South County’s time has come, according to economists and real estate professionals. “It’s an exciting time for South County relative to the rest of the county. This is the last undeveloped corridor,” said Mike Mahra, a senior vice president at the commercial real estate brokerage CBRE.

Lynn Reaser, chief economist at the Fermanian Business & Economic Institute at Point Loma Nazarene University said “South County represents one of the region’s most exciting and promising areas for growth.”

“It’s more affordable housing, developments to accommodate tourism and conventions, and its proximity to Mexico position it well for economic gains. Its housing will help give employers the workers they need, while the region develops as a major hub for tourism, trade, warehousing, and manufacturing,” Reaser said. “A decade ago, South County attracted little attention, except from local boosters. Today, it has moved into the spotlight for developers, businesses, and people seeking more affordable homes.”

A Place with Everything

Just wait, because there’s more to come, said James O’Callaghan, executive director of the South County Economic Development Council.

“There’s a lot of opportunity here today, but there’s going to be more in the coming years,” O’Callaghan said. “Long term, if you’re looking for a place to locate, South County has everything.”

Kelly Broughton, Chula Vista deputy city manager, said his city is seeing considerable activity in the core downtown, spurred in part by a $9 million to $10 million overhaul of the streets and sidewalks, and streetscape along 3rd Avenue.

“It’s really made the whole 3rd Avenue district a lot more cohesive in the way it feels,” Broughton said. “We’ve had a lot of infill commercial that’s going on.”

Among the biggest South County projects is the $1.1 billion Chula Vista Bayfront Resort. The project would include a 1,600-room hotel and a 275,000 square foot convention center to be operated by Gaylord Hotels and built by the Port of San Diego, the city of Chula Vista and 2021’s Chula Vista.

Final financing documents should be ready for court validation “in the next month or so” financing bonds going to market at the end of this year or in early 2022, said Ann Moore, Chula Vista deputy city manager.

“The South County Economic Development Council is building a lot of momentum,” Moore said. “This is realy the beginning. A milestone for the Bayfront project was reached earlier this year with the opening of Sun Outdoors San Diego Bay RV resort.

“That was really a building block for us, a very important project, a very beautiful project,” Moore said.

Two big pieces of the development activity in South County are industrial and housing development.

“It’s the only place that has a lot of industrial land left and the price of industrial land there is far more reasonable than elsewhere in the county,” said economist Alan Nevin, director of economic and market research for Xpera Group.

“There have been several major (property) owners who are now starting in the development process,” Nevin said.

Bullish Investors

Colliers International commercial real estate brokerage in its first quarter report on industrial development noted that 5.7 million square feet of industrial buildings were under construction countywide, the biggest of which was 3.3 million square-foot distribution center for Amazon in Otay Mesa, due to be finished in the second quarter.

Amazon also has a lease out for 850,000 square feet of land near the distribution center for employment parking and is in escrow on an additional 60 acres of land in Otay Mesa, said Mark Lewkowitz, a senior vice president for Colliers International.

“With Amazon locating in Otay Mesa, it seems for the 15 years I’ve been working there, there’s more legitimacy to the market. It seems like the capital and institutional investors are much more comfortable and bullish on Otay Mesa being a desirable location,” Lewkowitz said. Although hardly due entirely to Amazon, “South County is becoming much more sought after,” Lewkowitz said. “I’d say no one wanted to meet with me 15 years ago and now all of a sudden I’m popular.”

A move by some manufacturers to bring their businesses closer to home by opening plants in Mexico instead of more remote locations — so-called near-shoring, also is driving up demand for warehouse space in Otay Mesa.

“Our Tijuana market brokers have been busier than ever finding new locations for manufacturing,” Lewkowitz said. “That type of move is obviously a huge move, bringing a manufacturing plant from Chula Vista to Tijuana, but we believe it will benefit the Otay market.”

New Tenants

The largest industrial project completed in the first quarter of 2021 in the county was in Otay Mesa, according to Colliers, the 227,268 square-foot Majestic Sunroad Center built by Majestic Realty Co. and Sunroad Enterprises.

Majestic and Sunroad also are building the 845,830 square-foot Landmark at Otay industrial park in Otay Mesa, due to be finished in the third quarter of 2021.

“That’s the largest industrial development that we’ve seen in San Diego County in years and that’s going to be just a state-of-the-art warehouse distribution facility project and if we’re lucky, we’ll lease it out before the certificate of occupancy is completed just as we did with the previous project Majestic Sunroad built,” Lewkowitz said.

Also of note, Sudbury Properties is building the 453,350 square-foot California Crossings industrial park in Otay Mesa and just finished the 95,500 square-foot Otay River Business Park in Chula Vista and Murphy Development is building the 229,063 square-foot Brown Technolgy Park, due to be finished in the third quarter of 2021.

Colin Sudberry, president of Sudbery Properties, said Otay Mesa is drawing companies like his because it’s one of the last areas in the county with large blocks of industrial land available.

“There’s not that many available sites as strong as it is this year,” Sudbery said.

The scarcity of land elsewhere also is driving up demand in South County, drawing “more tenants than wouldn’t have ordinarily come to South County,” Sudbery said.

Eric Parker, a vice president at CBRE, said that in the 20 years that he’s been working the South County region, he’s never seen demand for industrial space as strong as it is this year.

“It’s hard to drive down there without getting run over by a truck or a bus,” Parker said.

Like Sudberry, Parker said he’s seeing tenants from other submarkets taking a hard look at South County.

“We’re seeing a lot of new migration to the South County, drawing down from Central San Diego County,” Parker said. “We don’t see nearly as much geographic specific requirements from tenants.”

Ryan Spradling, an executive vice president of the commercial real estate brokerage JLL, said the push to South County for industrial development is likely to continue.

“If you were to look at the next three years, the majority of future development is going to be in the Otay market,” Spradling said. “It’s definitely skewed toward the South County market.”

Through 2024, Spradling said about 10 million square feet of industrial space is expected to be built in South County compared to 1.2 million square feet in North County, 563,000 square feet in Central County and 156,000 square feet in East County.

“For projects that are already entitled and essentially under construction, investors are coming in and paying pretty big numbers to get control of those projects. That’s new for San Diego. They’re saying, ‘hey, when you complete your building, we’ll buy it.’”

Brant Aberg, executive managing director of the commercial real estate brokerage Cushman & Wakefield, said South County’s industrial market “has benefited tremendously from completed freeway and road infrastructure, which has significantly changed the landscape and drew to the market.”

Otay Mesa also has “a highly diverse and robust labor pool” that makes the area attractive to industrial developers and tenants, Aberg said.

New and Affordable

On the housing side, Meridian Development is raising up its Milena project in Chula Vista that will have nearly 2,700 units in a mix of apartments and for-sale product.

“The project is probably 80%-plus complete,” said Guy Asaro, president and CEO of Meridian Development. “It’s
Asaro said. “No residential unit is outside well maintained. I think that’s part of the County. It’s a great place to live and grow up. The Ocean View Hills being built that’s really middle income. That’s the core of a mini territory (of Chu-la Vista), kind of the ground floor of an apartment complex by the for-sale side.”

Asaro said. “One draw to South County is stable centers.” said Kevin Nolen, a broker with Cushman & Wakefield. “We were talking with a group about how their portfolio of properties fared during the COVID crisis, which properties saw the least amount of non-paying tenants and which properties saw the highest,” Nolen said. “The response was that the properties in South County actually fared the best, the tenants continued to pay and there was little disruption.”

An ‘Aha’ Moment

On the office side, the biggest South County project in the works is Lee Chesnut’s plan for what he’s rebranded Smart Park, a project that could have 1.5 million square feet of office space geared toward companies working with automated vehicle research, drones and other automated projects. Chesnut originally proposed the project in 2018 as a general office park but switched to target a more specialized market coming out of the COVID-19 pandemic that created uncertainty in the office market. His plan is to build the project in three stages, starting with the groundbreaking later this year on a 168,000 square-foot building on what he’s calling the two-building THINK campus.

Asaro of Meridian Development is optimistic about expanding South County’s office offerings said, “We’re working hard on the office side on our own and with Lee to attract the office market. I’m confident that it will be successful.”

The new housing developments that Meridian and others are building provides a rich talent pool that should draw office tenants, he said. “It’s going to take one decent-sized tenant and then that will be the ‘aha’ moment,” Asaro said. “You’re sandwiched between downtown and the border, the pacific rim and the maquiladoras. The synergy is there. It’s not a matter of if. It’s a matter of when.”

For now, with a few exceptions, most of the latest activity in the South County retail sector has been renovations and redevelopment, said Joe Yetter, a CBRE first vice president who has been a retail broker in South County for more than 30 years. “Currently in the way of new development, there really isn’t anything coming on the horizon,” Yetter said. “There will be retail components to the Chula Vista waterfront but that’s still a way’s out and I’ve not seen any marketing on that yet.”

On the redevelopment side, Yetter said the catch is that the demand is there but there isn’t much to buy. “It’s a matter of prying the properties loose,” Yetter said. “I have plenty of people interested in investing in National City and Chula Vista. It’s a matter of someone willing to sell.”

Daniel Fitzgerald, direct of the Center for Business Advancement at Southwestern Community College in Chula Vista, said he’s seen an uptick of people starting new businesses in South County now that COVID-19 restrictions are easing. “Since about mid-February, we’re helping a lot of folks starting their business and consistently, we’re getting 15 to 20 requests a week,” Fitzgerald said.

Logistics – shipping and delivering goods continues to predominate the business sector, but Fitzgerald said that the rapid development of housing projects is feeding the business environment. Fitzgerald said. “It creates the demand for retail and personal services. You have people who need a place to shop and to get their haircut. That certainly creates the market,” Fitzgerald said.

National City also have seen several housing and mixed-use projects built of late or on the horizon.

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South County’s Largest Construction Projects Are Valued at More Than $600 Million

1. 8TH & B STREET
   - Location: 8th & B St., National City
   - Description: Eight-story, 130k SF; 127 residential units (94 studios, 2-bedroom units, 12 two-bedroom units and 3 four-bedroom units) 6.4k SF of retail space, 4k SF of office space and 29k SF of parking & mechanical storage
   - Developer: Majestic Realty and Sunroad Enterprises
   - Estimated Completion: Q4 2021

2. HOTEL DEL CORONADO: THE VICTORIAN
   - Location: 1500 Orange Ave., Coronado
   - Description: 169k SF; renovation of the North and South Ocean towers including 100% MEP & FS upgrade as well as exterior facade (including finish, fenestration and railings) and all interior build-out
   - Developer: BRE Hotels & Resorts
   - Architect: Leo A Daly
   - Estimated Completion: 2022

3. HOTEL DEL CORONADO: THE VIEWS
   - Location: 1500 Orange Ave., Coronado
   - Description: 223k SF; includes 142 apartment units, café, fitness center, yoga studio, pool, other outdoor amenities, separated commercial space for retail leasing and 139 subterranean parking spaces
   - Developer: MountainWest Real Estate
   - Architect: Tucker Sadler Architects
   - Estimated Completion: 2022

4. CASA ESTILO
   - Location: 795 Third Ave., Chula Vista
   - Description: Five-story L-Shaped mixed-use building. The project will include 142 apartment units, café, fitness center, yoga studio, pool, other outdoor amenities, separated commercial space for retail leasing and 139 subterranean parking spaces
   - Developer: Malick Infill Development & Protea Properties
   - Architect: Ruhnau Clarke Architects
   - Estimated Completion: Q3 2021

5. BROWN FIELD TECHNOLOGY PARK (BUILDINGS A AND C)
   - Location: Britannia Blvd., San Diego
   - Description: 52-acre corporate industrial and office park in Otay Mesa. Building A will feature 105k SF industrial space and Building C will feature 124k SF industrial space
   - Estimated Completion: Q3 2021

6. AIRWAY INDUSTRIAL PARK
   - Location: 8150 Airway Road, Otay Mesa
   - Description: The 137k SF distribution center is zoned for industrial use and will be designed for single-tenant or multi-tenant occupancy. Features 32-inch ceilings and 137 auto parking spots. Developer purchased the 7.81 acre improved site parcels in 2019.
   - Estimated Completion: Q2 2021

7. LANDMARK
   - Location: The intersection of SR-905 and SR-125 in Otay Mesa
   - Description: A 50-acre industrial center will feature buildings ranging in size from 154k SF to 241k SF with ample dock and ground level doors, trailer and car parking.
   - Cost: $32.9 Million

8. OTAY MESA INDUSTRIAL PARK
   - Location: northwest corner of the SR-125 and SR 90
   - Description: The industrial park will include buildings ranging in size from 35k-135k SF and will be available for lease and sale. Construction is slated for the second quarter of 2021.
   - Estimated Completion: Q3 2021

9. NEW ELEMENTA
   - Location: 1415 Camino Prado, Chula Vista
   - Description: New 64.4k SF elementary school serving the growing eastern community of Chula Vista. Can accommodate classrooms, administration offices, multipurpose rooms and outdoor play area.
   - Cost: $32.9 Million

10. ROCKFORD GROUP
    - Location: 2550 Silver Strand Blvd.
    - Description: 845,830k SF of Class-A development across four buildings
    - Cost: $100 million
GO RISING

Projects Are Valued at More Than $600 Million

12. THE AVALYN- MILLENA MULTIFAMILY
Cost: $112.9 Million
Location: 1774 Metro Ave., Chula Vista
Description: Eight building, 528k SF multi-family and mixed-use development, 480 apartments, 16k SF commercial and amenity space.
Developer: Ryan Companies
Contractor: Ryan Companies
Architect: ARK Architects
Estimated Completion: Q1 2023

11. MILLENA
Location: 1610 Millenia Ave., Chula Vista
Description: Mixed-use development; includes homes, apartments and business spaces. The community will also include a shopping center with a plethora of restaurants, retailers and a hotel.
Developer: Meridian Development
Architect: Various architects

10. AMAZON DISTRIBUTION CENTER
Location: Otay Mesa rd. & Enrico Fermi Dr., San Diego
Description: 3.4M SF; a four-story distribution center that would be among the largest industrial buildings in San Diego County is being built for Amazon on a 65-acre site with 1,854 parking spaces. Roughly 1,500 jobs will be created at the facility.
Developer: Seefried Properties
Estimated Completion: Q2 2021

9. CALIFORNIA CROSSINGS
Location: Northwest Corner of Otay Mesa Road and Harvest Road
Description: A two-building, 450k SF industrial development near the U.S.-Mexico border. Across 29 acres, the industrial space will feature minimum clear heights 30-32 feet, concrete truck yards, a small mezzanine build out, 126 dock-high doors and nine grade-level doors.
Developer: Sudberry Properties
Estimated Completion: Q1 2022

8. OTAY MESA INDUSTRIAL PARK
Location: southwest corner of SR-125 and SR 905 in Otay Mesa
Description: An industrial park will include buildings ranging from sizes 35k-135k SF and will be available for lease and sale. Construction is slated to begin during the second quarter of 2021.
Developer: Phelan Development

7. LANDMARK AT OTAY
Cost: $100 million
Location: The intersection of SR-905 and SR-125 in Otay Mesa
Description: A 50-acre industrial center will feature 845,830k SF of Class-A development across four buildings ranging in size from 154k SF to 241k SF with ample dock high and ground level doors, trailer and car parking.
Developer: Majestic Realty and Sunroad Enterprises
Estimated Completion: Q4 2021

6. BECK & BECK	

5. ALPINE CENTER
Location: 2270 E. H St., San Diego
Description: A 140,000SF office building.
Developer: Beck & Beck

4. MILLION DOLLAR ROADSIDE
Location: 1765 E H St., San Diego
Description: A 2,000SF retail space.
Developer: Beck & Beck

3. THE LANDMARKS AT MILLENIA
Location: 1610 Millenia Ave., Chula Vista
Description: A 150k SF commercial office complex.
Developer: Beck & Beck

2. MILLREZ AT MILLANIA
Location: 1610 Millenia Ave., Chula Vista
Description: A 150k SF retail space.
Developer: Beck & Beck

1. 8TH & B STREET
Location: 8th & B St., National City
Description: An eight-story, 130k SF mixed-use, 127 residential units (94 studios, 11 one-bedroom units, 12 two-bedroom units, 7 three-bedroom units and 3 four-bedroom units), 6.4k SF of retail space, 4k SF of office space and 29k SF of parking & mechanical storage space.
Developer: Malick Infill Development & Protea Properties
Contractor: Cannon Constructors South Inc.
Architect: The Miller Hull Partnership, LLP
Estimated Completion: Q3 2021

LiUNA!
Local 89
Valentine Macedo
(619) 263-6661
local89.org
### Analysis

Net absorption for industrial was the highest since Q3 2018, reaching more than 1 million square feet. The vast majority of occupancy gains were recorded in North County, with an e-commerce company moving into 222,000 square feet in Vista.

Leasing activity and sales volume, however, has turned sluggish, starting the year below normal levels. Across the region, the market is the tightest for manufacturing space with direct vacancy of 3.5%, 70 basis points lower than a year ago. Distribution space has the highest vacancy rate at 5.5%, an increase of 80 basis points since last year. Vacancy for R&D space stands at 3.6% countywide, 160 basis points lower than a year ago.

The hot spot for new building continues to be Otay Mesa, with 5.3 million square feet of industrial space under construction. Eight buildings totaling 445,260 square feet were delivered in Q1 and were 86% pre-leased. More than two-thirds of the remaining under construction inventory was pre-leased at the end of the quarter.

Large transactions included Amazon leasing 191,000 square feet in Chula Vista. In sales, KKR & Co. bought Three Piper Ranch for $578 million or $173 per square foot. The facility has 333,400 square feet of rentable building area.

### Market Conditions

#### Office Market Statistics

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<thead>
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### Source

Source: CoStar

Data as of Dec. 31, 2020
COVID-19 continued to hamper the retail market at the beginning of the year, but the situation improved significantly late in Q1, spurring optimism for the remainder of the year.

The regional retail market saw 1.28 million square feet of negative net absorption in 2020. This is more than double the largest annual negative net absorption total reported in the past decade. In 1Q 2021 there were 804,000 square feet of negative net absorption.

New leasing was active, reaching 528,000 square feet in Q1.

Neighborhood retail centers were where the most vacancy was, with the most space available. Strip centers and lifestyle centers had 8.3% and 8.1% availability, respectively. Regional centers had 5% availability and power centers 4.1%.

Leasing activity appeared to be stabilizing, most recently driven by fitness centers and health and social service providers.

Key sales included the Zion Market property in Kearny Mesa. McGrath Development sold the 128,000 square foot space to Hammer Ventures for $66.5 million, or $519 per square foot.

Key leases included a new, 24,100-square-foot property in the 600 block of Rancho Santa Fe Road in San Marcos, leased to Planet Fitness.

Sources: CBRE, Cushman & Wakefield, Voit.

### Market Conditions

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</tr>
</thead>
<tbody>
<tr>
<td>Escondido</td>
<td>San Diego - CA</td>
<td>856</td>
<td>9,829,072</td>
<td>5.2%</td>
<td>-142,965</td>
<td>0</td>
<td>6,574</td>
<td>$2.13</td>
</tr>
<tr>
<td>Chula Vista</td>
<td>San Diego - CA</td>
<td>748</td>
<td>9,037,468</td>
<td>5.9%</td>
<td>-235,371</td>
<td>23,420</td>
<td>5,459</td>
<td>$2.43</td>
</tr>
<tr>
<td>El Cajon</td>
<td>San Diego - CA</td>
<td>846</td>
<td>8,607,778</td>
<td>5.1%</td>
<td>-80,687</td>
<td>-16,878</td>
<td>17,000</td>
<td>$1.80</td>
</tr>
<tr>
<td>Claremont/KM/Tiemasita</td>
<td>San Diego - CA</td>
<td>502</td>
<td>7,623,926</td>
<td>4.7%</td>
<td>-193,637</td>
<td>22,240</td>
<td></td>
<td>$2.35</td>
</tr>
<tr>
<td>Mid City/SE San Diego</td>
<td>San Diego - CA</td>
<td>1,239</td>
<td>7,416,287</td>
<td>2.8%</td>
<td>-34,563</td>
<td>-1,550</td>
<td>15,000</td>
<td>$2.03</td>
</tr>
<tr>
<td>Oceanside</td>
<td>San Diego - CA</td>
<td>715</td>
<td>7,414,237</td>
<td>6.3%</td>
<td>-23,825</td>
<td>3,143</td>
<td>59,612</td>
<td>$2.28</td>
</tr>
<tr>
<td>Carlsbad</td>
<td>San Diego - CA</td>
<td>380</td>
<td>5,747,448</td>
<td>8.3%</td>
<td>-184,481</td>
<td>0</td>
<td>22,000</td>
<td>$3.39</td>
</tr>
<tr>
<td>Cardiff/Encinitas</td>
<td>San Diego - CA</td>
<td>424</td>
<td>5,402,690</td>
<td>3.9%</td>
<td>-54,999</td>
<td>-1,800</td>
<td>3,100</td>
<td>$3.26</td>
</tr>
<tr>
<td>Mission Valley</td>
<td>San Diego - CA</td>
<td>117</td>
<td>5,266,636</td>
<td>3.1%</td>
<td>-46,001</td>
<td>18,000</td>
<td>38,000</td>
<td>$3.62</td>
</tr>
<tr>
<td>Vista</td>
<td>San Diego - CA</td>
<td>551</td>
<td>5,217,860</td>
<td>6.3%</td>
<td>-70,048</td>
<td>0</td>
<td>35,440</td>
<td>$1.97</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>San Diego - CA</strong></td>
<td><strong>13,830</strong></td>
<td><strong>139,061,388</strong></td>
<td><strong>5.4%</strong></td>
<td><strong>-1,621,713</strong></td>
<td><strong>-519,152</strong></td>
<td><strong>773,373</strong></td>
<td><strong>$2.54</strong></td>
</tr>
</tbody>
</table>

| Total San Diego    |                | 13,830             | 139,061,388  | 5.4%         | -1,621,713          | -519,152               | 773,373          | $2.54          |

| General Retail     | San Diego - CA | 9,601              | 56,752,662   | 3.9%         | -959,271            | -866,916               | 325,773          | $2.38          |
| Mall               | San Diego - CA | 183                | 12,911,350   | 6.4%         | -139,693            | 233,000                | 300,000          | $3.31          |
| Neighborhood Center| San Diego - CA | 2,308              | 44,722,126   | 6.9%         | -587,885            | 6,648                  | 23,200           | $2.54          |
| Other              | San Diego - CA | 38                 | 1,875,794    | 6.5%         | -21,631             | 0                      |                 | $2.71          |
| Power Center       | San Diego - CA | 374                | 11,704,587   | 5.3%         | -287,312            | 74,659                 | 81,812           | $2.85          |
| Strip Center       | San Diego - CA | 1,308              | 10,901,015   | 6.3%         | -45,782             | 33,457                 | 42,588           | $2.11          |

| **All General Retail** | **San Diego - CA** | **9,601**         | **56,752,662** | **3.9%**     | **-959,271**        | **-866,916**         | **325,773**      | **$2.38**      |
| **General Retail**   | **San Diego - CA** | **9,601**         | **56,752,662** | **3.9%**     | **-959,271**        | **-866,916**         | **325,773**      | **$2.38**      |

| Mall                | San Diego - CA  | 183                | 12,911,350   | 6.4%         | -139,693            | 233,000                | 300,000          | $3.31          |
| Neighborhood Center | San Diego - CA  | 2,308              | 44,722,126   | 6.9%         | -587,885            | 6,648                  | 23,200           | $2.54          |
| Other               | San Diego - CA  | 38                 | 1,875,794    | 6.5%         | -21,631             | 0                      |                 | $2.71          |
| Power Center        | San Diego - CA  | 374                | 11,704,587   | 5.3%         | -287,312            | 74,659                 | 81,812           | $2.85          |
| Strip Center        | San Diego - CA  | 1,308              | 10,901,015   | 6.3%         | -45,782             | 33,457                 | 42,588           | $2.11          |

### Market Statistics

Source: CoStar

Data as of Dec. 31, 2020

### Analysis

Helping our clients achieve their goals.

Committing to the growth and success of our trade partners.

Building long-term relationships out of reliability, honesty and trust.

That’s what it means to be the Best Builder in America.
THE LIST

GENERAL CONTRACTORS

Ranked by 2020 gross revenues from San Diego County offices

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Gross revenues: (millions) 2020</th>
<th>Contracts awarded: (millions) 2020</th>
<th># of employees as of 4/1/2021: S.D. County Companywide</th>
<th>Largest project under construction: Square footage Cost (millions)</th>
<th># of offices: Local Statewide</th>
<th>Top local executive Headquarters Year est. locally</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Balfour Beatty US</td>
<td>$564.85</td>
<td>$535.22</td>
<td>275</td>
<td>Logan Memorial Education Complex $180.25</td>
<td>1</td>
<td>Brian Cahill Dalton, Texas 1983</td>
</tr>
<tr>
<td>2</td>
<td>DPR Construction</td>
<td>$395</td>
<td>$335</td>
<td>497</td>
<td>na</td>
<td>1</td>
<td>Scott Sass San Carlos Redwood City, CA 1992</td>
</tr>
<tr>
<td>3</td>
<td>Clark Group</td>
<td>$386.81</td>
<td>$465</td>
<td>188</td>
<td>UCD North Torrey Pines Living and Learning Neighborhood $150.00</td>
<td>1</td>
<td>Jim McGinn Bethesda, Md. 2004</td>
</tr>
<tr>
<td>4</td>
<td>McCarthy Building Cos. Inc.</td>
<td>$249.17</td>
<td>$195.83</td>
<td>214</td>
<td>10-story with basement level, 415,060 sq. ft. structure with connecting bridges at multiple levels. This project also includes a UP expansion and new helipad and will be utilizing OSHPO ORC process.</td>
<td>1</td>
<td>Robert Baczek St. Louis, Mo. 2005</td>
</tr>
<tr>
<td>5</td>
<td>Swinerton</td>
<td>$315.84</td>
<td>$287.5</td>
<td>310</td>
<td>Simone Little Italy, a multi-family high rise residential project.</td>
<td>1</td>
<td>Mark Payne Concord, CA 1993</td>
</tr>
<tr>
<td>6</td>
<td>Hensel Phelps</td>
<td>$272.14</td>
<td>$496.38</td>
<td>220</td>
<td>Sharp Healthcare - Chula Vista - Ocean View Tower $192.5</td>
<td>1</td>
<td>Brad Jeaneret Greentree, Syl. 1985</td>
</tr>
<tr>
<td>7</td>
<td>Harper Construction Co. Inc.</td>
<td>$268.72</td>
<td>$205.48</td>
<td>138</td>
<td>V-22 Harrier P-1024 Coronado $132,000</td>
<td>1</td>
<td>Jeff Harper San Diego 1974</td>
</tr>
<tr>
<td>8</td>
<td>Erickson-Hall Construction Co.</td>
<td>$230</td>
<td>$187</td>
<td>87</td>
<td>Los Alamos STEM Building - a 3-story science, technology, engineering &amp; mathematics classroom building $120,137</td>
<td>1</td>
<td>David Erickson Escondio 1998</td>
</tr>
<tr>
<td>9</td>
<td>Rudolph and Sletten Inc.</td>
<td>$216.26</td>
<td>$370</td>
<td>67</td>
<td>Apex 9775 Towne Centre Drive Science &amp; Research Building $287.8</td>
<td>1</td>
<td>Howard Mills San Marcos 1990</td>
</tr>
<tr>
<td>10</td>
<td>Lusardi Construction Co.</td>
<td>$214.74</td>
<td>$185.15</td>
<td>180</td>
<td>Veterans Affairs Outpatient Clinic $67.5</td>
<td>1</td>
<td>Scott Free San Marcos 1958</td>
</tr>
<tr>
<td>11</td>
<td>BNBBuilders, Inc.</td>
<td>$181.5</td>
<td>$1,500</td>
<td>1029</td>
<td>UC San Diego Pepper Canyon Amphitheater &amp; Public Realm Improvements $52</td>
<td>1</td>
<td>James Axford Seattle, Wash. 2010</td>
</tr>
<tr>
<td>12</td>
<td>Turner Construction Company</td>
<td>$27.27</td>
<td>$2,041.32</td>
<td>131</td>
<td>San Diego International Airport Terminal 1 Replacement Project $2,200</td>
<td>1</td>
<td>Mort Castell New York, NY 1983</td>
</tr>
<tr>
<td>13</td>
<td>Level 10 Construction</td>
<td>$157.92</td>
<td>$406.18</td>
<td>416</td>
<td>Saint Teresa of Calcutta Villa 407-unit affordable apartment development with two structures, a 14-story Type V building and a seven-story Type V building over a two-tier concrete podium. $145</td>
<td>1</td>
<td>Mike Conrey Sunnydale, CA 2013</td>
</tr>
</tbody>
</table>

Notes:
- Not ranked
- No applicable

Source: The companies and CPA/CFO attested statements.

Due to rounding off, some percentages may appear to be incorrect.

To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of

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### THE LIST

#### GENERAL CONTRACTORS

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Address</th>
<th>Phone</th>
<th>Gross revenues: (millions)</th>
<th>Contracts awarded: (millions)</th>
<th># of employees as of 4/1/2021</th>
<th>Largest project under construction: Square footage Cost (millions)</th>
<th># of offices: Local Statewide Companywide</th>
<th>Top local executive</th>
<th>Headquarters Year est. locally</th>
</tr>
</thead>
<tbody>
<tr>
<td>14</td>
<td>Ryan Companies US Inc.</td>
<td>4275 Executive Square, Suite 370, La Jolla 92037</td>
<td>858-812-7910</td>
<td>$149.13 $95.32</td>
<td>$232.92 $108.86</td>
<td>56 112</td>
<td>60 1,700</td>
<td>Milenium Multifamily - The Avalon $28,060 $122.89</td>
<td>1</td>
<td>Mike Mahoney Minneapolis, Minn. 2005</td>
</tr>
<tr>
<td>15</td>
<td>C.W. Driver Cos.</td>
<td>7088 Metropolitan Drive, San Diego 92108</td>
<td>619-696-5100</td>
<td>$146.06 $146.06</td>
<td>$402.45 $308.45</td>
<td>1(1) 31</td>
<td>58 300</td>
<td>San Diego USD Cita Elementary School $71,230 $567.71</td>
<td>2</td>
<td>Richard Freepark Passadena, CA 1997</td>
</tr>
<tr>
<td>16</td>
<td>Byron General Contractors</td>
<td>6450 Manufactory Place, San Diego 92121</td>
<td><a href="http://www.byroncos.com">www.byroncos.com</a></td>
<td>$141.13 $182.91</td>
<td>$141.13 $195.36</td>
<td>(23) (27)</td>
<td>103 103</td>
<td>The U $66,000 $8.96</td>
<td>1</td>
<td>Scott Kaats San Diego 1981</td>
</tr>
<tr>
<td>17</td>
<td>Pacific Building Group</td>
<td>9712 Apes Creek Court, Suite 150, San Diego 92136</td>
<td>858-587-1901</td>
<td>$128 $115</td>
<td>$76 $120</td>
<td>11 (37)</td>
<td>121 121</td>
<td>The San Diego Zoo’s new Sanford Children’s Zoo will consist of live acers of diverse habitats including 16 buildings and countless exhibits with various types of construction</td>
<td>1</td>
<td>James Roberthy San Diego 1984</td>
</tr>
<tr>
<td>18</td>
<td>Sundt Construction Inc.</td>
<td>1660 Hotel Circle N, Suite 400, San Diego 92108</td>
<td><a href="http://www.sundt.com">www.sundt.com</a></td>
<td>$124.63 $131.02</td>
<td>$58.55 $53.59</td>
<td>54 (61)</td>
<td>63 1,463</td>
<td>San Diego County Regional Airport Authority’s Airport Support Facilities</td>
<td>0</td>
<td>Ryann Nessen Tempe, Ariz. 1947</td>
</tr>
<tr>
<td>20</td>
<td>Barnhart-Reese Construction Inc.</td>
<td>10805 Thornrill Road, Suite 200, San Diego 92127</td>
<td><a href="http://www.barnhartz.com">www.barnhartz.com</a></td>
<td>$64.15 $48.07</td>
<td>$61.74 $46.09</td>
<td>33 31</td>
<td>55 55</td>
<td>Southwestern College Public Safety Center to provide expanded instruction for the Fire Science, Emergency Medical Technician, and Police Education programs at WCC.</td>
<td>1</td>
<td>Douglas Barnhart West Rancho San Diego 2009</td>
</tr>
<tr>
<td>21</td>
<td>Kitchell</td>
<td>9330 Scranton Road, Suite 109, San Diego 92123</td>
<td><a href="http://www.kitchell.com">www.kitchell.com</a></td>
<td>$54.82 $33.65</td>
<td>$110 $73.74</td>
<td>63 (85)</td>
<td>90 830</td>
<td>UCSD Future College Living Learning Neighborhood</td>
<td>2</td>
<td>Michael Wolfe Phoenix, Ariz. 1990</td>
</tr>
<tr>
<td>22</td>
<td>Align Builders Inc.</td>
<td>5451 Avenida Encinas, Suite A, Carlsbad 92008</td>
<td><a href="http://www.alignbuilders.com">www.alignbuilders.com</a></td>
<td>$43.45 $24.04</td>
<td>$37.61 $28.23</td>
<td>81 32</td>
<td>42 47</td>
<td>UC Medical Center B3 3rd Floor - Convent to Med Surg</td>
<td>1</td>
<td>Steve Sherrer Carlsbad 2014</td>
</tr>
<tr>
<td>23</td>
<td>TSA Construction, Inc.</td>
<td>11440 W Bernardo Center, Suite 166, San Diego 92127</td>
<td><a href="http://www.tsa.com">www.tsa.com</a></td>
<td>$39.93 $32.67</td>
<td>$7.84 $9.38</td>
<td>25 (80)</td>
<td>14 14</td>
<td>Travis AFB 3-Bay Maintenance Hangar Mechanical, Plumbing, Control Systems, &amp; associated work</td>
<td>1</td>
<td>Terry Arnett San Diego 2003</td>
</tr>
<tr>
<td>24</td>
<td>White Construction</td>
<td>2524 Saltery Road, Carlsbad 92009</td>
<td><a href="http://www.whiteconstructioninc.com">www.whiteconstructioninc.com</a></td>
<td>$31.68 $36.12</td>
<td>$31.68 $36.12</td>
<td>(74) (74)</td>
<td>33 33</td>
<td>AIDS Healthcare Foundation</td>
<td>1</td>
<td>Steve White Carlsbad 1983</td>
</tr>
<tr>
<td>25</td>
<td>C2 Building Group</td>
<td>107 S. Center Ave., Suite 220, Solana Beach 92075</td>
<td><a href="http://www.c2group.com">www.c2group.com</a></td>
<td>$29.57 $17.61</td>
<td>$39.75 $22.58</td>
<td>68 76</td>
<td>33 33</td>
<td>2051 Palomar Airport Road Reposition project of existing tilt up building featuring added site work, fitness center, lobby expansion and added exterior storefront windows and entries</td>
<td>1</td>
<td>Jeff Cole Solana Beach 2014</td>
</tr>
<tr>
<td>28</td>
<td>Canyon Construction</td>
<td>5937 Darwin Court Unit G, Carlsbad 92009</td>
<td><a href="http://www.conanconstruction.com">www.conanconstruction.com</a></td>
<td>$17.36 $15</td>
<td>$23 $15</td>
<td>(8) (25)</td>
<td>18 18</td>
<td>Solar Turbines Modernization Project- This exceptional project included extensive remodel of office &amp; test lab areas throughout the facility during stringent work hours. Facility is a 24/7 facility.</td>
<td>4</td>
<td>Shannon Mauzer Carlsbad 1998</td>
</tr>
<tr>
<td>29</td>
<td>Grafrahove Construction Company Inc.</td>
<td>3418 La Mesa Blvd., La Mesa 91942</td>
<td><a href="http://www.grafrahove.com">www.grafrahove.com</a></td>
<td>$10.49 $6.13</td>
<td>$10.49 $6.13</td>
<td>71 71</td>
<td>21 21</td>
<td>Pomarodo Cemetery District - Entrance Project at the Deadborn Cemetery, Tracy, CA</td>
<td>1</td>
<td>Gina Grafrahove Franklin</td>
</tr>
</tbody>
</table>

**Sources:** The companies and CPA/CFO-attested statements. Due to rounding off, some percentages appear to be incorrect.

To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, revisions and typographical errors sometimes occur. Please send corrections or additions to the Research Department at the San Diego Business Journal, Eric Albers, ealbers@vbc.com. This list may not be reprinted in whole or in part without prior written permission from the author. Some companies have declined to participate or did not return a survey by press time. It is not the intent of this list to endorsing the participants or to imply a company’s size or numerical rank indicates its quality.
Across the shorelines of San Diego to the skyline of San Francisco, from the palms of the Inland Empire to the pines of the Sierras, our teams are building the important structures and infrastructure that enhance how people live, work, and play in our communities. **Together, we’re building new futures.**

**Balfour Beatty**

balfourbeattyus.com  p. 858.635.7400
**THE LIST**

**LANDSCAPE ARCHITECTS**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Address</th>
<th>Website</th>
<th>Phone</th>
<th># of local full-time employees: 2021</th>
<th>2020</th>
<th># of licensed architects:</th>
<th>% commercial</th>
<th>% residential</th>
<th>% institutional</th>
<th>%other</th>
<th>Urban design</th>
<th>Water management</th>
<th>Wetlands mitigation</th>
<th>Environmental impact study</th>
<th>Metric-based erosion control</th>
<th>Recent local projects</th>
<th>Local executive(s)</th>
<th>Year est.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>KTUA</td>
<td>3915 Normal St., San Diego 92103</td>
<td><a href="http://www.ktauas.com">www.ktauas.com</a></td>
<td>619-294-4477</td>
<td>32</td>
<td>33</td>
<td>14</td>
<td>20</td>
<td>0</td>
<td>50</td>
<td>30</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>Chula Vista Bayfront Parks North Park Mine-Park</td>
<td>Mike Singleton</td>
<td>1970</td>
</tr>
<tr>
<td>2</td>
<td>Schmidt Design Group, Inc.</td>
<td>1310 Rosecrans Street, Suite S, San Diego 92106</td>
<td><a href="http://www.schmidtdesign.com">www.schmidtdesign.com</a></td>
<td>619-236-1462</td>
<td>32</td>
<td>27</td>
<td>9</td>
<td>36</td>
<td>1</td>
<td>63</td>
<td>0</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>N</td>
<td>N</td>
<td>N</td>
<td>N</td>
<td>SUSD Mission Valley, Sharp Memorial Campus Master Plan</td>
</tr>
<tr>
<td>3</td>
<td>OJB Landscape Architecture</td>
<td>500 Lomas Santa Fe Drive, Suite A, Solana Beach 92075</td>
<td><a href="http://www.ojb.com">www.ojb.com</a></td>
<td>858-793-6970</td>
<td>30</td>
<td>31</td>
<td>3</td>
<td>55</td>
<td>0</td>
<td>35</td>
<td>10</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>Living Learning Neighborhood, North Torrey Pines, University of California, San Diego, La Jolla, CA</td>
<td>James Barnett</td>
<td>Nathan Elliott</td>
</tr>
<tr>
<td>5</td>
<td>VDLA Landscape Architects</td>
<td>402 Stevens Ave., Suite 107, Solana Beach 92075</td>
<td><a href="http://www.vdla.us">www.vdla.us</a></td>
<td>619-294-9484</td>
<td>16</td>
<td>15</td>
<td>7</td>
<td>5</td>
<td>80</td>
<td>0</td>
<td>20</td>
<td>0</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>La Colonia Park ViSta Café and Courtyard</td>
<td>Vale Hopper</td>
</tr>
<tr>
<td>6</td>
<td>McCullough Landscape Architecture Inc.</td>
<td>703 16th St., Suite 100, San Diego 92101</td>
<td><a href="http://www.mlaids.com">www.mlaids.com</a></td>
<td>619-296-3150</td>
<td>11</td>
<td>12</td>
<td>(8)</td>
<td>1</td>
<td>50</td>
<td>20</td>
<td>30</td>
<td>0</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>N</td>
<td>N</td>
<td>Y</td>
<td>N</td>
</tr>
<tr>
<td>7</td>
<td>The Lightfoot Planning Group</td>
<td>5980 Puster Court, Suite 115, Carlsbad 92008</td>
<td><a href="http://www.lightfootpl.com">www.lightfootpl.com</a></td>
<td>760-662-1924</td>
<td>10</td>
<td>10</td>
<td>0</td>
<td>3</td>
<td>60</td>
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<td>N</td>
<td>N</td>
<td>Y</td>
<td>Y</td>
</tr>
<tr>
<td>8</td>
<td>Rick Engineering Co.</td>
<td>5620 Farris Road, San Diego 92110</td>
<td><a href="http://www.rickengineering.com">www.rickengineering.com</a></td>
<td>619-291-0707</td>
<td>8</td>
<td>8</td>
<td>0</td>
<td>5</td>
<td>10</td>
<td>35</td>
<td>50</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>San Diego International Airport Terminal 4 Redevelopment</td>
<td>Fallbrook Park</td>
<td>Kai Ramer</td>
</tr>
<tr>
<td>9</td>
<td>Kimley-Horn</td>
<td>401 B St., Suite 600, San Diego 92101</td>
<td><a href="http://www.kimleyhorn.com">www.kimleyhorn.com</a></td>
<td>619-294-9411</td>
<td>7</td>
<td>7</td>
<td>7</td>
<td>4</td>
<td>40</td>
<td>0</td>
<td>30</td>
<td>30</td>
<td>Y</td>
<td>Y</td>
<td>N</td>
<td>N</td>
<td>Y</td>
<td>Millenium Park, UCSD Mesa Housing Pedestrian Bridge</td>
<td>Michael Madson</td>
</tr>
<tr>
<td>10</td>
<td>Kranz Associates Inc.</td>
<td>1629 Granite Hills Drive, Granite Hills 92019</td>
<td><a href="http://www.kranzassociates.com">www.kranzassociates.com</a></td>
<td>619-517-2885</td>
<td>7</td>
<td>6</td>
<td>17</td>
<td>1</td>
<td>50</td>
<td>35</td>
<td>5</td>
<td>10</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>Ambiente Resort adjacent to Cochino National Forest, Private Estates in Poway, Paint Lomas, Rancho Santa Fe and La Jolla</td>
<td>John Kranz</td>
</tr>
<tr>
<td>11</td>
<td>Project Design Consultants</td>
<td>701 B St., Suite 800, San Diego 92101</td>
<td><a href="http://www.projectdesign.com">www.projectdesign.com</a></td>
<td>619-235-6471</td>
<td>6</td>
<td>5</td>
<td>20</td>
<td>1</td>
<td>10</td>
<td>45</td>
<td>30</td>
<td>15</td>
<td>Y</td>
<td>N</td>
<td>N</td>
<td>N</td>
<td>N</td>
<td>SDSU Athletic Stadium Streetscaping, JRoots Production Housing Landscape for 100 D.O.</td>
<td>Greg Shields</td>
</tr>
<tr>
<td>13</td>
<td>Deneen Powell Atelier Inc.</td>
<td>2305 El Cajon Blvd., San Diego 92104</td>
<td><a href="http://www.dpdesign.com">www.dpdesign.com</a></td>
<td>619-294-9042</td>
<td>5</td>
<td>1</td>
<td>10</td>
<td>5</td>
<td>85</td>
<td>0</td>
<td>Y</td>
<td>Y</td>
<td>N</td>
<td>N</td>
<td>N</td>
<td>Y</td>
<td>San Diego Zoo Children’s Zoo</td>
<td>San Diego Botanic Garden</td>
<td>Jeri Deneen</td>
</tr>
<tr>
<td>14</td>
<td>Wynn-Smith Landscape Architecture Inc.</td>
<td>12315 Oak Knoll Road, Suite 300, Poway 92064</td>
<td><a href="http://www.wynn-smith.com">www.wynn-smith.com</a></td>
<td>858-513-0030</td>
<td>4</td>
<td>4</td>
<td>0</td>
<td>1</td>
<td>20</td>
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<td>20</td>
<td>40</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>N</td>
<td>Y</td>
<td>TERI, Inc. Finnridge Riding Club</td>
<td>Tim Smith</td>
</tr>
<tr>
<td>15</td>
<td>Environ Landscape Architecture Inc.</td>
<td>2024 Emerson Street Suite 335, San Diego 92106</td>
<td><a href="http://www.environ.us">www.environ.us</a></td>
<td>619-232-7027</td>
<td>3</td>
<td>3</td>
<td>0</td>
<td>1</td>
<td>50</td>
<td>25</td>
<td>15</td>
<td>10</td>
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<td>N</td>
<td>N</td>
<td>Y</td>
<td>Y</td>
<td>Scripps Northridge Business Park</td>
<td>Renovation Fredericka Manor Central Garden Renovation</td>
</tr>
<tr>
<td>16</td>
<td>Greg Hebert Landscape Architect</td>
<td>2307 Commercial Street, #202, San Diego 92113</td>
<td><a href="http://www.greghebert.com">www.greghebert.com</a></td>
<td>619-283-5083</td>
<td>2</td>
<td>2</td>
<td>0</td>
<td>2</td>
<td>5</td>
<td>90</td>
<td>0</td>
<td>5</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>N</td>
<td>Y</td>
<td>La Jolla Oceanfront Residence Del Mar Residences</td>
<td>Greg Hebert</td>
</tr>
<tr>
<td>17</td>
<td>In-Site Landscape Architecture Inc.</td>
<td>2507 Shelter Island Drive #105-417, San Diego 92106</td>
<td><a href="http://www.insitearch.com">www.insitearch.com</a></td>
<td>619-795-7603</td>
<td>1</td>
<td>1</td>
<td>0</td>
<td>1</td>
<td>60</td>
<td>10</td>
<td>10</td>
<td>20</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>N</td>
<td>Y</td>
<td>Palomar Rehabilitation Institute, Escondido Park Circle, Valley Center</td>
<td>Tim Jarchowski</td>
</tr>
</tbody>
</table>

*Note: Not ranked
ma: Not applicable
Source: The companies.

In the case of a tie, landscape architects are ranked by number of licensed architects, then alphabetically.

To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of this list, errors and omissions are sometimes occur. Please send corrections or additions to the Research Department at the San Diego Business Journal. E-Mail: alters@sdj.com. This list may not be reprinted in whole or in part without prior written permission from the author. Some companies have declined to participate or did not return a survey by press time. It is not the intent of this list to endorse the participants or to imply a company’s size or numerical rank indicates its quality.

---

**Services**

- **% of revenue**
- **Projects in:**
  - Life Science / Corporate
  - Life Science
  - Science/Advanced Technology
  - Health Care/Education
  - Institutional/Medical
  - Commercial/Office
  - Healthcare
  - Interiors
  - Civic/Other
  - Education
  - Technology/Other
  - Elementary School (Rebuild)
  - Building Renovation, Balboa College, Performing Arts Center
  - Cancer Center
  - Courthouse Commons: MiraCosta College, Conference Center
  - Life Science & Technology
  - Healthpeak Properties The Mariner, Oceanside
  - San Diego Children’s Zoo
  - Del Mar Residences"
### THE LIST

#### ARCHITECTURAL FIRMS

<table>
<thead>
<tr>
<th>Rank</th>
<th>Firm Name</th>
<th>Address</th>
<th># of local staff</th>
<th>% of billings for projects in:</th>
<th>Top local executive(s)</th>
<th>Website Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Gensler</td>
<td>225 Broadway, Suite 100, San Diego 92101</td>
<td>105</td>
<td>S.D. County only: 100</td>
<td>Kevin Heinly 2004</td>
<td><a href="http://www.gensler.com">www.gensler.com</a> 619-557-2500</td>
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<tr>
<td>3</td>
<td>Ware Malcomb</td>
<td>3911 Sorrento Valley Blvd., Suite 120, San Diego 92121</td>
<td>51</td>
<td>Europe: 100</td>
<td>Tiffany English 1984</td>
<td><a href="http://www.waremalcomb.com">www.waremalcomb.com</a> 858-638-7277</td>
</tr>
<tr>
<td>4</td>
<td>Carrier Johnson + Culture</td>
<td>190 West F Street, Ste. 500, San Diego 92101</td>
<td>49</td>
<td>Asia: 10</td>
<td>Gordon R. Carrier Ryan Venable 1977</td>
<td><a href="http://www.carrierjohnson.com">www.carrierjohnson.com</a> 619-239-2353</td>
</tr>
<tr>
<td>8</td>
<td>AVRP Studios</td>
<td>703 11th St., Suite 200, San Diego 92101</td>
<td>40</td>
<td>Europe: 50</td>
<td>Doug Austin 1976</td>
<td><a href="http://www.avrpstudios.com">www.avrpstudios.com</a> 619-784-2700</td>
</tr>
<tr>
<td>12</td>
<td>Steinberg Hart</td>
<td>320 Laurel St., San Diego 92101</td>
<td>37</td>
<td>Asia: 50</td>
<td>Dan Stewart 1989</td>
<td><a href="http://www.steinberghart.com">www.steinberghart.com</a> 619-233-1023</td>
</tr>
</tbody>
</table>

**Source:** The SDBJ ranking of local architectural firms. The list ranks firms by number of local staff, then alphabetically. This list may not be reprinted in whole or in part without permission from the publisher. Some companies have declined to participate or did not return a survey by press time. It is not the intent of this list to rank or rate the participants but to simply list a firm’s size or number of local staff in order of size. This list may not be reprinted in whole or in part without permission from the publisher.

**Page dimensions:** 783.0 x 1080.0

**MAY 24, 2021**
**THE LIST**

**ARCHITECTURAL FIRMS**

| Rank | Firm | Address | Website Phone | # of local staff: 2021/2020 | % of local staff: 2020 | # of licensed architects | % of billings for projects in: S.D. County only | Top local executive(s) | Year est. | Project specialties: Percentage | Current local representative projects | Source: The San Diego Business Journal. Eric Alderete, editor. Some companies have declined to participate or did not return a survey by press time. It is not the intent of this list to endorse the participants or to imply a firm’s size or numerical rank indicates frequency.

21. **Architects Mosher Drew**
   - Address: 1775 Hancock St., San Diego 92101
   - Website: www.mosherdrew.com
   - Phone: 619-223-2400
   - Rank: 21
   - Firm: 21
   - Rank: 17
   - Last year: 29
   - Year est.: 1948
   - Project: K-12: 35 Higher Education: 25
   - Website: www.mosherdrew.com
   - Phone: 619-223-2400

22. **Studio E Architects**
   - Address: 2628 First Ave., San Diego 92101
   - Website: www.studioearchitects.com
   - Phone: 619-235-9262
   - Rank: 22
   - Firm: 22
   - Rank: 25
   - Last year: 19
   - Year est.: 2005
   - Project: Multifamily housing: 80
   - Website: www.studioearchitects.com
   - Phone: 619-235-9262

23. **Davy Architecture Inc.**
   - Address: 1045 14th St., Suite 100, Solana Beach 92075
   - Website: www.davyarchitecture.com
   - Phone: 619-238-3811
   - Rank: 23
   - Firm: 23
   - Rank: 21
   - Last year: 21
   - Year est.: 1984
   - Project: Healthcare: 50
   - Website: www.davyarchitecture.com
   - Phone: 619-238-3811

24. **Domusstudio Architecture**
   - Address: 2830 Third Ave., San Diego 92101
   - Website: www.domusstudio.com
   - Phone: 619-692-9093
   - Rank: 24
   - Firm: 24
   - Rank: 20
   - Last year: 17
   - Year est.: 2013
   - Project: Religious: 40
   - Website: www.domusstudio.com
   - Phone: 619-692-9093

25. **SCA Architecture**
   - Address: 5280 Evening Creek Drive S., Suite 125, San Diego 92128
   - Website: www.sca-sd.com
   - Phone: 619-849-4777
   - Rank: 25
   - Firm: 25
   - Rank: 23
   - Last year: 18
   - Year est.: 1988
   - Project: Industrial/Logistics: 40
   - Website: www.sca-sd.com
   - Phone: 619-849-4777

26. **Cunningham**
   - Address: 1035 S. St., San Diego 92101
   - Website: www.cunningham.com
   - Phone: 619-849-1080
   - Rank: 26
   - Firm: 26
   - Rank: 19
   - Last year: 18
   - Year est.: 1978
   - Project: Industrial/Logistics: 40
   - Website: www.cunningham.com
   - Phone: 619-849-1080

27. **ID Studios Inc.**
   - Address: 236 S. Sierra Ave., Suite 110, Solana Beach 92075
   - Website: www.idstudiosinc.com
   - Phone: 858-523-9836
   - Rank: 27
   - Firm: 27
   - Rank: 22
   - Last year: 17
   - Year est.: 2013
   - Project: Corporate: 40 Life Science/ Tech: 40
   - Website: www.idstudiosinc.com
   - Phone: 858-523-9836

28. **Avbrey Cook Rogers McGill Architects**
   - Address: 1347 14th St., Suite 100, San Diego 92101
   - Website: www.acrmarchitects.com
   - Phone: 619-398-3480
   - Rank: 28
   - Firm: 28
   - Rank: 21
   - Last year: 17
   - Year est.: 2004
   - Project: Multi-family Residential: 40
   - Website: www.acrmarchitects.com
   - Phone: 619-398-3480

29. **JCI Architecture**
   - Address: 750 B St., Suite 2800, San Diego 92101
   - Website: www.jciarchitects.com
   - Phone: 619-282-9022
   - Rank: 29
   - Firm: 29
   - Rank: 20
   - Last year: 17
   - Year est.: 1947
   - Project: Hospitals/medical: 75
   - Website: www.jciarchitects.com
   - Phone: 619-282-9022

---

**Ranked by number of local staff as of April 1, 2021**

- **Architectural Firms**
- **Engineering Firms**
- **Interior Design**
- **Landscape Architecture**
- **Planning**

---

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---

**LPA Design Studios.com**
### ARCHITECTURAL FIRMS

**THE LIST**

- **Ranked by number of local staff as of April 1, 2021**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Firm</th>
<th>Address</th>
<th>Phone</th>
<th>Website</th>
<th># of local staff: 2021</th>
<th>% of local staff: 2020</th>
<th>Licensed architects</th>
<th>% of billings for projects in S.D. County only</th>
<th>U.S. International</th>
<th>Project specialties</th>
<th>Current local executive(s)</th>
<th>Top local executive(s)</th>
<th>Year est.</th>
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<tbody>
<tr>
<td>31</td>
<td>Platt/Whitelaw Architects Inc.</td>
<td>4034 30th St., San Diego 92104</td>
<td><a href="http://www.plattwhitelaw.com">www.plattwhitelaw.com</a> 619-546-4326</td>
<td>15</td>
<td>16</td>
<td>6</td>
<td>95%</td>
<td>5</td>
<td>0</td>
<td>Civic/government: 50 Schools: 50</td>
<td>Lindbergh Schweitzer Elementary School Modernization MBJ EPS Agriculture Facility</td>
<td>Sandra Granberry</td>
<td>1999</td>
</tr>
<tr>
<td>32</td>
<td>PGAL</td>
<td>2311 E St., San Diego 92102</td>
<td><a href="http://www.pgal.com">www.pgal.com</a> 619-398-5288</td>
<td>15</td>
<td>16</td>
<td>2</td>
<td>6</td>
<td>94%</td>
<td>0</td>
<td>Hospitality: 70 Corporate/ Commercial: 10</td>
<td>SeaWorld Discovery Restaurant + Aquarium Seacoast Marketplace, Imperial Beach</td>
<td>Matthew Ellis</td>
<td>2002</td>
</tr>
<tr>
<td>34</td>
<td>HBG Design (NA)</td>
<td>707 Broadway, Suite 900, San Diego 92101</td>
<td><a href="http://www.hbgdesign.com">www.hbgdesign.com</a> 619-858-7888</td>
<td>14</td>
<td>12</td>
<td>5</td>
<td>0</td>
<td>100%</td>
<td>0</td>
<td>Hospitality: 100</td>
<td>na</td>
<td>Joe Barfield, AIA</td>
<td>2016</td>
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<tr>
<td>35</td>
<td>Stephen Dalton Architects (SDA)</td>
<td>444 S. Cedros Ave., Studio 190, Solana Beach 92075</td>
<td><a href="http://www.stephendalton.com">www.stephendalton.com</a> 858-995-7342</td>
<td>14</td>
<td>12</td>
<td>7</td>
<td>100%</td>
<td>0</td>
<td>0</td>
<td>Mixed-Use / Multi-family: 75 Custom Homes: 25</td>
<td>Secoya on Fifth, Arbor Crest on Fourth</td>
<td>Stephen Dalton</td>
<td>2004</td>
</tr>
<tr>
<td>36</td>
<td>HKS Architects</td>
<td>1263 High Bluff Drive, Suite 400, San Diego 92130</td>
<td><a href="http://www.hksinc.com">www.hksinc.com</a> 858-429-5958</td>
<td>13</td>
<td>13</td>
<td>7</td>
<td>30%</td>
<td>60%</td>
<td>0</td>
<td>Higher Education: 40 Life Science: 60</td>
<td>UC San Diego Theatre District Living and Learning Neighborhood NMCSD Balboa Clinical Labs</td>
<td>Jeff Larran Christopher Knell</td>
<td>2012</td>
</tr>
<tr>
<td>37</td>
<td>HMC Architects</td>
<td>8910 University Center Lan, Suite 650, San Diego 92123</td>
<td><a href="http://www.hmcap.com">www.hmcap.com</a> 858-744-4077</td>
<td>12</td>
<td>12</td>
<td>4</td>
<td>3%</td>
<td>97%</td>
<td>0</td>
<td>Healthcare: 25 PreK-12 Education: 75</td>
<td>Escondido Union School District Del Bosco Academy of Arts and Sciences STEM building</td>
<td>Kyle Peterson</td>
<td>1989</td>
</tr>
<tr>
<td>38</td>
<td>Vasquez Marshall Architects</td>
<td>13220 Evening Creek Drive, Suite 117, San Diego 92129</td>
<td><a href="http://www.vmarch.net">www.vmarch.net</a> 858-513-2900</td>
<td>11</td>
<td>9</td>
<td>4</td>
<td>100%</td>
<td>0</td>
<td>0</td>
<td>Department of Defense: 95 Private sector: 5</td>
<td>F-35 Communications Bldg and Infrastructure, NCAS Miramar; and San Diego Naval Medical Center</td>
<td>Gavriel Vasquez</td>
<td>1995</td>
</tr>
</tbody>
</table>

**Note:** Not ranked

**Sources:** The firms

- The list may not be reprinted in whole or in part without prior written permission from the publisher. Some companies have declined to participate or did not return a survey by press time. It is not the intent of this list to endorse the participants or to imply a firm’s size or numerical rank indicates its quality.

**Corrections:** Please send corrections or additions to the Research Department at the San Diego Business Journal. Eric Alderete, ealderete@sdbj.com

---

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[delawie.com 619.299.6680]
# THE LIST

## ARCHITECTURAL FIRMS

> Ranked by number of local staff as of April 1, 2021

<table>
<thead>
<tr>
<th>Rank</th>
<th>Name</th>
<th>Address 1</th>
<th>Address 2</th>
<th>City, Zip</th>
<th>Website</th>
<th>Phone</th>
<th>Year est.</th>
<th>Top local executive(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>41 (37)</td>
<td>Lyons Warren, Engineers and Architects</td>
<td>9560 Canda St., San Diego 92126</td>
<td><a href="http://www.lyonswarren.com">www.lyonswarren.com</a></td>
<td>657-973-8999</td>
<td></td>
<td>Tracy Lindquist 1979</td>
<td></td>
<td></td>
</tr>
<tr>
<td>43 (41)</td>
<td>KMA Architecture</td>
<td>2718 Historic Decatur Road, Suite 201, San Diego 92106</td>
<td><a href="http://www.kma-ae.com">www.kma-ae.com</a></td>
<td>619-276-7710</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>44 (42)</td>
<td>Architects BP Associates Inc.</td>
<td>11858 Bernardo Plaza Court, Suite 120, San Diego 92128</td>
<td><a href="http://www.bpa-inc.com">www.bpa-inc.com</a></td>
<td>858-592-4710</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
| 47 (NR) | CPCArchitects | 2112 Tiger Run Court, Suite 113, Carlsbad 92010 | www.cpcarchitects.com | 858-449-3066 | | Jean-Claude Constas
   Frederick Powell 2013 |

### Notes
- Not ranked
- Sources: The Firm, SASC & others.
- In the case of a tie, firms are ranked by number of licensed architects, then alphabetically.
- To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions to the Research Department at the San Diego Business Journal. Eric Allen<br>alan@sdbusiness.com

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