vietnam veteran.



BRETT COMBS
PRESIDENT AND BROKER, COMBS GROUP | COMPASS

Brett Combs established Combs Group in his hometown of Del Mar in 2001. Combs Group has consistently exceeded North County's need for a full-service real estate brokerage, catering to North County luxury coastal living. Combs describes his group as a think tank, creating a unique experience for each listing and the firm boasts over \$1 billion in lifetime sales. A native San Diegan, Combs earned his degree from the University of San Diego.



TIFFANY ENGLISH
PRINCIPAL, WARE MALCOMB

Tiffany English is Principal for the San Diego Offices for Ware Malcomb. Ware Malcomb is an award-winning international design firm, providing planning and civil engineering services for commercial and corporate clients worldwide. English has more than 24 years of industry experience and serves as the 2021 CREW Network Global Board of Directors President. A graduate of San Jose State University, she is well known for her drive and commitment to inspire those around her.



JEFFREY ESSAKOW
PRESIDENT, PROTEA PROPERTIES LLC

A South Africa native, Jeffrey Essakow heads property development and management companies including La Jolla-based Protea Properties LLC and Protea Holdings LLC. He is teaming with Yehudi Gaffen and Jeff Jacobs in Protea Waterfront Development LLC, which was chosen to redevelop what's now Seaport Village with a \$1.2 billion mixed-use project. His past project involvement includes the popular Flower Hill Promenade retail center in Del Mar and Rancho Valencia Resort & Spa in Rancho Santa Fe.



SCOTT FREE
CEO, LUSARDI CONSTRUCTION CO.

Scott Free got into the construction business with his father and brother, who founded Free Builders Supply in Vista. He began as a laborer and project engineer. He joined Lusardi Construction in 1970 and, as CEO, has grown the San Marcos-based company into one of the largest commercial and industrial builders in San Diego County. Lusardi is responsible for projects such as the Tri-City Wellness Center, 4S Ranch Village, Mission Hills High School and many other secondary schools.



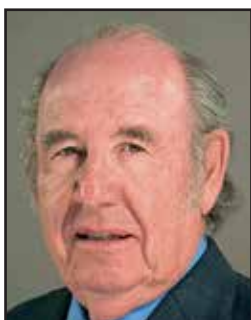
DON FAYE
PRINCIPAL, PRESIDIO RESIDENTIAL CAPITAL

As a principal of Presidio Residential Capital since 2009, Don Faye has brought 30-plus years of residential real estate experience and financial expertise to assembling the team of professionals who perform the underwriting, entitlement processing, asset and monthly capital management needs for the company. Headquartered in San Diego, the firm provides capital in the form of joint ventures for the entitlement, development and build-out of for-sale residential projects throughout the Western United States.



YEHUDI GAFFEN
CEO, GAFCON INC.

Yehudi "Gaf" Gaffen is leading the \$1.2 billion Seaport Village redevelopment, a 70-acre site on the Embarcadero. He is the project manager and co-developer along with Protea Waterfront Properties partners Jeffrey Essakow and Jeff Jacobs. Gafcon also is project manager for portions of a massive waterfront project in Shanghai. Gaffen has been involved in domestic and international construction for over 35 years, working for construction companies, construction managers and real estate developers.



AARON FELDMAN
FOUNDER AND PRESIDENT, SUNROAD ENTERPRISES

Aaron Feldman in 1977 founded Sunroad Enterprises, which would go on to become a significant local force in real estate development and auto dealerships. The development division has built many projects in the market, ranging from offices and apartments to hotels and marinas. Aaron Feldman is an active member of the Chief Executives Organization and the World Presidents Organization and has been active with organizations affiliated with the University of California San Diego over the years.



MARK GLEIBERMAN
FOUNDER AND CEO, MG PROPERTIES GROUP

Since founding MG Properties Group in 1992, Mark has overseen the acquisition, development, and management of 147 apartment communities totaling over 33,000 units with a value of \$6.9 billion. MG Properties has a current portfolio of 76 properties with over 21,000 apartment homes with a value of \$5 billion in California, Washington, Oregon, Arizona and Nevada. Ernst and Young announced Mark as a winner of the Entrepreneur of The Year 2018 San Diego Awards program.



DELINDA FORSYTHE
CHIEF EXECUTIVE OFFICER AND FOUNDER, INNOVATIVE COMMERCIAL ENVIRONMENTS (ICE)

As CEO and founder of Innovative Commercial Environments since 2006, DeLinda Forsythe has thrived in contract furniture for 34 years. Leading ICE provided an opportunity for her to implement her experience in community philanthropy and practice emerging leadership skills that empower employees. She serves on the boards of the San Diego EDC Foundation, the NAIOP Foundation and TranscendANCE. Her leadership experience fueled her upcoming book, "Inspiring Generational Leadership: Your Guide to Design a Conscious Culture."



SANDRA GRAMLEY
PRESIDENT, PLATT/WHITELAW ARCHITECTS, INC.

As co-owner and President of Platt/Whitelaw Architects and the 2020 President of the American Institute of Architects (AIA) San Diego, Sandra Gramley works tirelessly to further the architecture and design communities. She has dedicated her career to improving communities, collaborating with peers, and training the next generation of leaders. Currently, she is working to establish the Center for Design, a local, public resource for design and development.



JOHN D. FRAGER
EXECUTIVE MANAGING DIRECTOR, CBRE

John D. Frager is regional leader for CBRE's San Diego and North Baja Mexico business. Frager also acts as chief of staff for the Pacific Southwest Division. He has spent over 33 years in commercial real estate. He has been involved with Big Brothers Big Sisters, Pathfinder Partners, San Diego Regional Chamber of Commerce, University of San Diego Board of Trustees and YPO. He received CBRE's Market Leader of the Year Award for the Americas for 2018.



ROBERT S. GREEN JR.
PRESIDENT AND CEO, THE ROBERT GREEN COMPANY

Founded more than 15 years ago by San Diego native Robert S. Green Jr., The Robert Green Company is a privately held, commercial real estate development company headquartered in Encinitas, specializing in hospitality and mixed-use development throughout the Western United States. Green's nearly 30-year career includes luxury hotel and residential projects, including the Pendry San Diego, the Park Hyatt Resort Aviara in Carlsbad and Four Seasons projects in Jackson Hole and Palo Alto.



LINDA GREENBERG
PRINCIPAL, LEE & ASSOCIATES

As Principal at Lee & Associates, Linda Greenberg is an industrial broker focusing on south San Diego County. Greenberg is a graduate of the University of Kansas and she is a past president of the national and San Diego chapter of the Commercial Real Estate Women Network. Additionally, she is a past president, current board member and executive committee member of the Otay Mesa Chamber of Commerce.



ERIC HEPFER
DIRECTOR, HINES

Eric Hepfer leads international real estate developer Hines' San Diego office. Among other projects, he oversees the development of Riverwalk in Mission Valley, San Diego's first true transit-oriented village. The product of years of planning and community outreach, Riverwalk encompasses approximately 200 acres and includes a new trolley station, approximately 4,300 units of housing, including 400 affordable units, 100 acres of parks and open space, 152,000 square feet of retail space and 1 million square feet of office campus.



JEFFREY HARPER
OWNER AND PRESIDENT, HARPER CONSTRUCTION CO.

Jeffrey Harper is the owner of Harper Construction Co., a design-build firm founded in 1974 by his father, Ron. Many of the company's projects are defense related. The company recently completed a hangar and apron for F-35 Lightning II aircraft at Marine Corps Air Station Miramar. It is building a hangar for F-35s at Naval Air Station Lemoore in the Central Valley. Farther afield, its projects have included more than \$100 million in work for the U.S. Army at Fort Sill, Oklahoma.



JASON HUGHES
PRESIDENT AND CEO, HUGHES MARINO

Jason Hughes is president, CEO and owner of Hughes Marino, one of San Diego's leading commercial real estate and construction management companies for tenants and buyers. Recently, the firm launched a planning and design service. Hughes began his career working for Cushman & Wakefield while he attended college. After moving to San Diego, in 1993, he co-founded Irving Hughes. In 2011, he formed Hughes Marino, now the largest tenant and buyer representation firm in San Diego.



J. KEVIN HEINLY
PRINCIPAL AND MANAGING DIRECTOR, GENSLER

Kevin Heinly's career spans 30 years with experience in a wide variety of project types, which he brings to Gensler as Principal and Managing Director. His responsibilities include project leadership, client development and providing strategic direction for Gensler San Diego. Heinly also serves on Gensler's Management Committee as a Global Work Sector leader. He holds a bachelor's degree from Lehigh University and a graduate degree from the University of Maryland.



ESTEAN LENYOUN
PARTNER: URBAN REDEVELOPMENT, SUDBERRY PROPERTIES

Estean Lenyoun has been a Partner at Sudberry Properties since 2006 and heads up the company's urban redevelopment efforts. The goal is to develop catalyst projects that are economically successful and also improve the quality of life for the surrounding communities. His long career in urban redevelopment has given him extensive experience working with municipalities and redevelopment agencies, as well as New Market Tax Credits and Community Reinvestment Acts funding.



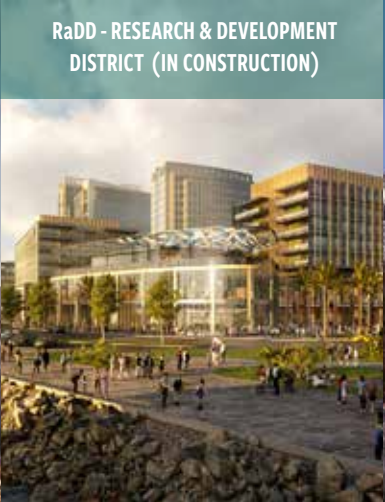
"It is an honor to be recognized by the community and the San Diego Business Journal's SD500, as one of San Diego's most influential people of 2020."

I have professionally dedicated over 43 years to San Diego and the surrounding region. Dealy Development has been an active and vital consultant for many of our city's most iconic buildings and sites, including the continued advancement and growth of our downtown waterfront skyline. I have built meaningful relationships with business and community leaders, each founded upon years of trust and always delivering the highest quality of service. As we look at the next chapters for Dealy Development, I am truly excited for the future of the company and the partnerships that we continue to invest in and build upon.

- Perry M. Dealy



**MANCHESTER PACIFIC HOTEL
(FUTURE)**



**RaDD - RESEARCH & DEVELOPMENT
DISTRICT (IN CONSTRUCTION)**



U.S. NAVY HEADQUARTERS



DOWNTOWN CONVENTION CENTER



MANCHESTER GRAND HYATT



SAM KHORRAMIAN

CO-FOUNDER AND CEO, BIG BLOCK REALTY INC.

Sam Khorramian is co-founder and CEO of Big Block Realty Inc. The serial entrepreneur has been in the real estate industry for more than 12 years, working in all sides of the business. With Big Block Realty, Khorramian focuses on keeping agents on top of marketing technology. Big Block Realty has consistently been part of Inc. Magazine's list of 5,000 fastest-growing privately held companies; in the 2020 rankings, it turned in a three-year growth rate of 132%.



JOE MONACO

PRESIDENT AND CHIEF EXECUTIVE OFFICER, DUDEK

In 2017, Joe Monaco assumed the role of Chairman of the Board and CEO of Dudek, marking a first-time transition of leadership from the firm's founder, Frank Dudek. Previously, Monaco served for 18 years, as the head of the CEQA/NEPA group, head of the Environmental Division, and Executive Vice President at Dudek. He is widely regarded in the industry for his consensus-building between local, state, and federal agencies for high-profile projects dealing with complex regulatory schemes.



URE KRETOWICZ

CEO AND CHAIRMAN, CORNERSTONE COMMUNITIES

Ure Kretowicz in 1994 founded the residential real estate development firm Cornerstone Communities Corp., which has built everything from entry level tract homes to custom estates. He began his real estate career in 1975 and in 1983 he co-founded Sunland Communities and Sunland Consolidated Inc. He became a founding director of the Bank of Rancho Bernardo in 1992. He has served on the boards of the Juvenile Diabetes Research Foundation, the San Diego Building Industry Association and other civic and nonprofits.



VINCENT MUDD

MANAGING PARTNER, PRINCIPAL, CORPORATE SECRETARY, CARRIER JOHNSON + CULTURE ARCHITECTS

Vincent Mudd is a leader in the Design-Build industry, completing some of the largest, most complex jobs for many large companies. After founding and leading SDOI for 18 years, Mudd joined Carrier Johnson Architects in 2013. Mudd has served in executive leadership on a number of boards during times of great challenge including: State Compensation Insurance Fund, Sharp Healthcare, San Diego County Water Authority, Metropolitan Water District, SD Regional EDC and American Red Cross.



TINA LICHENS

COO, REAL CAPITAL MARKETS

As chief operating officer of Real Capital Markets, Tina Lichens oversees operations and finance for the company, which she first joined almost 20 years ago in another capacity. In her current COO role, she also provides strategic direction for all business units and maintains key partner and client relationships. Her previous roles in the company include director of client services and director of research. Real Capital Markets is a global marketplace for buying and selling commercial real estate.



TRACY MURPHY

EXECUTIVE VICE PRESIDENT, LIFE SCIENCE, KILROY REALTY CORP.

Tracy Murphy joined the San Diego office of Los Angeles-based Kilroy in May 2016, after eight years with San Diego's BioMed Realty, among the nation's largest holders of life science office and laboratory properties. Kilroy tasked Murphy with boosting its presence in the increasingly high-demand but competitive life science sector. At BioMed, she was a senior vice president, which included overseeing leasing efforts for the three-building i3 campus at University Towne Center.



NEAL MCFARLANE

PRESIDENT AND CEO, MCFARLANE ARCHITECTS, INC.

Neal McFarlane is responsible for the success, design, and management of each project at McFarlane Architects. As President and CEO, he personally supervises each project manager to ensure the client's goals are achieved. He has designed more than 8 million square feet of life science and advanced technology facilities. McFarlane earned his California Architect's license in record time, 27 months after earning his architectural degree due to having earned 9 months experience during college.



MICHAEL MURPHY

FOUNDER AND PRESIDENT, MURPHY DEVELOPMENT

Michael Murphy founded Murphy Development in 1984 and has completed more than 9 million square feet of industrial and technology buildings. It also operates and invests in industrial real estate assets. Its projects include the 2.1 million square foot Siempre Viva Business Park in Otay Mesa; Brown Field Technology Park in South County; and a 30.9-acre site in Scripps Ranch. Murphy Development signed CareFusion to lease the entire 121,970-square-foot Building 18 at Siempre Viva Business Park in Otay Mesa.



TIM MEISSNER

PRESIDENT, MEISSNER JACQUET COMMERCIAL REAL ESTATE

Tim Meissner is president of Meissner Jacquet Commercial Real Estate Services. Established in 1992, the company currently manages a commercial real estate portfolio of more than 15 million square feet and has managed more than 75 million square feet of commercial real estate since its inception. Meissner's primary function as president is client services, where he is directly responsible for the firm's senior management team.



MICHAEL NEAL

PRESIDENT AND CEO, H.G. FENTON CO.

Michael Neal heads operations of San Diego's H.G. Fenton Co., among the region's largest commercial developers and investors, with a diverse portfolio that includes apartment, office, retail and industrial buildings. The firm completed Piazza della Famiglia in Little Italy as well as BLVD, a distinctive, two structure, 165-unit apartment development on El Cajon Boulevard in University Heights. Neal's board service includes the Building Industry Association and the San Diego Regional Chamber of Commerce.



MIKE MERCURIO

CHIEF EXECUTIVE OFFICER, SAN DIEGO ASSOCIATION OF REALTORS

Michael T. Mercurio is CEO of the San Diego Association of Realtors, which provides Realtors tools and resources to protect private property rights and promote homeownership while informing the public and improving neighborhoods throughout the county. Since 2006, he has been the top executive at the organization. Mercurio earned his Bachelor of Arts in business administration from the University of Cincinnati and his Juris Doctorate from Northern Kentucky University.



ANDREW NELSON

PRESIDENT AND CEO, WILLIS ALLEN REAL ESTATE

Andrew Nelson has been president of Willis Allen since 1980 and now oversees six offices and more than 200 agents. The company is the largest independently owned real estate firm in Southern California. He began with the firm in 1977, working for Willis Allen, the firm's namesake. He purchased the remaining ownership shares in 1995. Nelson grew up in Del Mar and graduated from the University of California, Santa Barbara. He served in the U.S. Navy as a flight officer for F-4 Phantoms during the Vietnam war.



ERIC NORTHBROOK
MANAGING DIRECTOR, VOIT REAL ESTATE SERVICES

As managing director of the San Diego region, Eric provides strategic leadership and sales support, while overseeing all aspects of the firm's activities and growth initiatives. The latter focuses on the expansion of the business into Carlsbad in 2017, increasing regional revenue, and acquiring established, reputable brokers with experience in delivering solutions for clients in industrial, office, medical office, multi-family, retail, tenant representation and investment sales.



MARC PENICK
CEO, T.B. PENICK AND SONS INC.

Marc Penick along with his brother Tim have built the family-owned T.B. Penick and Sons Inc. into the 10th largest concrete contractor in America. Under his leadership, Penick has received safety awards from the Associated General Contractors of America and the American Society of Concrete Contractors, among others. Almost all of the company's work is LEED certified.



SUMEET PAREKH
MANAGING PARTNER, HP INVESTORS LLC

A native San Diegan, Sumeet Parekh is the Managing Partner of HP Investors, which specializes in the investment and redevelopment of commercial real estate. Parekh founded HP Investors in 2010, today manages the operations of the firm including deal sourcing and fundraising. Parekh's civic involvement includes chairing the Downtown San Diego Partnership Board, as well as participating as a Board Member for the USD Real Estate Policy Advisory Board, The Gaslamp Quarter Association and the DSDP Committee on Homelessness.



TIM PENICK
PRESIDENT, T.B. PENICK AND SONS INC.

Tim Penick and his brother Marc have built the family-owned T.B. Penick and Sons Inc. into one of the nation's top construction companies. He is the fourth generation to lead the San Diego-based firm founded by his great grandfather in 1905. Penick was named San Diego Entrepreneur of the Year by Ernst & Young and sits on the board of directors for the Association of General Contractors.



MARK PAYNE
VP AND DIVISION MANAGER, SWINERTON

Mark Payne originally came to San Diego in 1989, after working in Phoenix for Sundt Construction for about 7 years. He joined Swinerton in 1999 and has been VP, Division Manager of the San Diego office since 2012. He is a graduate of the University of Phoenix and credits his father for being a strong mentor growing up. This year, Payne was the Chair of the American Heart Association's Virtual Heart & Stroke Walk in San Diego.



FREDERICK W. PIERCE
PRESIDENT AND CEO, PIERCE EDUCATION PROPERTIES

Frederick Pierce is president and CEO of Pierce Education Properties, the largest owner of student housing in the western United States and the 15th largest owner in the country. Pierce also played a high-profile role as a spokesperson for the SDSU West initiative to redevelop the Mission Valley stadium site. His company has acquired more than \$825 million in student apartments nationally at more than 20 universities. He also is a former member of the California State University board of trustees.



Our sincere congratulations to Tom Sudberry for this prestigious recognition. We thank you for your leadership, dedication and commitment to Sudberry Properties and to San Diego.

**MARK READ****REGIONAL PRESIDENT | BROKERAGE | SOUTHWEST, KIDDER MATTHEWS**

Mark Read, a veteran with more than 30 years in the commercial real estate industry, serves as the regional president of brokerage for Kidder Mathews' Southwest region. Since 2015 Read has helped the firm open offices in San Diego, Phoenix, Irvine, Carlsbad, the Inland Empire and Los Angeles County. He came to Kidder Mathews from Voit Real Estate Services and before that, he was first a broker and then a senior managing director for CBRE, where he managed 220 employees.

**DENNIE SMITH****FOUNDER AND CEO, SMITH CONSULTING ARCHITECTS**

Founded in 1988 by Cheryl (Dennie) Smith, Smith Consulting Architects is an award winning, woman-owned business specializing in master planning, architectural design and interior design. CEO Dennie Smith is responsible for the overall design direction and business development activities of the practice. In addition to managing the office, Dennie remains involved in the design aspects of many projects, including making use of her skills in site and space planning.

**ADAM S. ROBINSON****FOUNDER AND PRESIDENT, RAF PACIFICA GROUP**

Adam Robinson has extensive experience in commercial real estate acquisition, development, operations and management. He has directed more than \$2 billion in real estate transactions throughout his career, including the acquisition, renovation, and disposition of more than 250 industrial, multifamily and office properties. Since founding RAF Pacifica Group, he has also spearheaded the development of more than 1.5 million square feet of ground up construction. Robinson is affiliated with multiple organizations including CCIM and SIOR.

**ERIC STENMAN****PRESIDENT U.S. BUILDINGS, BALFOUR BEATTY**

Eric Stenman serves as president of Balfour Beatty's U.S. buildings operations where he oversees the organization's shared service groups of information technology, risk management, human resources and legal. A 38-year construction industry veteran, Stenman joined Balfour Beatty's legacy operations in Southern California in 2001 and is also a member of Balfour Beatty's Executive Leadership Team. He is a member of the Associated General Contractors of America (AGC) and serves on the board for the local chapter.

**RALPH J. ROESLING****PRINCIPAL, ROESLING, NAKAMURA, TERADA ARCHITECTS INC.**

Ralph Roesling has served as Principal-In-Charge and Principal Designer for various project types including educational, institutional, museum, community/public, master plans, medical, office, retail and residential. Ralph provides the necessary expertise for implementing renovation and new construction that meet the goals, schedule and budget of the project. He leads RNT's internal and consultant team through all project phases to ensure the project's success.

**LORI ANN STEVENS****DESIGN MANAGER, TURNER CONSTRUCTION CO.**

In 2011, Lori Ann Stevens joined Turner Construction Co., which specializes in general contracting, construction, management, design-build and tenant improvements. Stevens has a broad range of experience as both a general contractor and developer during her 17-year career. She has served on boards for NAIOP, HomeAid, Habitat for Humanity, Junior Achievement and is a past president of CREW in San Diego. She is active in Feeding San Diego and the Helen Woodward Animal Center.

**STEVE ROSETTA****CEO, IQHQ**

Steve Rosetta has been chief executive officer for IQHQ since September 2019. IQHQ acquires, develops and operates properties for the life sciences industry in San Diego and other biotech hubs. In September 2020, IQHQ completed its acquisition of a large redevelopment site on San Diego's waterfront, slated to become a biotech campus. Rosetta was previously chief investment officer for Kilroy Realty Corp.'s strategic growth, including property acquisition and disposition activities.

**RANDEE STRATTON****MANAGING DIRECTOR, NEWMARK GRUBB KNIGHT FRANK**

Randee Stratton is a managing director at Newmark in San Diego. She is a commercial Real Estate Broker specializing in retail and restaurant tenant representation throughout California. This year marks Stratton's 100th lease transaction representation for her client, Phenix Salon Suites within California. With over 18 years of experience in real estate brokerage in California, Stratton focuses on providing exclusive tenant representation for national and regional retail and restaurant tenants expanding in the state.

**JAMES SCHMID****CEO, CHELSEA INVESTMENT CORP.**

Chelsea Investment Corp. is one of the few fully integrated affordable housing developers in the region that offers turnkey development, general contracting and property/asset management services. Under Schmid's leadership since founding the firm in 1984, Chelsea has developed over 10,000 units of affordable housing at a cost in excess of \$2 billion. The firm's development portfolio includes urban infill, mixed-use, suburban inclusionary, acquisition rehab and rural developments.

**BRAD TERMINI****CEO, ZEPHYR PARTNERS**

Brad Termini co-founded Zephyr with Dane Chapin in 2008. They recently opened The Park at Bankers Hill, a 62-unit ultra-luxury condo building overlooking Balboa Park. The company also is partnering with the Robert Green Co. on a proposed 16-acre resort above dog beach in Del Mar. Originally from Buffalo, New York, Termini arrived in San Diego in 2003 and landed a job with the Corky McMillin Cos. on the Liberty Station mixed-use development.



THOMAS TURNER

VICE PRESIDENT, CBRE ADVISORY & TRANSACTION SERVICES

Thomas Turner is a licensed real estate broker and specializes in helping law firms, technology, biotech and healthcare companies and a wide variety of real estate users negotiate advantageous space transactions. He also assists owners and investors in a wide variety of property types. After more than 35 years as a commercial real estate lawyer, Turner transitioned to the world of commercial brokerage. Prior to CBRE, Turner was a commercial real estate attorney at Procopio Cory Hargreaves & Savitch.



NAVEEN WANEY

PRINCIPAL, PLATT/WHITE LAW ARCHITECTS, INC.

As co-owner of Platt/Whitelaw Architects and Chair of the Clairemont Community Planning Group (CCPG), Naveen Waney is actively involved in his industry. He earned a bachelor's in Architecture from the NewSchool of Architecture and Design and graduated valedictorian in 1992. He is a big believer in giving back to the community and has dedicated his career to community-based projects and mentoring young future architects through the mentorship programs.



DONNA VARGO

PRESIDENT AND CEO, JOHNSON & JENNINGS GENERAL CONTRACTORS

Founded in 1981, Johnson & Jennings is one of the few women-owned construction companies in the region. Donna Vargo and Naomi Lohnes (CFO and COO) took over managing the day-to-day operations of the company in 2004 and bought the company in 2013. Since then, company revenue has increased by 50 percent and the company expanded into Orange County. Vargo was executive vice president of ROEL Construction Inc. for 12 years before joining J&J in 2004.



STEVE WILLIAMS

PARTNER & MANAGING PRINCIPAL, SENTRE PARTNERS, INC.

Steve Williams, Founding Principal at SENTRE, focuses on new clients, new concepts and new ideas. He developed a relationship with GE Pension Trust, which together with SENTRE became a major stakeholder in downtown San Diego. Williams sits on the company's Board of Directors and Investment Committee. He also co-founded Vesta with Lorenzo Berho. Incorporated in 1997, Vesta is a Mexican industrial real estate fund, with approximately 25 million square feet of leased industrial properties located throughout Mexico.



JOHN VORSHECK

FIRST VICE PRESIDENT, DIVISION MANAGER, MARCUS & MILLICHAP

John Vorsheck in 2018 became Division Manager; in this role he oversees operations in San Diego, Portland, Seattle, Palo Alto, Vancouver, San Francisco, Sacramento, Oakland, Denver and Phoenix offices. Vorsheck has been with Marcus & Millichap since 2006 as a sales manager in the Newport Beach office and has had executive positions in Las Vegas and Long Beach. He also serves on the executive committee for NAIOP San Diego.



DOUGLAS WILSON

CHAIRMAN AND CEO, DOUGLAS WILSON COS.

Douglas Wilson founded his company in 1989 and has grown its offerings and nationwide regional offices to include development and management during the industry's good times and court-appointed bankruptcy and receivership services during tough times. Before forming his own company, he was managing general partner in the company that developed downtown's Symphony Towers. His company has expanded into senior housing. Wilson has served on many local boards.

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— Mark Payne,

Vice President, Division Manager Swinerton San Diego

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SHIRLEY ADAMS

EXECUTIVE DIRECTOR, CYBERTECH

Shirley Adams has many roles within the local cybersecurity community. She is executive director of member group CyberTech, which oversees the Smart & Safe Cities Institute, the NEST coworking space, the Entrepreneur In Residence program and the CyberHive incubator. She also is involved with Air Transport Association and is regional vice president for AFCEA International, a trade group for information technology, communications, and electronics for the defense, homeland security and intelligence communities.



ROBERT BLAIR

VICE PRESIDENT, GENERAL COUNSEL AND SECRETARY, VIASAT

Robert Blair joined Viasat in May 2008 as Assistant General Counsel. In April 2009, Blair was appointed Associate General Counsel, in 2014 he was appointed Vice President and Deputy General Counsel and in May 2017, he assumed his current position as Vice President, General Counsel and Secretary. Blair has also served as a director of the San Diego Regional EDC since 2015. Prior to joining Viasat, he was an associate at the law firm of Latham & Watkins LLP.



CRISTIANO AMON

PRESIDENT, QUALCOMM INC.

Cristiano Amon has moved Qualcomm's 5G initiative along ahead of schedule and also emerged from the ultra-competitive internal ranks to lead the company's chipset division. Under his leadership, Qualcomm has expanded into networking, IoT and automotive business lines. He also led Qualcomm's mobile expansion into China and drove the creation of a new segment — the Always Connected PC. He joined Qualcomm in 1995 as an engineer. Previously he was chief technical officer of Vésper, a wireless operator in Brazil.



GERRY BORJA

DIVERSITY AND INCLUSION HEAD OF VETERAN & MILITARY SPOUSE PROGRAMS, ORACLE

Gerry Borja oversees Oracle HR Diversity's Veteran and Military Spouse programs. Borja served in the U.S. Army. His programs impact underrepresented students, the disabled and the company's employee resource groups. He recently was invited to the White House for Oracle's Military Spouse initiatives. During the Spring 2020 Oracle Veteran Internship Program, Gerry was able to open the military internship program to civilian military spouses and successfully transitioned to a virtual format.



SAM ATTISHA

SENIOR VICE PRESIDENT AND REGION MANAGER, COX COMMUNICATIONS

As Senior Vice President and Region Manager for Cox Communications Sam Attisha leads the employees and day-to-day California operations from San Diego up to Santa Barbara. Additionally, he serves on Cox's National Diversity Council and the Board of Directors for the San Diego Regional Chamber of Commerce and San Diego Regional EDC to name a few. During the pandemic, he advocated for millions of dollars in network upgrades due to unprecedented internet demands and community investment for San Diego.



DUANE CAMERON

VICE PRESIDENT, COX BUSINESS

Duane Cameron is the vice president of Cox Business in San Diego, a position he has held since 2018. Prior to joining Cox Business, Cameron served for eight years as general manager of the Nevada, Southern California and Central California region at Level 3 Communications. He was also previously general manager for Southern California at XO Communications. Cameron is an experienced communications executive and he earned his degree from Pepperdine University.



RICHARD BALDRIDGE

DIRECTOR AND PRESIDENT & CHIEF EXECUTIVE OFFICER, VIASAT

Rick Baldrige is the President and CEO of Viasat, Inc. He is responsible for the executive and operational leadership of the Company, with a focus on building and growing a customer-centric organization that will continue to deliver compelling global services and products. The company provides high-speed, satellite broadband services and secure networking for military and commercial markets. Richard has served in several senior positions at the company, including vice president, CFO and executive vice president and COO.



SCOT CHISHOLM

CEO AND CO-FOUNDER, CLASSY

Scot Chisholm is the CEO and Co-Founder of Classy, a social enterprise that creates world-class online fundraising software for nonprofits. He started Classy after one of the largest cancer organizations in the country refused to accept the money he raised during a fundraising pub crawl held to honor his mom, a two-time breast cancer survivor. Chisholm and his team set out to make it easier for anyone to support a cause that's meaningful to them.



CODY BARBO

FOUNDER AND CHIEF EXECUTIVE OFFICER, TRUST & WILL

In 2017, Cody Barbo founded Trust & Will, an online estate planning platform. Barbo's venture puts estate planning with a design-first approach, layered on top of customer support to help people throughout the process. Since the company's inception, they've raised \$8 million in capital, went through the Techstars Accelerator program, lined up partnerships with MassMutual, Charles Schwab, and more, completed the first electronic will in history, and helped over 100,000 Americans kickstart their estate plan.



JAYE CONNOLLY-LABELLE

CHAIRMAN AND CHIEF EXECUTIVE OFFICER, RIPPLENAMI, INC.

As chairman and CEO of RippleNami, Inc., a global technology company that is redefining mapping, Jaye Connolly-LaBelle brings more than 30 years of leadership experience to her role, which she garnered from various positions and C-level roles at both private and publicly traded corporations. In her leadership role with RippleNami, she is responsible for development and execution of the Company's long-term strategy with an emphasis on creating shareholder value.



ART BARTER

CEO, DATRON HOLDINGS INC.

Art Barter is owner and CEO of Vista-based Datron World Communications Inc., specializing in tactical radio and surveillance solutions. He is also founder and CEO of the Servant Leadership Institute, a Carlsbad-based consulting firm. Barter purchased Datron in 2004 and within six years grew its annual revenue from \$10 million to \$200 million. Recent accomplishments include the release of his third book, The Art of Servant Leadership II.



LARRY COVAL

WEST REGION VICE PRESIDENT, COX BUSINESS

Larry Coval joined Cox Communications in 2004 as director of sales for Cox Business in San Diego, before assuming his current role as the West Region Vice President in 2017. He has 33 years of experience in the telecommunications industry, with more than 16 years at Cox Business. During the pandemic, Coval's organization has played a critical role in helping schools, in multiple states, solve for distance learning challenges.



CONGRATULATIONS CHÉRI PIERRE

one of San Diego's SD500 2020 Leaders!

Congratulations from the Computers 2 Kids Board of Directors:

- Tammy Hershfield(C2K Co-Founder), C2K Board Chair
- Larry Hershfield(C2K Co-Founder), Ranch Capital
- Larry Bloch, Financial Investor Entrepreneur
- Ray Chan, San Diego Padres
- Tom Davis, Center for Educational Innovation
- Mark Johnson, MJB Freight Systems
- Scott Kaplan, Media Personality
- Gary Levine, Gallagher Levine San Diego
- MyMy Lu, Sempra Energy
- Gus Magee, Retired, City of San Diego
- Adriana Mendoza, Cox Communications
- Rick Peters, The Legacy Foundation
- Cameron Rooke, Mercedes-Benz of Escondido
- Andreas Roell, Analytics Ventures
- Mary Valerio, Department of Justice
- David Wax, Waxie Sanitary Supply
- Rick Weitzen, Weitzen & Phillips LLP



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TONYA CROSS

SENIOR VICE PRESIDENT, CORPORATE OPERATIONS & PEOPLE, LYTX

Tonya Cross is responsible for building a world-class Lytx team that matches the Company's values and culture of excellence. Bringing extensive experience in HR and employment law, she joined Lytx in 2013 from Life Technologies, where she was a member of the human resources senior leadership team and served as its employment counsel leading the global HR legal organization. Prior to Life Technologies, Tonya practiced employment law at DLA Piper, a global law firm.



OMAR IMANI

CO-FOUNDER & OWNER, SMASHTECH

Omar Imani founded Smashtech with Anwar Hussain in 2015. Smashtech touts itself as a "brand building machine" that is making a name for itself in the lifestyle marketing sector. The two brothers started operations from a makeshift apartment, growing from a team of two to a team of over 100. Now, Smashtech has relocated to their new 22,000 square foot office, making it the highest, and largest office in San Diego.



MICHAEL FASULO

PRESIDENT AND COO, SONY ELECTRONICS

Michael Fasulo is a long-time Sony executive currently serving as president and COO of Sony Electronics. Sony employs about 3,000 people throughout the region, most at their North America headquarters in Rancho Bernardo. Operations there include research and development, engineering, sales, marketing, distribution and customer service. Fasulo has served in a variety of ascending positions at Sony since 1984. He is on the boards of the Consumer Technology Association and the national Boys & Girls Clubs of America.



ERIC JENNY

CHIEF FINANCIAL OFFICER, SOCI, INC.

Eric Jenny has more than 15 years of finance, operations and accounting experience across private and public sectors, with deep industry expertise in high-growth SaaS technology start-ups. He brings a unique combination of CFO and COO experience to his role at SOCI, Inc. Jenny successfully led his previous company, iSheriff, through an acquisition and is eager for the next one. He graduated magna cum laude with a degree in accounting from SDSU.



ALEX GOODE

FOUNDER AND CHIEF EXECUTIVE OFFICER, GOSITE

Alex Goode, the founder and CEO of GoSite launched the platform in 2013 as a website design company, building web pages for small businesses. Since then, the 7-year-old start-up has evolved into a global platform for small businesses that traditionally operate offline. GoSite is now operating in all 50 states, and has rapidly grown its team to 250 employees in San Diego. The company has partnered with more than 6,000 merchants.



AFIF KHOURY

CO-FOUNDER AND CHIEF EXECUTIVE OFFICER, SOCI

Afif Khoury is a co-founder and has served as CEO of SOCI, Inc. since inception. Khoury has spent the last 15 years involved in startups and venture capital investments as a serial entrepreneur, venture capitalist and technology attorney. He is a published geneticist who earned his BS in Neuroscience and Physiology from UCSD, before attending Law School at Northwestern School of Law and Business School at Kellogg School of Management.



DAN HARRINGTON

CHIEF SERVICES OFFICER, TERADATA

Dan Harrington is Chief Services Officer for Teradata, and a member of the Executive Leadership Team. He is responsible for leading Teradata's Customer Services and Managed Services organizations and providing guidance and oversight of the company's IntelliCloud and the Global Delivery Centers (GDC). He brings experience in all facets of the business, including sales, services, marketing and engineering and has held numerous leadership roles.



MIKE KNOWLES

SENIOR VICE PRESIDENT AND PRESIDENT OF CUBIC MISSION AND PERFORMANCE SOLUTIONS

Mike Knowles is the president of Cubic Mission and Performance Solutions and senior vice president of Cubic Corporation. In this role, he has responsibility for the strategic direction and business management of the company's C4ISR and training solutions in the global defense and commercial markets. Knowles has more than 25 years of experience in the aerospace, defense, military and commercial training fields having served in various technical, program and executive management roles throughout his career.



INGO HENTSCHEL

VICE PRESIDENT OF FIELD OPERATIONS, COX COMMUNICATIONS

Ingo Hentschel provides hands-on leadership to a team of hundreds of field technicians and dispatchers. He's responsible for all Cox field operations in California, but is based in San Diego, where he's worked for Cox for more than 29 years. Amid the governor's stay-at-home order, Hentschel led his team's efforts to rethink how technicians did their job without entering customers' homes. His team was instrumental in launching an app that used augmented reality to virtually be in customers' home.



BOB LEONE

PRESIDENT AND FOUNDER, MRC SMART TECHNOLOGY SOLUTIONS

Bob Leone is the founder and President of MRC, California's largest technology company helping businesses increase productivity and reduce costs. Starting with a single San Diego office, MRC now spans California and Hawaii, servicing 15,000+ customers. With annual revenues exceeding \$300 million, MRC is strategically positioned to continue to grow. Bob spends a great deal of time focusing on community projects and is a member of the Father Joe's Villages board.



ANWAR HUSSAIN

CO-FOUNDER & OWNER, SMASHTECH

Omar Imani founded Smashtech with Anwar Hussain in 2015. Smashtech touts itself as a "brand building machine" that is making a name for itself in the lifestyle marketing sector. The two brothers started operations from a makeshift apartment, growing from a team of two to a team of over 100. Now, Smashtech has relocated to their new 22,000 square foot office, making it the highest, and largest office in San Diego.



JEFFREY LOWINGER

SENIOR VICE PRESIDENT & PRESIDENT OF CUBIC TRANSPORTATION SYSTEMS

Jeffrey Lowinger is the SVP of Cubic Corporation and president of Cubic Transportation Systems (CTS). He is responsible for overseeing the business' continued growth and advancing Cubic's NextCity strategic priorities. Prior to joining Cubic, Lowinger was the president of the eMobility segment for Eaton Corporation. Lowinger successfully completed a 25-year career at Boeing where he held several engineering leadership roles managing complex hardware/software development programs for all key rotorcraft programs.



STEVE MCMILLAN

PRESIDENT AND CHIEF EXECUTIVE OFFICER, TERADATA

Steve McMillan is President and CEO of Teradata and joined the board in June 2020. With more than two decades of technology experience, he is a seasoned executive with a track record of transforming enterprise services and product businesses into industry-leading cloud portfolio offerings. To each new position, he brings a relentless focus on driving value for customers and delivering customer satisfaction.



CHAD ROBLEY

CEO, MINDGRUVE

Chad Robley co-founded MindGruve in 2001 and has built it into one of San Diego's top digital marketing agencies, including clients Procter & Gamble, Merck, Oracle, Live Nation, Qualcomm and Agilent Technologies. The agency has offices in Los Angeles, New York, San Francisco and Denver. Robley spent 10 years taking companies from the startup phase to later stages of operations. He serves on the boards of many companies in a broad array of industries, from healthcare to technology.



DUSTIN NIGLIO

CEO, PAYMENT LOGISTICS LTD.

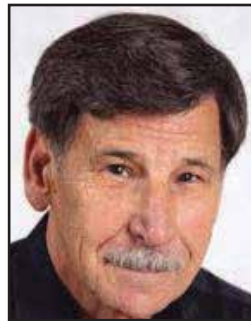
Dustin Niglio and his brother Britton founded Payment Logistics in 2003. They saw a need for reliable and secure merchant services that also addressed the technical needs of the complex electronic payment processing industry. Payment Logistics vets merchants and insulates banks from liability and also provides security services. In 2018 the company introduced PayLink that lets a restaurant customer use a smartphone to add to an order or settle a check.



MATT THOENE

CHIEF EXECUTIVE OFFICER, NFINIT

Matt Thoene is a data center, IT, and cloud executive with over 20 years of multi-disciplinary senior leadership. He brings deep knowledge of systems, executive leadership management, and network planning to NFINIT and has extensive experience working with global corporations and internet and technology-based startups. As CEO, Thoene is responsible for setting the strategy and business growth of NFINIT's cloud, connectivity, and data center solutions.



KEN OLSON

PARTNER, NOW COMMERCE

In addition to his day job as a partner with Now Commerce, Ken Olson has served on the boards of numerous public companies, including Digirad, WD-40, Avanir Pharmaceuticals, Neonode and Laser Power. Founded in 2003, Now Commerce provides a B2B order processing software service. He's also on the board of the Monarch School, a K-12 school for children affected by homelessness. Olson is the San Diego County Water Authority's representative for Del Mar.



CAITLIN WEGE

PRESIDENT, TECH COAST ANGELS - SAN DIEGO

Caitlin Wege is the first female president at Tech Coast Angels in its 23 years of operation and across its five-chapter network — San Diego is the largest, with over 200 investors. Wege oversaw the organization's successful transition to virtual operations, which resulted in a growth in membership and the annual ACE fund's launch, which raised more than \$4 million from members during the pandemic. She also manages MooDoos Investments, her family's investment fund, and serves on the board of several portfolio companies and nonprofits.



CHRIS ORLANDO

CEO AND CO-FOUNDER, SCALEMATRIX

In 2011, Chris Orlando co-founded ScaleMatrix with Mark Ortenzi. He moved into the CEO's job in 2018. ScaleMatrix delivers cloud, colocation, managed service, storage and data protection and connectivity solutions. Recent accomplishments including expanding ScaleMatrix' geographic reach into new markets across the United States. In 2017, Orlando and Ortenzi opened a research accelerator with a wet lab and a coworking space to aid aspiring entrepreneurs and researchers in taking their first step.



DOUG WINTER

FOUNDER AND CEO, SEISMIC SOFTWARE INC.

Doug Winter is CEO and co-founder of Seismic, the market leader for sales enablement platforms. A veteran entrepreneur, Doug is also a co-founder of Objectiva Software Solutions. Doug served as COO and general manager at EMC Document Sciences until founding Seismic in 2010. He holds a MSEE and an MBA from the Massachusetts Institute of Technology and a BSEE from Virginia Tech.



CHERI PIERRE

CHIEF EXECUTIVE OFFICER, COMPUTERS 2 KIDS

Cheri Pierre specializes in helping under-resourced organizations implement sustainable solutions. As CEO, she works within the community to minimize the educational disruption and facilitate the continuity of learning, especially for the most vulnerable, by ensuring that everyone has the tools to access and continue their education from home. Pierre's global consulting positions in Washington, D.C. and Germany include working with The World Bank, InterAmerican Bank, government ministries and executive offices of the German Ambassador.



OREN ZASLANSKY

CHIEF EXECUTIVE OFFICER AND FOUNDER, FLOCK FREIGHT

Logistics and innovation run through Oren Zaslansky's veins. Following his parents' footsteps, who created their own freight forwarder after years with Foreman's van line, he founded his own 100-truck fleet at age 20, providing white-glove freight service throughout the U.S. and Canada. Next came SolSource, his first brokerage, which services major clients like Whole Foods and opened his eyes to the unnecessary complications and inefficiencies of LTL shipping.



MIKE ROBERTS

CHIEF EXECUTIVE OFFICER, SAN DIEGO CODE SCHOOL

Mike Roberts is the founder of the San Diego Code School and founder of the first tech-enabled Registered Apprenticeship Program for software engineering in San Diego. He is a Fullstack JavaScript practitioner who has been coding for over 32 years. Roberts launched more than 100 student careers and was selected to be an Entrepreneur-In-Residence at UCSD for 2020. Roberts graduated from National University and currently serves as a Board Member of San Diego JavaScript Community.



AL BALDWIN

CEO/CHAIRMAN, BALDWIN & SONS.

Al Baldwin is CEO/Chairman of Baldwin & Sons. Baldwin's career in homebuilding has spanned more than three generations and has impacted homebuyers from San Diego to Los Angeles. He has built more than 20,000 homes and developed neighborhoods and communities that continue today. His commitment to architectural innovation and quality craftsmanship are evident in the homes he has created and has earned him praise from homeowners and industry peers. His development of Otay Ranch has showcased the company's abilities as both a developer and builder. Otay Ranch will contain 10,000 homes upon its completion. He has served on many boards and has received numerous awards from his industry and for community service.



PHIL BLAIR

EXECUTIVE OFFICER, MANPOWER SAN DIEGO

Phil Blair is executive officer at Manpower San Diego and for the past 41 years has worked with business partner Mel Katz to build the franchise into the largest in the U.S. with annual revenue of more than \$150 million. Manpower provides approximately 3,500 jobs daily through its five locations – San Diego, Riverside, Las Vegas, Spokane and Albuquerque. Blair is known for being an employment industry expert, appearing frequently in local business publications, on television and radio.



FR. JOE CARROLL

PRESIDENT EMERITUS, FATHER JOE'S VILLAGES

As an icon of the Southern California region and beyond, Father Joe Carroll has selflessly and tirelessly served the San Diego community for more than three decades. Although he retired in 2011, as president emeritus, Father Joe continues to lend a hand in his community with charm and with deep care and compassion for our neighbors in need.



KEN BLANCHARD

CHIEF SPIRITUAL OFFICER, THE KEN BLANCHARD COS.

Ken Blanchard and his wife Marjorie incorporated as Blanchard Training and Development – later to become The Ken Blanchard Cos. – in a holistic approach to help employees and their organizations. He and Spencer Johnson wrote the “One Minute Managers” series, and Blanchard has become a celebrated author, speaker and leadership guru.



CONSTANCE CARROLL

CHANCELLOR, SAN DIEGO COMMUNITY COLLEGE DISTRICT

Constance Carroll has been chancellor of San Diego Community College District since 2004, guiding the second largest community college district through unprecedented expansion funded by a \$1.555 billion bond program, for which the district received Moody's and Standard and Poor's highest possible rating. Carroll was previously president of San Diego Mesa College for 11 years, and served a six-year term on the National Council on the Humanities. She has announced she will be retiring in 2021.



JAMES NEAL BLUE

CEO AND CHAIRMAN, GENERAL ATOMICS

J. Neal Blue oversees General Atomics (GA) and its affiliated companies. GA is based in La Jolla and also has a massive manufacturing facility and presence in Poway, where it builds the Predator drone. His son is now CEO of GA Aeronautical Systems Inc. Blue is intensely private and makes few public appearances. GA's portfolio of business encompasses aviation, uranium mining, nuclear engineering, real estate, and oil and gas exploration.



DEEPAK CHOPRA

FOUNDER, THE CHOPRA CENTER FOR WELLBEING

Deepak Chopra co-founded the Chopra Center for Wellbeing in Carlsbad in 1996 and is known as a pioneer of integrative medicine, which recommends mixing mainstream Western medicine and alternative treatments. He has written dozens of books, including a number of New York Times bestsellers and is a volunteer professor at UC San Diego School of Medicine.



LINDEN P. BLUE

VICE CHAIRMAN, GENERAL ATOMICS

Linden and his brother J. Neal Blue bought General Atomics (GA) from Chevron in 1986 and built it into a powerhouse defense contractor that remains one of the region's largest employers and a technology leader. Linden is the more public of the brothers, occasionally showing up at business or defense related events. He is married to Ronne Froman, a retired Rear Admiral who once held the high-profile “Navy Mayor” post.



DAVID COHN

CO-FOUNDER, COHN RESTAURANT GROUP

David Cohn and his wife Lesley opened their first restaurant in 1982, a burger joint on Mission Gorge Road. Since then, they have amassed an eclectic collection of nearly two dozen restaurants throughout San Diego County, including Coasterra, The Prado at Balboa Park, Indigo Grill, BO-beau and 333 Pacific. David Cohn is currently a board member of the SDSU Hospitality and Tourism Management Program, California Restaurant Association and Gaslamp Quarter Association.



CHARLES BRANDES

FOUNDER, BRANDES INVESTMENT PARTNERS LP

Charles Brandes developed an investing approach based on undervalued stocks, and he grew his namesake asset firm to managing a peak of nearly \$120 billion. He retired from the firm in 2018, which has about \$28 billion in assets under management. Through the Manzanita Foundation, he has supported a number of organizations, including the San Diego Symphony, San Diego Jewish Academy and Rady School of Management and several charities.



LESLEY COHN

CO-FOUNDER, COHN RESTAURANT GROUP

Lesley Cohn and her husband, David, have been operating restaurants locally for more than 35 years. The couple operates more than 24 award-winning venues in Southern California – including the Vintana restaurant atop the Lexus dealership in Escondido – and Hawaii. Each has its own unique format and menu. Cohn and her husband David co-founded the Garfield School Foundation in 1996, a culinary arts program for at-risk youths.



MALIN BURNHAM

PRESIDENT, THE BURNHAM FOUNDATION

Malin Burnham remains among San Diego's most active civic and philanthropic leaders; the family name adorns the Sanford-Burnham-Prebys Medical Discovery Institute and University of San Diego's Burnham-Moores Center for Real Estate. He was involved in or led his family's insurance and commercial real estate businesses from 1949 until 2008 when the CRE division was sold to Cushman & Wakefield. He has served on numerous impactful civic boards.



JENNY CRAIG

CO-FOUNDER, JENNY CRAIG

Craig was among the first women to turn a given name into an enduring brand, launching the Jenny Craig weight loss business in Australia in 1983. She and her husband brought it to North County in 1985. Craig has long been involved in the horse racing scene, and her name adorns the University of San Diego Jenny Craig Pavilion, affectionately known as the Slim Jim.



STEPHEN CUSHMAN

FOUNDER, CUSH ENTERPRISES

Steve Cushman is a fourth-generation San Diegan whose career includes real estate development, auto dealers and being key advisor to mayors, councils and commissions. He served as a commissioner for the San Diego Unified Port District from 1998 to 2010. He has served on more than 70 boards. His family owns the Grossmont Center retail property in La Mesa, and the Cushman Foundation has donated millions to local causes, including the Jacobs & Cushman San Diego Food Bank



JOYCE GLAZER

LONG TIME SOCIAL COLUMNIST FOR LOCAL PUBLICATIONS

Joyce Glazer has served on approximately 20 nonprofit boards in San Diego. She has chaired or co-chaired at least 20 fundraising events raising millions of dollars. Glazer is a founding board member of Endeavor Bank and was also a founding board member of CalPrivate Bank. She served on the National Advisory Board of the Salvation Army for nine years. She all co-chaired the 111th Charity Ball benefiting the Genomics Division of Rady Children's Hospital in February.



MARK DANKBERG

EXECUTIVE CHAIRMAN, VIASAT INC.

Mark Dankberg had been CEO and chairman of Viasat Inc. since co-founding the company in 1986. He recently stepped down from the CEO position, but remains chairman of the board. He built the company to a market cap of about \$4.4 billion with annual revenue of about \$2.1 billion. The company, which employs about 2,600 people locally and more than 5,600 worldwide, provides high-speed, satellite broadband services and secure networking



ALAN GOLD

CHAIRMAN EMERITUS, BIOMED REALTY

Alan Gold served as chairman, chief executive officer, and president of BioMed Realty Trust, Inc. specializing in acquiring, leasing, developing and managing laboratory and office space for the life science industry, from its inception in 2004 through the sale of the company to affiliates of Blackstone Real Estate Partners VIII L.P. in January 2016. Gold also served as chairman, president and chief executive officer of BioMed Realty's privately-held predecessor, Bernardo Property Advisors, Inc. Gold currently serves as a member of the board of trustees for the Salk Institute for Biological Studies.



JOAN EMBERY

CEO, FOUNDER AND CHAIR, EMBERY INSTITUTE FOR WILDLIFE CONSERVATION

Embery was introduced to the world through the "Tonight Show," where she made many appearances bringing in animals from the San Diego Zoo to meet Johnny Carson. She made more than 1,000 TV appearances and is a sought-after speaker about wildlife, conservation and the environment. She and her husband Duane Pillsbury live on the Pillsbury ranch in Lakeside.



KAREN HAYNES

FORMER PRESIDENT, CAL STATE SAN MARCOS

Karen Haynes retired as president of California State University San Marcos at the end of June 2019. Haynes was the first woman senior president in the 23-campus CSU system in 2016. She presided over record expansion in campus construction and student population. Haynes arrived at CSUSM in February 2004. At the time, the university was a youthful 14 years old with a student population of over 7,000 and an alumni base of 13,000. Under her leadership, the campus grew to 17,000 students and 45,000 alumni. She also oversaw the addition of 15 new buildings.



ANNE EVANS

CHAIRMAN EMERITUS, EVANS HOTELS

Anne Evans co-founded the namesake company in 1953 along with her late husband, William D. Evans, and in 30 years as chairman she grew it to include the Bahia Hotel on Mission Bay, the Catamaran Resort in Pacific Beach and The Lodge at Torrey Pines. She has served on many influential state and local boards and is a member of the California Tourism Hall of Fame.



T.W. (BILL) HOEHN III

PRESIDENT, HOEHN MOTORS

Bill HoeHN is the third generation to work in the car dealership business, succeeding his grandfather, Theodore W. HoeHN, and his father, Theodore W. "Bill" HoeHN Jr., and nurturing a fourth generation to carry on the family's legacy. He has served on the boards of the San Diego County YMCA, Fuller Foundation and the Bishop's School and has been a member of the San Diego Motor Car Dealers Association, Audi National Dealer Council, and Mercedes Benz National Dealer Council.



PETER FARRELL

FOUNDER AND CHAIRMAN OF THE BOARD, RESMED

Peter Farrell founded ResMed in 1989 and pioneered the business of treating sleep disorders. ResMed has grown into a global powerhouse employing more than 5,000 people in more than 100 countries. He has participated in many philanthropic efforts throughout the region and created the Farrell Family Foundation to support more than 30 charities.



SELWYN ISAKOW

CHAIRMAN OF THE BOARD, CALPRIVATE BANK

Selwyn Isakow is founder, chairman and CEO of the Oxford Investment Group, Inc., a private investor in and developer of manufacturing, financial services and niche distribution companies, real estate and venture capital. Isakow has founded several commercial banks and been in leadership roles for national companies. He is currently chairman of CalPrivate Bank, previously known as San Diego Private Bank, and is chair of City of Hope, one of the largest cancer treatment and research hospitals in the country.



RON FOWLER

VICE CHAIRMAN, SAN DIEGO PADRES

Ron Fowler recently stepped down as Executive Chairman of the San Diego Padres. He is now Vice Chairman and still is involved with the team. He is also CEO of San Diego-based beer distributor Liquid Investments Inc. He and his wife, Alexis, in 2016 gave \$25 million to her alma mater, San Diego State University; which renamed its business school the Fowler College of Business Administration. He also helped create SDSU's Entrepreneurial Management Center.



JO DEE JACOB

FORMER CEO, GIRL SCOUTS SAN DIEGO

Former commanding officer of Guam, retired U.S. Navy Captain Jo Dee Jacob was hired as CEO Girl Scouts San Diego in 2001. She launched Operation Thin Mint, shipping over 3,000,000 boxes of Girl Scout cookies to military troops overseas. Jo Dee is Past President of the San Diego Rotary Club. She was honored as LEAD San Diego's 2015 Visionary Awardee. Jo Dee currently teaches Social Entrepreneurship at U.C. San Diego.



IRWIN JACOBS
CO-FOUNDER, QUALCOMM INC.

Irwin Jacobs in 1985 was among the co-founders of Qualcomm Inc., which developed the CDMA technology that paved the way for cellphones. During his 20 years as CEO Qualcomm grew to be the largest company in San Diego. He and his wife Joan are among the region's most generous philanthropists and have given more than \$100 million to each of the San Diego Symphony, UC San Diego and the UC San Diego Health system.



DOUG MANCHESTER
CHAIRMAN, MANCHESTER FINANCIAL GROUP

"Papa Doug," one of the region's most prolific developers and philanthropists, is working on his crowning achievement – the \$1.5 billion mixed use Manchester Pacific Gateway project on the San Diego bayfront. It's the largest private development project in San Diego. Manchester built Manchester Grand Hyatt, the Marriott Marquis and Marina and the Fairmont Grand Del Mar. He once owned The San Diego Union-Tribune.



TOM KARLO
GENERAL MANAGER, KPBS

When Tom Karlo will retire at the end of this year after a 47-year career with KPBS. He became KPBS' general manager in 2009, he merged the television, radio and digital departments into one content producing center. Under Karlo's leadership, the station created KPBS Evening Edition. Among the awards won by the station was the Walter Cronkite Award from the USC Annenberg School. He serves on the Public Broadcasting Service (PBS) Board of Directors.



LIDIA S. MARTINEZ
MANAGER (RET), SOUTHWEST AIRLINES

After more than 30 years with Southwest Airlines, Lidia Martinez recently retired as manager of community outreach where she oversaw regional efforts across the nation. Over the years, her giving spirit and deeply rooted sense of community helped her to make significant impacts in local communities. From her own immigrant experience, she understands the impact of a community's multicultural background and the socioeconomic designs that shape them. She is one of the five individuals who successfully created the outreach platform for Southwest to invest and engage in communities of color and helped her company set the standard for outreach and corporate social responsibility.



STATH KARRAS
EXECUTIVE DIRECTOR, BURNHAM-MOORES CENTER FOR REAL ESTATE - UNIVERSITY OF SAN DIEGO SCHOOL OF BUSINESS

Stath Karras is the Executive Director of the Burnham-Moores Center. Karras served as the Executive Managing Director at Cushman & Wakefield and CEO of Burnham Real Estate Services before selling the company to Cushman & Wakefield. Karras received his Bachelor of Science in mathematics and an MBA from the University of Utah. Karras has served as Chairman of CONNECT, Chairman of the San Diego Regional EDC, and Co-Chair of LEAD San Diego.



ARMON MILLS
PUBLISHER EMERTIUS, SAN DIEGO BUSINESS JOURNAL

Armon began his career in Public Accounting spending over 25 years in the profession. He also spent over 30 years working for several local Business Journals. He was President of American City Business Journals and was involved with starting and acquiring local Business Journals nationwide. He was named President & Publisher of the San Diego Business Journal in 2004. Armon retired from that position in 2016 and is currently recognized as Publisher Emeritus. Armon currently is consulting with CBIZ/MHM, the nation's 10th largest accounting firm. He is a life member of the San Diego Holiday Bowl.



MEL KATZ
EXECUTIVE OFFICER AND CO-OWNER, MANPOWER SAN DIEGO

Mel Katz and partner Phil Blair bought the local Manpower franchise in 1977 and have built it into the largest in the U.S. with annual revenue of more than \$150 million. Katz has been active in many civic organizations, including his leadership role with e3Civic High, a charter high school located in the downtown Central Library building. Other organizations he has worked with include the San Diego Public Library Foundation and San Diego Workforce Partnership.



STEVE MOLLENKOPF
CEO, QUALCOMM INC.

Steve Mollenkopf has been CEO of Qualcomm since 2014. Previously, as president and COO, he led the company's chipset business and the launch of 4G technology. One of his biggest accomplishments in 2019 was settling Qualcomm's legal battle with Apple Inc. The company is now busy commercializing 5G wireless technology. He sits on the board of the Boeing Co. and previously served as a director for General Electric. Mollenkopf has degrees from Virginia Tech and the University of Michigan.



JESSIE J. KNIGHT JR.
FORMER CEO AND CHAIRMAN, SAN DIEGO GAS & ELECTRIC

Jessie Knight is best known for his tenure as CEO of San Diego Gas & Electric. He also served on the California Public Utilities Commission, was CEO of the San Diego Regional Chamber of Commerce and held several roles with Sempra Energy, the SDG&E parent. He serves on the boards of Alaska Airlines, the U.S. Chamber of Commerce, the J. Craig Venter Institute, UC San Diego and The Timken Museum.



JOHN MOORES
PRINCIPAL, JMI SERVICES INC.

Moore's once owned the Padres and led redevelopment of the Ballpark District with more than \$3 billion in projects. His companies include JMI Realty and JMI Equity, which invests in tech companies. He made his wealth building BMC Software in Texas and Peregrine Systems and ServiceNow locally. He has donated hundreds of millions to, among others, UC San Diego and Scripps Research.



SUSAN LEW
FOUNDER AND CEO, S. LEW AND ASSOCIATES INC.

Lew founded the real estate development firm S. Lew & Associates Inc. and served two terms of the San Diego Port Commission. She also opened Emerald Chinese Cuisine, the first Hong Kong-style eatery in San Diego, and Pearl Chinese Cuisine in Rancho Bernardo. She has served on many boards during her career, including 1st Pacific Bank of California, Sharp Hospital, UC San Diego Foundation and UCSD School of International Relations and Pacific Studies.



JERRY NAVARRA
CHAIRMAN, JEROME'S FURNITURE

Jerry Navarra is the namesake of Jerome's Furniture, founded by his father in 1954. He became president in 1974 and grew Jerome's to 13 Southern California locations. The company also operates six stand-alone mattress retail locations in five Southern California counties. Ranked No. 36 on Furniture Today's Top 100, Jerome's Furniture did an estimated \$240 million in revenue for 2019.



JOE PANETTA
PRESIDENT AND CEO, BIOCUM

Since 1999, Joe Panetta has served as president and CEO of Biocom, an association for life science companies and service providers. Panetta expanded Biocom's footprint beyond San Diego to include offices in San Francisco, Los Angeles, Tokyo, and Washington, D.C., and he established partnerships with AusBio in Australia and the city of Kobe, Japan. In 2018, Biocom passed a milestone of 1,100 members in California. Panetta is a board member of the San Diego Regional Economic Development Corp



PATTI ROSCOE
OWNER, PATTI ROSCOE & ASSOCIATES

Patti Roscoe worked in broadcast media in Buffalo, but switched to tourism on arriving in San Diego. She ran her own destination management company, Patti Roscoe & Associates from 1981 to 2007 and contributed to several causes and organizations in San Diego. Roscoe is a plank owner of the USS Midway Museum. She sits on the board of the Balboa Park Conservancy and is past president of the San Diego Rotary Club. In 2019, she was recognized with a Lifetime Achievement award by SDBJ



ROBERT PRICE
EXECUTIVE CHAIRMAN, PRICESMART INC.

Robert E. Price is co-founder and Executive Chairman of PriceSmart Inc., the company started by his father, warehouse-retail pioneer Sol Price. The company has 40 stores in 12 countries, primarily in Latin America and the Caribbean. Sol and Robert started Price Club in 1974 and sold it to Costco Wholesale in 1993. Robert is a San Diego native, and the Price family has donated scores of millions, much of it to rejuvenate the City Heights area.



IVOR ROYSTON
CEO AND PRESIDENT, VIRACTA THERAPEUTICS, INC.

Ivor Royston was a co-founder of Hybritech Inc., San Diego's first biotechnology firm in 1978 and is one of the fathers of the region's life science hub. After Hybritech was purchased by Eli Lilly in 1986, hundreds of spinouts launched the foundation of San Diego's biotech hub. He has founded and invested in dozens of biotech firms over the years.



ROB WELLINGTON QUIGLEY
PRINCIPAL, ROB WELLINGTON QUIGLEY ARCHITECTS

Rob Quigley has more than 40 years of experience producing award-winning buildings throughout the western U.S. and Japan. His portfolio includes academic buildings, cultural centers, high-rise towers, and master plans for neighborhoods, campuses, parks and transit corridors. He was an early proponent of sustainable design and green building, and his firm has won more than 70 regional and national awards.



RALPH RUBIO
CO-FOUNDER, RUBIO'S RESTAURANTS INC.

Ralph Rubio opened a restaurant in 1983 in Pacific Beach and began turning the fish taco into an iconic staple of San Diego cuisine. Rubio's no longer carries a formal executive title but remains active in the menu planning of Carlsbad-based Rubio's Restaurants, which now operates more than 200 locations in five Western states and recently made its first East Coast incursion with new restaurants in Florida. He is a champion of his alma mater, SDSU, and his hometown.



ERNEST RADY
FOUNDER AND CEO, AMERICAN ASSETS INC.

Rady, a Canadian by birth, founded several financial services and real estate firms, the most prominent of which, Westcorp, was bought by banking giant Wachovia for \$3.8 billion in 2005. The Radys are among the most generous philanthropists in the region. Gifts include more than \$200 million to the San Diego Children's Hospital, which bears the Rady name; and more than \$150 million to UC San Diego, including the initial gift to create the Rady School of Management.



SUSAN SALKA
CEO, PRESIDENT AND DIRECTOR, AMN HEALTHCARE

Susan Salka is CEO, president and director of the nation's largest health care staffing company, AMN Healthcare. She joined the company in 1990 when it was just a small staffing firm known as American Mobile Nursing. Before becoming CEO and president, Salka served in several other executive positions at AMN, including CFO, COO, and Senior Vice President of Business Development. Over the years, Salka has expanded, diversified and strengthened the firm's offerings through dozens of acquisitions.



DEBRA L. REED
FORMER CHAIRMAN AND CEO, SEMPRA ENERGY

Debra L. Reed had a trailblazing career with Sempra Energy beginning in 1978. She began her career as a civil engineer but quickly established her leadership skills, and at age 32 became the first female officer in the history of the energy holding company. She held top executive roles at subsidiaries San Diego Gas & Electric and Southern California Gas Co. and served as Sempra CEO from 2011 to 2018. She retired from her role as Executive Chairman on Dec. 1, 2018. During her time as CEO, Sempra doubled its business.



JERRY SANDERS
CEO, SAN DIEGO REGIONAL CHAMBER OF COMMERCE

Jerry Sanders has been president and CEO of the San Diego Regional Chamber of Commerce since 2013 and in 2018 signed a contract extension through 2022. Sanders, former City of San Diego mayor and San Diego police chief, also has led the American Red Cross and United Way local chapters. He led turn-around efforts with the use of funds for wild fire relief, and as mayor in 2005 following the resignation of the sitting mayor while the city was embroiled in a pension debt crisis.



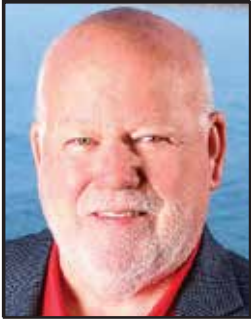
GARRY RIDGE
CEO, WD-40 CO.

Garry Ridge calls himself the chief of the WD-40 tribe. He began at WD-40 Co. in 1987 and was named CEO in 1997. He has worked directly with WD-40 in 50 countries. In 2017, Inc. Magazine named Ridge fourth on the list of the World's Top Ten CEOs who lead in a totally unique way. He teaches leadership development, talent management and succession planning at the University of San Diego's Business School. A native of Australia, Ridge also serves on the Board of Directors of The Gorilla Glue Co.



PETER SEIDLER
CHAIRMAN, SAN DIEGO PADRES

Peter Seidler is the chairman of the San Diego Padres. Seidler also is founder and partner in Seidler Equity Partners, which has grown from a family office to having more than \$1 billion in capital under management. In 2018, Major League Baseball announced it was partnering with Seidler Equity Partners to buy sporting goods brand Rawlings. Seidler has taken a high-profile role, along with restaurateur Dan Shea, in trying to engage the business community in helping reduce homelessness.



DAN SHEA
INTERIM CEO, FEEDING SAN DIEGO

Dan Shea is a partner in the three Donovan's restaurants and Paradigm Investment Group LLC, the second-largest franchiser of Hardee's fast-food restaurants. He has recently taken on a leading role at Feeding San Diego as interim CEO.



ANDREW VITERBI
CO-FOUNDER, QUALCOMM INC.

Andrew Viterbi co-founded Linkabit Corp. and Qualcomm Inc., and has been in academia in engineering and applied science at UCLA and UC San Diego. The Viterbi Algorithm is used in most digital cellular phones and digital satellite receivers, as well as magnetic recording, speech recognition, search engines and DNA sequence analysis. USC's engineering school is named after the Viterbi family, recognizing a \$52 million gift to the school. He recently gave \$50 million to UC San Diego.



JUDI SHEPPARD MISSETT
FOUNDER AND CEO, JAZZERCIZE

Judi Sheppard Missett founded Jazzercise more than 50 years ago, starting a fitness revolution and one of the world's leading dance fitness programs and companies. The Carlsbad-based company has grown to 260 employees, about 9,000 franchises and annual revenues of about \$100 million. Entrepreneur.com says Jazzercise remains one of the most valuable franchises in the world. Her daughter, Shanna Missett Nelson, is now president of the company.



MARY WALSHOK
ASSOCIATE VICE CHANCELLOR OF PUBLIC PROGRAMS
AND DEAN OF EXTENSION, UC SAN DIEGO

As Associate Vice Chancellor of Public Programs and Dean of Extension, Mary Walshok oversees a budget of more than \$45 million and staff of 200 that educates and trains more than 80,000 adults per year. She is a leading authority on San Diego's innovation economy and aligning workforce development with regional growth. Her focus is how globalization and rapid changes in technology are affecting the social and economic challenges across America.



THOMAS SUDBERRY
CHAIRMAN, SUDBERRY PROPERTIES

Tom Sudberry is the founder and chairman of Sudberry Properties. Since its inception in 1979, the company has developed approximately 12.6 million square feet of commercial and residential property with a market value exceeding \$2.5 billion. Sudberry has been inducted into the California Homebuilding Foundation Hall of Fame and honored with a lifetime achievement award from Circulate San Diego. Sudberry Properties was honored as the Builder/Developer of the Year by the San Diego BIA.



BILL WALTON
EXECUTIVE CHAIRMAN, SAN DIEGO SPORT INNOVATORS

Bill Walton has been executive chairman of San Diego Sport Innovators since the business accelerator spun out of Connect in 2010. The San Diego native and NBA Hall of Famer has helped more than 80 local nonprofits and has a successful broadcasting career. As a motivational speaker he tells of how he overcame depression and back pain to live an active life, along the way helping the Challenged Athletes Foundation achieve world-class status.



ROBERT SULLIVAN
FORMER DEAN, RADY SCHOOL OF MANAGEMENT AT UC
SAN DIEGO

Robert Sullivan joined the Rady School of Management in January 2003 as founding dean. He's an expert on entrepreneurship, knowledge management and operations management. He recruited top-tier faculty from top business schools and led the effort to integrate the Beyster Institute into Rady. He came to San Diego from a post as dean of the University of North Carolina, Chapel Hill's business school. He also served as director of the University of Texas at Austin's IC2 Institute.



GARY & MARY WEST
FOUNDERS, WEST CORP., WEST HEALTH INSTITUTE, ET
AL

The Wests were technology pioneers in the telemarketing industry, eventually netting \$1.45 billion in 2006 from their stake in West Corp. Since then they have dedicated time and resources to advancing sustainable high-quality health care for seniors with the West empire in Carlsbad – including the West Health Institute, West Health Policy Center, and the Gary and Mary West Foundation, which has awarded more than 500 grants worth more than \$200 million.



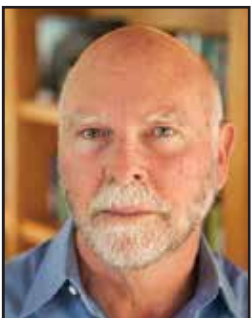
DEBORAH SZEKELY
FOUNDER, GOLDEN DOOR & RANCHO LA PUERTA

Deborah Szekely, now 98, has been called "the godmother of the wellness movement" and is best known locally for founding the Golden Door spa in Escondido. In 1940 she and her then-husband opened Rancho La Puerta, a wellness camp in Mexico that was part commune, part spa. Today, Rancho La Puerta is a 3,000 acre resort and favorite of celebrities and wellness gurus. The Golden Door attracts fiercely loyal regulars, including Oprah Winfrey and Martha Stewart.



THOMAS WORNHAM
DIRECTOR, CALPRIVATE BANK

Thomas Wornham is a director and former CEO of CalPrivate Bank. Its six offices stretch from Coronado to Beverly Hills. Wornham previously was an EVP & regional manager at Wells Fargo. He served as Chairman of the San Diego County Water Authority board while the authority faced a severe drought, approved, financed & constructed one of the world's largest desalination plants in Carlsbad. A native San Diegan, he also served as past Chair of SD Regional Chamber & EDC.



J CRAIG VENTER
CO-FOUNDER AND EXECUTIVE CHAIRMAN,
J. CRAIG VENTER INSTITUTE

J. Craig Venter is best known for his role in mapping the human genome. He has been named one of the most influential people in the world by Time magazine and in 2008 received the National Medal of Science. He has led The Institute for Genomic Research, the J. Craig Venter Institute, Synthetic Genomics Inc., and Human Longevity Inc., from which he recently retired.

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Prometheus

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The latest fundraising is the largest private financing in the GI space since 2014.

The 4-year-old preclinical biotech now has enough runway to extend throughout 2023, said **Mark McKenna** president and CEO of Prometheus. The company has roughly four promising IBD drugs either in the clinic or IND ready.

“We are pleased to have the support of such outstanding investors who share our dedication and vision to build the world’s leading precision medicine company for IBD,” said McKenna. “We are now well-positioned to advance the clinical development of our lead antibody program targeting TL1A-associated IBD and grow our emerging pipeline of precision medicine programs designed to deliver life-changing outcomes for patients.”

Spun Out in 2016

Founded in 2016, the company spun out of **Cedars-Sinai Medical Center** after building a considerable portion of its scientific foundation around the work of **Stephan Targan**, an IBD specialist who founded the IBD Center at the medical center some 28 years ago.

The San Diego-based firm pioneers a precision medicine approach for inflammatory bowel disease (IBD) diagnosis and treatment with its precision medicine platform, Prometheus 360.

Prometheus’s plan is to identify new drug targets for subgroups of patients with the disease, tapping into its dataset with more than 200,000 samples from about 20,000 patients.

The first of those clinical programs is slated to begin in a matter of weeks, putting McKenna’s team on track to their first round of human data.

Their lead program—PRA023—is an anti-TL1A antibody. But they’re not alone. Pfizer has a similar program. But

“We are pleased to have the support of such outstanding investors who share our dedication and vision to build the world’s leading precision medicine company for IBD. We are now well-positioned to advance the clinical development of our lead antibody program targeting TL1A-associated IBD and grow our emerging pipeline of precision medicine programs designed to deliver life-changing outcomes for patients.”

MARK MCKENNA

McKenna has ambitions to build a broad pipeline around IBD.

“Our platform Prometheus 360 is differentiated. Not only in GI but across potentially other therapeutic areas,” said McKenna.

Major Collaborations

The company has entered several collaborations to develop targeted therapies for IBD.

In August, it formed a partnership with **Dr. Falk Pharma GmbH** to develop and commercialize PR600, a cell signaling program that targets the receptor of



Joy Ghosh
Senior Research
Analyst
Eventide.

the tumor necrosis factor superfamily for treating IBD. PR600 is currently in preclinical development.

In 2019, the company inked a deal with Japan’s **Takeda Pharmaceutical** to use its bioinformatics tools to find up to three po-

tential therapies for IBD, as well as companion diagnostics—tests that can indicate how well a patient is likely to respond to a certain treatment.

Prometheus aims to identify and validate a trio of new drug targets for Takeda to move into drug discovery and beyond. It received an undisclosed amount of money up front and, under the deal terms, could get up to \$420 million in payments tied to potential milestones.

As is typical in such deals, the agreement also allows for royalties from sales of any therapies that reach the market.

“The IBD treatment landscape has seen limited innovation to date despite an enormous effort to unlock benefit from traditional therapeutic approaches,” said **Joy Ghosh**, senior research analyst at Eventide. “Prometheus has the potential to disrupt the space with its precision medicine approach as well as its genotype-phenotype Prometheus 360 drug discovery platform designed to create novel IBD medicines to benefit patients.”

Potential IPO on Horizon

McKenna served as a former **Salix Pharmaceuticals** executive before joining as Prometheus’s new CEO in 2019. He spent about four years at Salix, a GI-focused specialty

pharmaceutical company owned by **Bausch Health**, formerly known as **Valeant Pharmaceuticals**.

Prometheus is guided by its board of directors, led by Chairman **Tachi Yamada, M.D.**, and a scientific advisory board composed of key opinion leaders in IBD, including **Stephan Targan, M.D.**, **William Sandborn, M.D.** and **Dermot P. McGovern, M.D., Ph.D.**

Prometheus Biosciences, previously known as Precision IBD, bought Prometheus Laboratories from **Nestle Health Sciences** this past summer. The company has raised nearly \$520 million in total funding, to date.

Headquartered in Sorrento Valley, the company has grown to 130 staffers with the possibility of an IPO in the near future.

“We believe that we can be a true IND engine. Down the road, our vision is to be in a position where we’re able to crank out a new IND every single year,” said McKenna. “With this marquee financing that we completed with top tier investors, I believe we’re well capitalized to fulfill that vision.” ■



Mark McKenna
CEO
Prometheus Bio

Prometheus Bio



FOUNDED: 2016

CEO: Mark McKenna

HEADQUARTERS: Sorrento Valley

BUSINESS: Biotech focused on gastroenterology and autoimmune diseases.

EMPLOYEES: 130

WEBSITE: www.prometheusbiosciences.com

NOTABLE: The latest fundraising is the largest private financing in the GI space since 2014.

Trust

→ from page 3

Returning backers **Revolution’s Rise of the Rest Seed Fund**, **Link Ventures**, **Halo-gen Ventures**, **Western Technology Investment** and **Techstars Ventures** (among others) also participated in the round.

The company plans to use its new funds to aggressively expand its sales and marketing efforts as well as broaden and accelerate its product development, said **Cody Barbo** chief executive at Trust & Will.

Digital Estate Planning

Founded in 2017, Trust & Will is modernizing the trust and estate planning industry with an easy, fast, and secure way to set up your estate plan online.

Its makes software to help the average person create wills and legal trusts. The company also provides tools to make digital legal guardianship directives.

Barbo, who is 30, co-founded the company with **Daniel Goldstein** and **Brian Lamb**. He says the idea for the company arose at a time in which he and other team members were starting to get married, have kids and also begin thinking about whether they had a will or a trust.

Fast forward, since launching its first product in 2018, Trust & Will has secured strategic partnerships with several



Victor Echevarria
Partner
Jackson Square
Ventures

institutions including **Fifth Third Bank**, **AARP**, **Mint.com**, **Acorns**, **Haven Life Insurance** and **Girl Scouts of the USA**.

Providing Accessibility

Estate planning is a \$22 billion annual industry with about half of all

adults in the U.S. having no will at all, said Barbo. This includes an estimated 45 million parents with minor children.

Its customers span a range of demographics, but its two sweet spots are 30 to 55 year olds who are married with minor children, homeowners and first time estate planning makers or assisting an elderly family member with their own estate plan.

Victor Echevarria, a partner with **Jackson Square Ventures** said the company’s digital solution “makes it easy to securely create and manage an estate plan online, eliminating barriers and obstacles that have left countless families unprepared for decades.”

“Estate planning is the single most impactful thing you can do to protect your loved ones from the unexpected. But for most families it’s become little more than an afterthought,” he added.

While Trust & Will’s self-service option is designed for young families with

less than \$1 million in assets, the company also has begun offering support for customers with more complex estate planning needs.

In addition, customers can pay a one-time fee or an annual subscription to have their documents hosted on Trust & Will’s Internet cloud.

Trust & Will’s products aren’t the only ones out there.

Other companies, such as **LegalZoom**, also offer estate-planning services for those looking to get documents quickly and don’t want to pay an estate-planning attorney. Trust & Will claims its service is easier to use than its competitors’.

Making History

As part of its partnership with **Notarize**, a pioneer in virtual notary adoption, Trust & Will completed the first electronic Will (e-Will) in Florida history a few months ago. It also completed the first eWill in U.S. history in Nevada in 2019.

Earlier this year, the company also began offering its platform at no cost to financial advisors, so far more than 1,000 have signed up.



“Estate planning is the single most impactful thing you can do to protect your loved ones from the unexpected. But for most families it’s become little more than an afterthought,”

VICTOR ECHEVARRIA

Barbo is the former founder and CEO of **Industry**, a career-oriented, **LinkedIn**-like platform for hospitality workers and employers. Lamb and Goldstein previously worked in product design, custom software development and marketing for agencies.

The company hired former **General Assembly** CFO **John Zdanowski** to take on the startup’s chief financial officer role.

Headquartered in Little Italy, it employs roughly 24 local staffers. The company plans to double its headcount over the next year.

“Our vision is to be the household name for modern estate planning,” said Barbo. “Over the years to come we will continue building out our platform for tens of millions of families to create and manage their estate plan online, and eventually to facilitate an end-to-end digital transfer of wealth.” ■



Cody Barbo
CEO
Trust & Will



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**\$511
Million**

TOTAL
ONLINE + OFFLINE
IN THE U.S.

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Billion**

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REAL ESTATE

Ray Huard | rhuard@sdbj.com

\$12M Training Center Being Built

Squash Courts to Be Used to Motivate Youth

■ By RAY HUARD

A nonprofit agency that uses the sport of squash to motivate under-served youths to excel in school is building a \$12 million school and training center in Chollas View in Southeast San Diego.

With **Pacific Building Group** as the general contractor, **Access Youth Academy's** center will include a training section with eight squash courts along with classrooms for educational programs.

"It will be a beacon of light in that community," said **Renato Paiva**, executive director of Access Youth Academy.

Squash has a reputation of being "very much a white privilege game" that only rich people play, Paiva said. His goal is to change that, to use squash as a means of helping underprivileged students

The 21,000 complex at 704 Euclid Ave. will become a **U.S. Squash Community Affiliate** — the first on the West Coast — when it opens in June 2021.

The two-story building will be divided into two wings with a glass-walled entry and open reception and lounge area that will have ceilings reaching to 24 feet.

The north wing will have lockers, shower rooms and seven European-design singles squash courts and one doubles court with a glassed-in catwalk overlooking the courts.

The rear of the north wing includes five roll-up garage doors.

"It kind of opens the building to the outdoors," Slater said.

The south wing will include two classrooms, storage, and a larger area divided by operable partitions that will include a computer room, a college preparatory room and instructional space on the ground level.

It also will include a 1,000 square-foot open gallery and space to display awards, 12 open offices, two private offices, a large conference room, and a staff kitchen/breakroom.

The building will open onto a concrete courtyard with additional seating and a parking lot with 36 spaces.

Founded in 2006, Access Youth Academy provides students with an after-school program from seventh grade through high school with support through college and two years after students finish college.

Something Different

The project is a first for Pacific Building Group, said **Susie Slater**, project manager.

"Nobody's ever built this on the West Coast," Slater said.

The company has built a number of schools and recreation projects, but never a squash center.

"We're having to evaluate each position to make sure it's conducive to play," Slater said. "One of the things that surprised me is the ball is very hard and they hit it very hard, over 100 miles per hour. It's a lot of force. We evaluated that and decided to put some pretty heavy duty cages around the sprinklers. That was kind of a unique condition to this."

The Sport

The game of squash is similar to racquet ball, although the racquets it's played with are bigger and the balls are smaller and harder.

"It's a great sport for beginners, intermediate, all the

► Chollas page 86



Photo courtesy of Herahub

Hera Hub's Mission Valley office was one of its first

Hera Hub Expanding Despite Pandemic

Coworking Company Feels Confident About Future

■ By RAY HUARD

Hera Hub, a coworking company based in Sorrento Valley, is expanding amid the COVID-19 pandemic that has many real estate experts wondering how workplace offices will evolve and some coworking organizations going out of business.

"I feel confident that in 2021, we're poised to grow quite a bit," said **Felena Hanson**, founder of Hera Hub.

Formed in 2011 by Hanson, Hera Hub focuses on women although the company includes men in its more than 500 members in six locations including Mission Valley, Sorrento Valley, Carlsbad, Irvine, Temecula and Washington, D.C.

"We are going to be expanding to other cities in 2021," Hanson said. She declined to say how many or where they were, pending signed contracts, but she said some are in California and two are out of state.

Outlook

"I think there is a strong market ahead as we get the (COVID-19) vaccine and start to turn the corner in 2021," Hanson said. "I think companies, even large companies, will look to coworking spaces for their employees. They realize that having their employees work at home all day, every day works for some but not everybody. Coworking fills that niche of availability. That's what people are looking for."

Hanson said some bigger coworking businesses with women as the target market over-extended themselves and weren't nimble enough to respond to the downturn caused by the pandemic.

"It's kind of a slow and steady wins the race," Hanson said.

While bigger companies raised far more money, "We stayed I'd like to stay lean and mean," Hanson said. "It has allowed us to expand without having to raise millions of dollars, frankly."

COVID-19

Like others, Hera Hub saw a dramatic drop in people using its offices during the early days of the pandemic, but kept its Mission Valley and Sorrento Valley offices open for essential workers and even extended its hours

to stay open 24 hours.

"The last several months have been touch-and-go a little bit," Hanson said. "Overall, through the pandemic, we've lost about 15% of our membership. In the scheme of things, we've been able to maintain most of our members."

Hera Hub has made adjustments in its operations as a result of the pandemic, including adopting protocols recommended by health officials to provide work spaces that maintain social distancing.

The firm also has expanded its online offerings.

"People have found the online, virtual community to be important, especially during these times," Hanson said.

Hanson said coworking has remained an attractive alternative to working at home with many companies closing their offices during the pandemic.

"Working from home can be challenging. It can be very distracting, especially if you have spouses and partners and children and pets," Hanson said. "It's not easy to have even a 10-minute chunk of time to actually focus. Our members come in to escape, to have a sanctuary where they can focus. For them, getting out of their home environment, even if it's for just one or two days a week for just a couple of hours. It's a life saver for them."

Others

Hanson is not the only San Diego County coworking entrepreneur to see the pandemic as an opportunity.

Developer and real estate investor **Wolf Bielas** in August announced that he was renovating a Carlsbad office building near Palomar Airport to include coworking space.

Bielas is managing partner of **Downtown Works** in Little Italy.

Like Hanson, Bielas said coworking offices people an alternative during the pandemic as they tire of working from home. ■



Felena Hanson
Founder
Hera Hub

Hera Hub

FOUNDED: 2011

FOUNDER: Felena Hanson

HEADQUARTERS: Sorrento Valley

BUSINESS: Co-working company

NUMBER OF SAN DIEGO EMPLOYEES: 6

WEBSITE: www.herahub.com

NOTABLE FACT: Longest running coworking space in San Diego

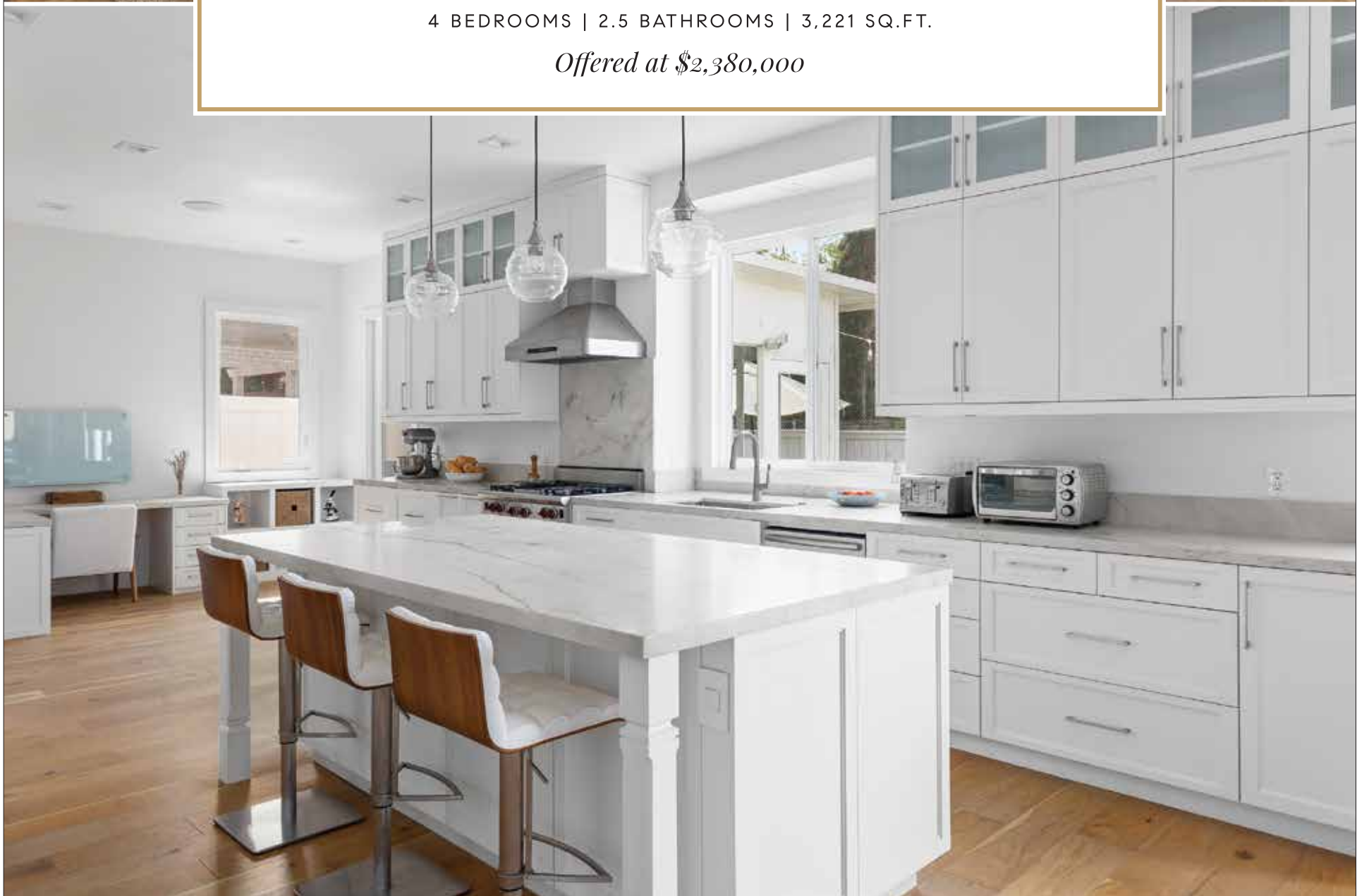
COMPANY DESCRIPTION: coworking space and business accelerator focused on female entrepreneurs



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New Hire



Jacqueline L. Reynoso

Cordoba Corporation, a nationally recognized engineering, program management and construction management firm specializing in the transportation, energy, water and education sectors, is pleased to announce that **Jacqueline L. Reynoso** has joined the company as Director of Programs and Policy.

"I'm delighted to have Jacqueline join our team," stated Founder & CEO George L. Pla. "She brings tremendous public policy experience and an in depth understanding of diverse community needs and binational dynamics, which will assist our sectors in developing well planned, innovative, and equitable project solutions."

Ms. Reynoso possesses 15 years of executive management experience in policy advocacy, program development, stakeholder engagement and regional planning efforts in San Diego. She previously served as President and CEO of the National City Chamber of Commerce for 12 years where she oversaw all organizational functions including budgeting and finance, operations, strategic planning, marketing and communications, contract negotiations, project delivery, public affairs, and business development.

"I am excited to join a diverse, dynamic and talented team that shares my commitment to excellence both in the technical field and in making a difference in the local community," stated Ms. Reynoso.

Ms. Reynoso's past experience also includes leading National City's Economic Development Department, working in Real Estate Management for the Centre City Development Corporation, as Manager of Board and Shareholder Relations of Promerica Bank in Los Angeles, and as Executive Fellow with the Office of Attorney General Bill Lockyer.

Ms. Reynoso can be reached at Jacqueline.Reynoso@cordobacorp.com or (619) 509-5248. For more information: www.cordobacorp.com.



CONSTRUCTION

New Hire



Jennifer McCarthy

Suffolk, one of the most innovative and successful builders and real estate enterprises in the country, announced the hiring of **Jennifer McCarthy** as Director of Strategic Client Development for San Diego. Ms. McCarthy will be responsible for developing and supporting business development strategies to help expand Suffolk's reach and build its brand in San Diego and the Southern California region. Her strong industry network and expertise building client relationships will be a valuable asset to the team as they continue to grow their operations in this high-growth region.

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IN SAN DIEGO

Buchalter

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Buchalter is ranked in the AmLaw 200 annual ranking,



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Sandy S. Isaac, Esq.

and in 2019 has been ranked in the top 50 of law firms in the AmLaw 200 annual ranking of the "A-List: Female Equity Partner Scorecard." Additionally, Buchalter was recognized as recipient of the 2019 Excellence in Diversity Award (Law Firm) given by the California Lawyer's Association, Buchalter is named as a Best Place to work.

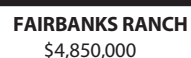
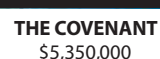
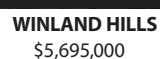
Buchalter's commitment to reflecting and enhancing the rich diversity of the clients and communities in which it practices is more than eight decades strong. The firm's diversity of attorneys and staff provides clients with a greater array of creative talent and alternative thinking, benefiting all.



Stephanie S. Downer, Esq.

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Chollas

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way up to the higher levels,” Paiva said. Squash has a strong following on the East Coast and in Europe but not so much on the West Coast.

The seven singles squash courts will be 21 feet wide by 32 feet deep. The doubles court will be 25 feet wide by 44 feet deep.

The back wall will be glass and about seven feet tall. The three sidewalls will be wood.

“The concrete floor that we poured had pretty tight tolerances because the court has to meet certain dimensions in order to be certified,” Slater said.

The final wood flooring that will be installed on top of the concrete is similar to a basketball court, but the flooring for this project will be imported from Germany,” Slater said.

“There’s only a couple of companies that do this. It’s a plank floor. It comes as boards, they we lay down the boards,” Slater said.

The Program

Access Youth Academy has partnered with **Kipp Adelante Preparatory Academy**, a nearby charter school for elementary and middle school students that Pacific Building Group also built.

A native of Brazil, Paiva joined Access Youth Academy in May 2007



Susie Slater
Project Manager
Pacific Building Group

after serving as assistant squash coach at **Harvard University** and the **University of Southern California**.

The academy has an enrollment of 120 students and has been leasing space at **The Preuss School UCSD**,

a charter high school in La Jolla, Paiva said..

Once the new center opens, Paiva said he hopes to serve about 1,300 students through a variety of programs.

“With this facility, we’re going to basically triple the amount of impact we have with our after-school programs. In addition, we’re going to have the opportunity with the new facility to serve many more kids in different capacities,” Paiva said.

Paiva has ambitious goals for the new center.

Eventually, he said it could become a hub for squash on the

West Coast, especially if squash becomes an Olympic sport.

“There’s a high probability that not only Team USA, but teams from around the world are going to be using our facility as their training center,” Paiva said. ■



Renderings courtesy of Pacific Building Group

Access Youth Academy is building a \$12 million squash training and education center.

Pacific Building Group



CEO: Jim Roherty
HEADQUARTERS: Miramar
YEAR FOUNDED: 1984
REVENUE 2018:
REVENUE 2019:
COMPANY DESCRIPTION: general contractor
NOTABLE: Company won an Association of General Contractors award in 2019 for building the Walkabout Australia exhibit at the San Diego Zoo Safari Park

Access Youth Academy



FOUNDED: 2006
EXECUTIVE DIRECTOR: Renato Paiva
HEADQUARTERS: 704 Euclid Ave.
BUSINESS: nonprofit sports and educational program
EMPLOYEES: 5
WEBSITE: www.accessyouthacademy.org
NOTABLE: Access Youth Academy plans to serve more than 1,300 students when it opens its new building.

IQHQ

➔ from page 1

“Since that time, we’ve made several acquisitions and people like what they’re seeing and it’s (life science) a pretty hot market type, especially in the world of COVID,” Bonanno said.

More to Come

IQHQ CEO **Steve Rosetta** said in a statement that the latest round of the firm’s financing “validates IQHQ’s solid strategy, our exceptional team, and our success in identifying and securing premier life science developments in top markets.”

“It is important to take this opportunity to reflect on all that we have accomplished since our initial raise, and the most exciting part is that we are just getting started,” Rosetta said.

The firm raised \$770 million in its first round of financing.

The infusion of capital will fuel the

company’s development pipeline that includes 4.4 million square feet of life science projects in Boston in addition to the 1.7 million square feet of life science office space and 200,000 square feet of retail planned for downtown San Diego.

The Boston project is estimated to cost \$1 billion.

Bonanno said IQHQ also has acquired a 27-acre site in West Cambridge near Boston where it plans to build another life science project.

“It’s a pretty big life science area back there,” Bonanno said. “We’re going to build several buildings.”

He said the project will have 650,000 square feet of rentable space.

“It’s a suburban project it’s still very



John Bonanno
Chief Investment Officer
IQHQ

much transportation oriented and surrounded by tons of housing,” Bonanno said.

IQHQ also is planning a 300,000 square-foot life science project in San Francisco.

Moving

Although barely a year-old, IQHQ by the financing method it chose is “predestined to become a private company,” Bonanno said, adding that based on the current timetable, that could happen by mid-2024.

“It might possibly be extended out a big longer,” Bonanno said. “We’re fired up getting it done.”

The firm also plans to move its headquarters to downtown San Diego.

IQHQ in September acquired a more than eight-acre site along the San Diego waterfront that had been part of the **Manchester Pacific Gateway** project to build what it’s named the San Diego Research and Development District (RaDD).

At the time, the firm said the project

will include a 17-story tower, several labs, office buildings and a museum.

“It’s really a great opportunity to do something and sort of be a destination for a lot of people,” Bonanno said.

Excavation has begun on that first phase of the project that will include four buildings taking up about half the space of the overall project and a piazza, Bonanno said.

Carrie Bobb & Co. announced on LinkedIn that it was handling leasing of the San Diego project. ■

IQHQ



FOUNDED: 2019
CEO: Steve Rosetta
HEADQUARTERS: Solana Beach
BUSINESS: Commercial real estate investment specializing in life science projects
EMPLOYEES: 35
WEBSITE: www.ihqreit.com
NOTABLE: IQHQ’s founders had worked on life science projects for other firms before forming IQHQ

Coastal

➔ from page 6

“Corrugated metal is kind of the unwritten national material of Australia.

“It’s a material that Aussies working in the U.S., we like to bring onto our projects as a little nod to our home team. It installs easily and it lasts forever. The more we can educate people about corrugated metal, the better for us.”

Wilson said the project is being built on “one of the last large infill lots left” in Imperial Beach on the site of what was once an orchard/ranch.

David McCullough of **McCullough Landscape Architecture** designed the landscaping.

The site is 1.4 miles from the beach and half-a-mile to the Tijuana Estuary, De Bartolo said.



“We had studied the sun path and we wanted to maximize the amount of daytime sunlight that would reach all of the courtyards and backyard spaces.”

PAULY DE BARTOLO

The Homes

The two-story homes will be priced from the mid-700,000s, Wilson said. Six of the homes have their own courtyards.

With four different floor plans, each of the homes has three bedrooms, 2.5 bathrooms, a den or spare room, a two-car garage plus one uncovered parking space and backyards.

Most also have Juliet bedroom balconies, according to the Breezeline website.

Aside from its use of corrugated metal, the style of the homes with tilted shed roofs is far from the typical Mediterranean look of many housing developments.

“Shed roofs kind of go off in different directions and really look quite dynamic,” De Bartolo said. “We had studied the sun path and we wanted to maximize the amount of daytime sunlight that would reach all of the courtyards and backyard spaces. By going to the shed roofs, we were able to maximize the sunlight.”

Although the homes don’t come with photovoltaic solar panels, De Bartolo said “they’re solar ready” and the garages have been wired for electric vehicle charging stations.

Overlooked

Wilson and De Bartolo said Imperial Beach has long been given short shrift in the past, but that’s starting to change.

“If you want to have the Southern California lifestyle but you’re priced out of some of the other communities, Imperial Beach is a phenomenal alternative because it provides all of the amenities of a beachside lifestyle without the expense that some of the communities have,” De Bartolo said. “If people are willing to go and experience it and the city an opportunity, they’re going to be very surprised. There’s an awful lot more going on there than people think.”

Wilson said the city is “perhaps the most overlooked value.”

“It’s kind of taking off but it’s still under the radar.”

DeBartolo said Breezeline is “an opportunity for young families to buy into Imperial Beach and make a home for themselves in this community.”

“To me, the intent was to design for young families that want to have a coastal lifestyle.” ■

Tower

➔ from page 3

affordable apartments.

The company won't say how much it will cost to build nor will they say what they'll charge in monthly rent.

The Site

Taking up a little more than a half-acre, the project is bounded by Union, Ash and Front streets taking up half a city block.

The site had been home to Aladdin Bail Bonds and several other tenants in flex-industrial buildings razed to make room for Simone.

The 612,000 square-foot Simone at 1401 Union Street was designed by **Joseph Wong Design Associates**, headquartered in downtown San Diego.

"Our concept is really to come up with an iconic, modern tower that could become a landmark," Wong said, adding



Jessica Cassolato
Development
Associate
Trammell Crow
Residential

that the location "is as good as it gets and that it "demanded a modern, iconic structure."

"We have a very talk tower. Visually, it's going to be very interesting, especially from the very top, the 36th and 35th floor," Wong said. "It should be a really unique project for downtown San Diego."

Because the building is elevated over a parking garage, Wong said that "pretty much every unit has a nice view."

Simone is a joint venture among Trammell Crow Residential, **Pacific Life Insurance** and **AAA Management**.

Amenities

With 30 floors of apartments atop three levels of underground parking and four-levels of above-ground parking with a total of 442 parking spaces, Simone is designed to be LEED Gold certified, signifying its energy efficiency.

The apartments will range from 577 square-foot studios to 1,097 square-foot two-bedroom apartments.

The five penthouse flats on the top three floors will be 1,500 square feet and face west.

All of the apartments will have floor-to-ceiling windows and ceilings of nine to 10 feet. The penthouse apartments will have ceilings of more than 15 feet in the penthouse units.

About 95% of the apartments also will have balconies with glass railings. Most have water views.

The apartments will have gourmet kitchens, stainless steel appliances, hard-surface flooring, walk-in closets, and spa-inspired baths.

Shared amenities will include a landscaped rooftop pool, spa and entertainment area, a Sky Club with panoramic views of the city and an adjacent deck with barbecues, fire pits, and gathering spaces that face west for the best view.

"We really wanted to emphasize the outdoors," Wong said.

There's also a gourmet demonstration kitchen, indoor and outdoor lounges and dining areas, a fitness center, a 100,000 square-foot outdoor lounge with a movie projector screen, a dog park, pet lounge and spa, Amazon lockers, a bicycle repair shop with storage and a coworking business center.

Cassolato said Simone "has more amenity space than any other project in Little Italy."

Projects

Swinerton Builders is the general contractor. Also working on the project are **Nasland Engineering** based in Kearny Mesa, **EPT Designs** of Pasadena landscape architects, and **Parisa O'Connell**

Design of San Francisco.

Trammell Crow Residential's other project in San Diego is Alexan, an East Village residential tower with 313 apartments finished in 2018.

Including Simone, the company has nearly 6,800 apartments in various stages of development in Los Angeles, Orange, Riverside and San Bernardino counties.

According to some reports, the COVID-19 pandemic has led some prospective renters to look more to suburban markets than core urban centers.

Cassolato of Trammell Crow Residential declined to say if the pandemic has had any effect on their latest San Diego project, but she said that Little Italy has both the excitement of an urban site and many of the aspects that make the suburbs attractive.

"Little Italy is the best of both worlds. Offering a walkable neighborhood experience in a live-work-plan environment," Cassolato said. ■



Joseph Wong
Founder and
President
Joseph Wong Design
Associates

Virbela

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International Play

Looking forward, the company's goal is to keep pace with global demand.

Virbela added five new languages for

international customers including Brazilian Portuguese, Chinese, French, and Spanish.

It plans to add German and Japanese localization by the end of the year.

"We've grown many multiples both in terms of revenue and in user base, however, despite the acceleration of COVID we're still in kind of an early adopter model," said Howland. "We're seeing virtual worlds starting to become more

of a norm for socialization and I think that trend will continue, rolling into education and enterprise."

In 2018, Virbela was acquired by **eXp World Holdings** for \$11 million after becoming its largest customer. Based in Bellingham, eXp operates two subsidiaries, one is a cloud-based residential real estate business and the other is Virbela.

The publicly traded company's revenue topped \$979 million last year. This year, its revenue soared. In November, eXp reported \$564 million in third-quarter revenue, up nearly 100% from the same period in 2019 when it brought in \$282.2 million. eXp has more than 700 employees, with only one physical location required to meet regulations. ■

Maravai

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Successful IPO

Founded in 2014, Maravai is a global provider of life science reagents and services to researchers and biotech firms.

In particular, it provides products and services that help life-sciences companies develop vaccines, therapies, and diagnostics.

The business has the advantage of having some heavy hitters in San Diego's biotech scene involved.

Working With Biopharma

Maravai has more than 5,000 customers, including many leading biopharmaceutical companies such as **Synthorx**, **Thermo Fisher Scientific**, and **Ultragenyx Pharmaceutical**.

It focuses on nucleic acids, biologic safety testing and protein detection for companies pursuing cell and gene therapies, including messenger RNA vaccines for COVID-19.

The company's CleanCap technology is used by five Covid-19 vaccine programs, including one led by **Pfizer** and **Biotech**.

Those companies recently submitted a request to U.S. regulators for an emergency authorization to sell their vaccine, which they have said is 95% effective.



Carl Hull
CEO
Maravai LifeSciences

Through the first nine months of this year, Maravai posted revenue of \$185.7 million—which tops the \$143.1 million in sales for all of 2019. The company's net income reached \$63.7 million through Sept. 30, well ahead of last year.



Harjit Kullar
Vice President of
Marketing
Maravai LifeSciences

Acquired Four Companies

Hull is the company's CEO and is the former CEO of longtime San Diego biotech **Gen-Probe**, which is now part of **Hologic**.

Maravai LifeSciences is a portfolio company of **GTCR**, a private equity firm based in Chicago, that focuses on investing in growth companies in financial services, technology and information services, and healthcare. The company's portfolio

includes **Vector Laboratories**, **TriLink Bio-Technologies**, **Cygnus Technologies** and **Glen Research**.

Since launch, Maravai LifeSciences has managed a war chest of \$300 million to buy and grow life sciences companies.

San Diego has no shortage of life sciences companies feeding and driving the drug development ecosystem, making the region a good place for such acquisition-driven ventures.

To date, the company has acquired four life sciences companies, one of which recently moved into a new 105,000-square foot headquarters in San Diego.

Harjit Kullar, Maravai's vice president of marketing told the business journal earlier this year that the company's model is to take "good companies and make them great."

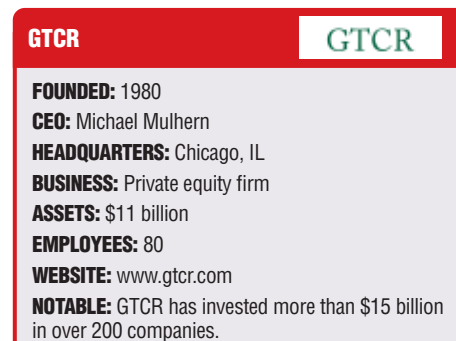
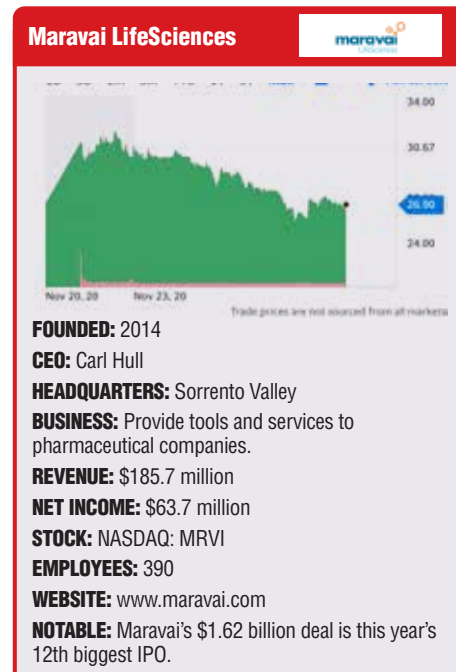
"The founders have taken them as far as they want to take them, and then we come in with our management expertise and see if we can take them to the next level," said Kullar.



Photo Courtesy of Maravai LifeSciences.

Maravai LifeSciences went public on Nov. 13, raising \$1.62 billion in an initial public stock offering. The company makes products used to develop gene and cell-based therapies, including a leading vaccine candidate for COVID-19.

Headquartered in Sorrento Valley, the company has 390 employees, up from 181 employees in 2016. Maravai's \$1.62 billion deal is this year's 12th biggest IPO, according to **Dealogic**. ■



> marketplace

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Vanessa Quartuccio
@ 858.277.6359

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
2020-9017745
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.**

FICTITIOUS BUSINESS NAME STATEMENT
2020-9018726
This statement was filed with Ernest J. Dronenburg Jr., Recorder/County Clerk of San Diego County On: Nov. 12, 2020. FICTITIOUS BUSINESS NAME(S): a. **MHS PARTNERS, LLC** LOCATED AT: 7586 Trade St. Ste. C, San Diego, CA, San Diego, 92121. REGISTRANT INFORMATION: a. **BCF INVESTORS, LLC** 7586 Trade St. Ste. C, San Diego, CA 92121, California. THIS BUSINESS IS CONDUCTED BY: I. Limited Liability Company. Registrant first commenced to transact business under the above name(s) as of: 09/01/2020. **Pub Dates: 11/23, 11/30, 12/7, 12/14/2020.**

FICTITIOUS BUSINESS NAME STATEMENT
2020-9018724
This statement was filed with Ernest J. Dronenburg Jr., Recorder/County Clerk of San Diego County On: Nov. 12, 2020. FICTITIOUS BUSINESS NAME(S): a. **SEABIRD INVESTMENT PARTNERS** LOCATED AT: 9191 Towne Centre Dr. Ste. 575, San Diego, CA, San Diego, 92122. REGISTRANT INFORMATION: a. **SEABIRD FINANCIAL CORPORATION** 9191 Towne Centre Dr. Ste. 575, San Diego, CA 92122, California. THIS BUSINESS IS CONDUCTED BY: F. Corporation. Registrant has not yet begun to transact business under the name(s) above. **Pub Dates: 11/23, 11/30, 12/7, 12/14/2020.**

FICTITIOUS BUSINESS NAME STATEMENT
2020-9017809
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. **HAWKER b. KA350 AIR c. KA390 d. PREMIER 1A** LOCATED AT: 5505 Cancha de Golf, Rancho Santa Fe, CA, San Diego, 92091. REGISTRANT INFORMATION: a. **GREAT OAK FINANCIAL LLC** 5505 Cancha de Golf, Rancho Santa Fe, CA 92091, California. THIS BUSINESS IS CONDUCTED BY: I. Limited Liability Company. Registrant has not yet begun to transact business under the name(s) above. **Pub Dates: 11/30, 12/7, 12/14, 12/21/2020.**

FICTITIOUS BUSINESS NAME STATEMENT
2020-9019115
This statement was filed with Ernest J. Dronenburg Jr., Recorder/County Clerk of San Diego County On: Nov. 16, 2020. FICTITIOUS BUSINESS NAME(S): a. **SOLANA** LOCATED AT: 1713 Horseshoe Way, Oceanside, CA, San Diego, 92057. REGISTRANT INFORMATION: a. **EVELYN ADDISON** 1713 Horseshoe Way, Oceanside, CA 92057. THIS BUSINESS IS CONDUCTED BY: A. Individual. Registrant has not yet begun to transact business under the name(s) above. **Pub Dates: 11/30, 12/7, 12/14, 12/21/2020.**

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/Probate/VirtualHearings.
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
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/Probate/VirtualHearings.
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

ORDER TO SHOW CAUSE FOR NAME CHANGE
CASE #37-2020-00035767-CU-PT-CTL
MELISSA SUSAN CHANTHAMA-YOST
Petitioner (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 CHANTHAMA
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
Pub Dates 11/16, 11/23, 11/30/2020

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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, San Diego County.
A resident of county named above.
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/Probate/VirtualHearings.
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

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): 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 dias, la corte puede decidir en su contra sin escuchar su version. Lea la informacion a continuacion. 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 direccion 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 direccion y el numero de telefono del abogado del demandante, o del demandante que no tiene abogado, es):
Lina M. Michael, Esq. (SBN 237842); Kambrie L. Keith, 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

NOTICE OF PETITION TO ADMINISTER ESTATE
HERMAN EDWARD HAMMERSTEAD
CASE NO. 37-2019-00039327-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: **HERMAN EDWARD HAMMERSTEAD aka HERMAN E. HAMMERSTEAD**
A PETITION FOR PROBATE has been filed by **RONALD MIROLLA** in the Superior Court of California, County of San Diego.
The petition for probate requests that **RONALD MIROLLA** 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/Probate/VirtualHearings.
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

SOFTWARE ENGINEER(S)
Multiple positions in Carlsbad, CA. Software Engineer(s) #35: Dvlp & create sw apps for smrt hme scrtty co. Hardware Engineer(s) #30: Rsch, dsgrn, dvlp & tst cmptr rlted eqpmnt for smrt hme scrtty co. Resume to HR, Ref Job #, Arlo Technologies, Inc., 3030 Orchard Pkwy, San Jose, CA 95134

SOFTWARE ENGINEER
Software Engineer sought by Viasat Inc. in Carlsbad, CA to develop software architecture & designs. Applicants may apply at www.jobpostingtoday.com Ref #84990.

NOTICE TO DEFENDANTS: (AVISO AL DEMANDADO): 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 dias, la corte puede decidir en su contra sin escuchar su version. Lea la informacion a continuacion. 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 direccion 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 direccion y el numero de telefono del abogado del demandante, o del demandante que no tiene abogado, es):
Lina M. Michael, Esq. (SBN 237842); Kambrie L. Keith, 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

ORDER TO SHOW CAUSE FOR NAME CHANGE
CASE #37-2020-00039596-CU-PT-CTL
MARGARET BONNER TURCO
Petitioner (Name of each petitioner): **MARGARET BONNER TURCO**
TO ALL INTERESTED PERSONS:
Petitioner (name): MARGARET BONNER TURCO
1425 Cuyamaca Ave
Spring Valley, CA 91977
619-439-9794
ATTORNEY FOR (NAME) In Pro per
For a decree changing names as follows:
Present names: MARGARET BONNER; MARIA DE LOS ANGELES; ISABELLE RUTH TURCO; ELISABETH JANE TURCO; MIKIEL ANDREW RODRIGUEZ.
Proposed Name to: MARGARET BONNER TORRESDEY; MARIA DE LOS ANGELES TORRESDEY RUIZ; ISABELLE RUTH TURCO BONNER; ELISABETH JANE TURCO BONNER; MIKIEL ANDREW RODRIGUEZ BONNER.
NOTICE OF HEARING: DATE: 12/16/2020 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 Division 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

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 02/17/2020 at Pomerado Hospital A resident of county named above.
A HEARING on the petition will be held on 1/20/2021 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 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 11/05/2020 with the Clerk of the Superior Court
Attorney for petitioner: Susan A. Mercure, Esq. (SBN# 082329)
HIGGS FLETCHER & MACK
401 West A Street
"Suite 2600"
San Diego, CA 92101
619-236-1551
Pub Dates 11/23, 11/30, 12/7/2020

ORDER TO SHOW CAUSE FOR NAME CHANGE
CASE #37-2020-00035767-CU-PT-CTL
MELISSA SUSAN CHANTHAMA-YOST
Petitioner (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 names: MELISSA SUSAN CHANTHAMA-YOST AND JANG DOOHAN YOST ON BEHALF OF KISABELLE CHANTHAMA, a minor, for Change of Name.
Proposed Name to: MELISSA SUSAN CHANTHAMA-YOST AND JANG DOOHAN YOST ON BEHALF OF KISABELLE CHANTHAMA, a minor, for Change of Name.
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 Division 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

> marketplace

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Vanessa Quartuccio
@ 858.277.6359

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 30, 2020
By LORNA ALKSNE, Judge of the Superior Court
Dated: NOV 2, 2020
Publication Dates 11/23, 11/30, 12/7, 12/14/2020

ORDER TO SHOW CAUSE FOR NAME CHANGE
CASE #37-2020-00040183-CU-PT-CTL
EDEN HARMONY TSENG

Petition of (Name of each petitioner): **EDEN HARMONY TSENG**
TO ALL INTERESTED PERSONS:
Petitioner (name): EDEN HARMONY TSENG
4655 Torrey Cir Apt J202
San Diego, CA 92130
415-200-7274
ATTORNEY FOR (NAME) In Pro per
For a decree changing names as follows:
Present name: EDEN HARMONY TSENG
Proposed Name to: EDEN HARMONY
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: 12/17/2020 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 Division 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 07, 2020
By LORNA ALKSNE, Judge of the Superior Court
Dated: Nov 3, 2020
Publication Dates 11/23, 11/30, 12/7, 12/14/2020

NOTICE OF PETITION TO ADMINISTER ESTATE
DONALD KEITH HUFFMAN
CASE NO. 37-2020-00040244-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: **DONALD KEITH HUFFMAN**
A PETITION FOR PROBATE has been filed by **DEBRA L. BAHRKE** in the Superior Court of California, County of San Diego. The petition for probate requests that **DEBRA L. BAHRKE** 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.
A HEARING on the petition will be held on 1/19/2021 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.
In response to the COVID-19 pandemic, all Probate hearings will be conducted virtually until further notice. Appearances must be made by using the department's Microsoft Teams ("MS Teams") video link; or by calling the department's MS Teams conference phone number and using the assigned conference ID number.

conference ID number. The department's MS Teams video conference link, MS Teams conference phone number and assigned conference ID number can be found at www.sdcourt.ca.gov/ProbateVirtualHearings. Plan to check in 15-minutes prior to the scheduled hearing time.
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.
Attorney for petitioner: Boris Siegel (SBN# 128600)
Law Office of Boris Siegel
630 Alta Vista Drive, Suite 203
Vista, CA 92084
760-407-6394
Pub Dates 11/30, 12/7, 12/14/2020

NOTICE OF PETITION TO ADMINISTER ESTATE
TONY SIMON AKRA AKA ABDELNOUR S. AKRA
CASE NO. 37-2020-00042099-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: **TONY SIMON AKRA aka ABDELNOUR S. AKRA**
A PETITION FOR PROBATE has been filed by **HENRIETTE A. SCHULTZ** in the Superior Court of California, County of San Diego.
The petition for probate requests that **HENRIETTE A. SCHULTZ** 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 10/31/2020 at San Diego, California. A resident of the county named above.
A HEARING on the petition will be held on 02/02/2021 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.

In response to the COVID-19 pandemic, all Probate hearings will be conducted virtually until further notice. Appearances must be made by using the department's Microsoft Teams ("MS Teams") video link; or by calling the department's MS Teams conference phone number and using the assigned conference ID number. The department's MS Teams video conference link, MS Teams conference phone number and assigned conference ID number can be found at www.sdcourt.ca.gov/ProbateVirtualHearings. Plan to check in 15-minutes prior to the scheduled hearing time.
IF YOU OBJECT to the granting of the petition, you should file written objections with the court before the hearing.
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.
Attorney for petitioner: Richard D. Thorn, Esq. (SBN# 78419)
2615 Camino Del Rio S., Suite 301
San Diego, CA 92108
619-234-8541
Pub Dates 11/30, 12/7, 12/14/2020

NOTICE OF AVAILABILITY OF ANNUAL RETURN
Pursuant to Section 8104.56 of the Internal Revenue Code, notice is hereby given that the annual return for the calendar year 2019 of the Western Family Foundation, Inc. a private foundation, is available at the foundation's principal location on or in respect to during regular business hours from 9:00 a.m. to 4:00 p.m. by any person who requests it within 180 days after the date of this publication. The return is located at 3819 Pamela Park, San Diego, California, 92102, Kenneth H. Warren, Vice President.

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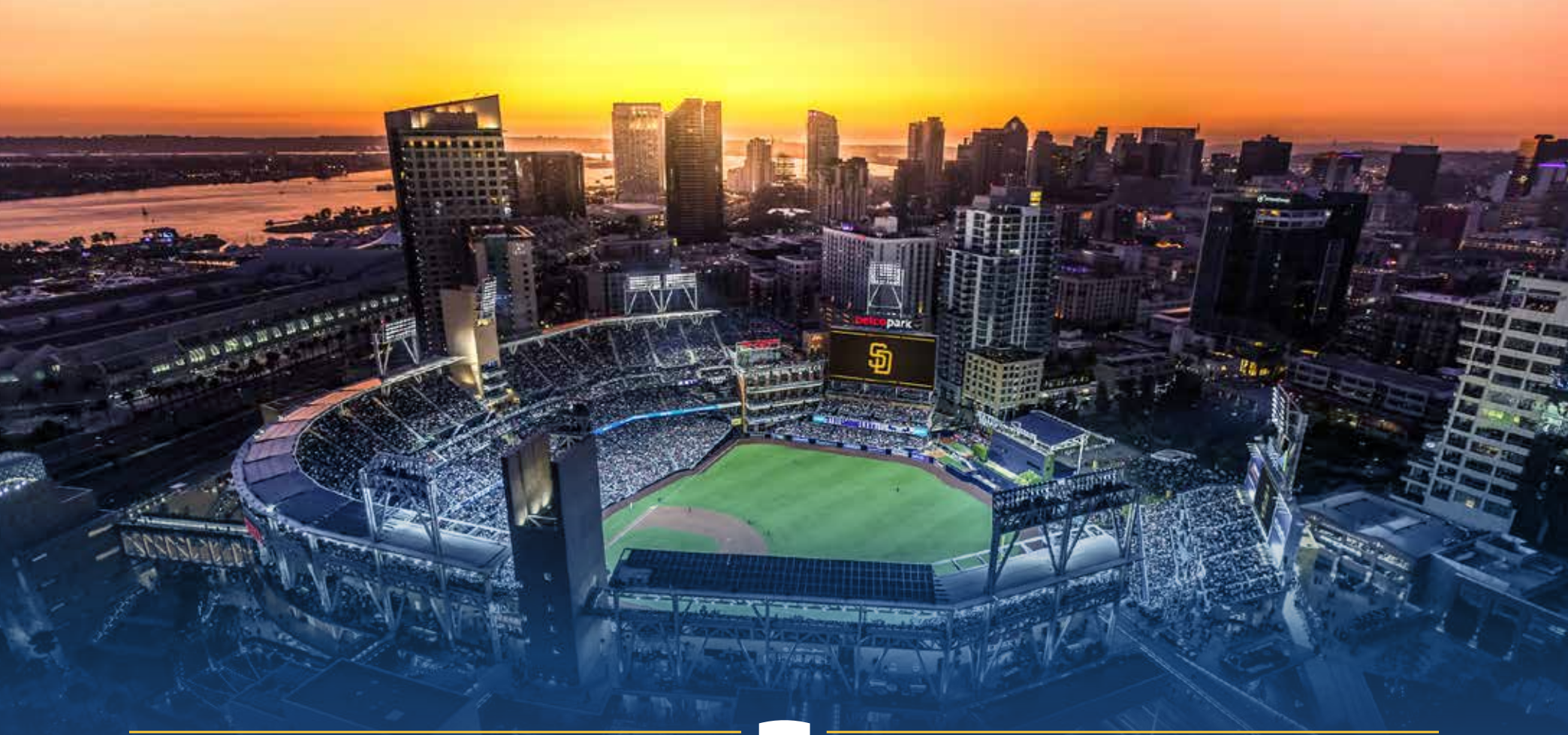
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